

ANNEX
FOR THE GENERAL COOPERATION AGREEMENT
between the University of Cagliari
and Bielefeld UAS

agreed by
the Vice-Rector for International Affairs of UNICA (Italy)
and
the President of Bielefeld UAS (Germany)

for the establishment of an integrated German-Italian study programme of a total of 6 semesters with the objective of a double degree;

- the German degree **Bachelor International Studies in Management (ISM)** as well as
- the Italian degree *Economia e Gestione Aziendale (EGA)* (**Bachelor Business and Economics-BE**)

List of paragraphs:

Paragraph 1: Study progress

Paragraph 2: Lecturers

Paragraph 3: Selection process

Paragraph 4: Organisation of examinations and examination board

Paragraph 5: Administrative organisation

Paragraph 6: Evaluation board

Paragraph 7: Financial conditions

Paragraph 8: Duration

Paragraph 9: Modifications

Overall table of the study programme

Paragraph 1: Study progress

The Faculty of Economics, Law and Political Sciences of UNICA and the Faculty of Business of Bielefeld UAS establish a joint German-Italian study programme within the Bachelor programmes “Business and Economics” (BE) of UNICA and “International Studies in Management” (ISM) of Bielefeld UAS.

After having completed the prescribed six semesters (180 ECTS), the German and the Italian students receive the degree of both universities, i.e. the *Bachelor “Business and Economics”* (BE) as well as the *Bachelor “International Studies in Management”* (ISM).

The study programme and the study places are summarized in the following table (a detailed study programme can be found in the overall table in the annex):

German-Italian integrated study programme

Faculty of Economics, Law and Political Sciences – UNICA / Faculty of Business - Bielefeld UAS

	UNICA	Bielefeld UAS
1. semester	Students of UNICA in Cagliari	Students of Bielefeld UAS in Bielefeld
2. semester	Students of UNICA in Cagliari	Students of Bielefeld UAS in Bielefeld*
3. semester	Students of UNICA in Cagliari together with students of Bielefeld UAS in one group	Students of Bielefeld UAS in Cagliari together with students of UNICA in one group**
4. semester	Students of UNICA in Cagliari together with students of Bielefeld UAS in one group*	Students of Bielefeld UAS in Cagliari together with students of UNICA in one group**

5. semester	Students of UNICA in Bielefeld together with students of Bielefeld UAS**	Students of Bielefeld UAS in Bielefeld together with students of UNICA
6. semester	Students of UNICA in Bielefeld together with students of Bielefeld UAS**	Students of Bielefeld UAS in Bielefeld together with students of UNICA

* As a preparation for their stay abroad, students have to attend a course about regional and cultural studies (2 semester hours per week or in the form of a study bloc)

** Attending a national language course and participating in further courses in the respective national language (Italian or German) is compulsory.

A maximum of ten students of Bielefeld UAS study in the third and fourth semester within the Bachelor study programme “*Business and Economics*” at the Faculty of Economics, Law and Political Sciences of UNICA. A maximum of ten students of UNICA study in the fifth and sixth semester within the Bachelor study programme *International Studies in Management* at Bielefeld UAS. Both parties will evaluate the chance of gradually raising the number of participants in future years, depending on the first results of the joint study programme.

Paragraph 2: Lecturers

Students of Bielefeld UAS studying in Cagliari attend English taught courses of “*Business and Economics*” in a specific group together with their Italian fellow students of the German-Italian study programme. The team of lecturers consists of those who are teaching these courses at the Faculty of Economics, Law and Political Sciences on a regular basis.

Students of UNICA who are studying in Bielefeld attend English taught courses of *International Studies in Management* in a specific group together with their German fellow students of the German-Italian study programme. The team of lecturers consists of those who are teaching these courses at the Faculty of Business on a regular basis.

In consultation with the respective study programme coordinators of both universities, the German and Italian students have to select further courses of different study programmes in the national language of the partner university. These courses integrate the English taught courses from the regular study programmes.

Additionally, they attend a German/ Italian language course. Both universities ensure that they provide at least courses of the level A1/A2/B1. The team of lecturers consists of those who are teaching these courses at the respective university on a regular basis.

During their stay abroad, the students should do a study-related internship in the respective country.

As a preparation for their stay abroad, the students of both universities have to attend a course about regional and cultural studies (2 semester hours per week or in form of a study bloc).

Paragraph 3: Selection process

The annual selection of students takes place in the first two semesters of the Bachelor programme and is made by the following criteria:

- Analysis of the (written) application documents;
- Interview in the language of the partner country (mainly in English; optional in national language of partner university);
- The students of Bielefeld UAS are selected by a selection board during the first semester;
- The students of UNICA are selected by a selection board during the first or second semester.

At the end of the second semester both the German and Italian students selected for the German-Italian study

programme have to prove a language level of at least B2 in English. In addition, students must fulfill the following requirements:

- at the end of the third semester students of Bielefeld UAS have to prove a language level of at least B1 in *Italian* before selecting courses in Italian language;
- at the end of the fifth semester students of UNICA have to prove a language level of at least B1 in *German* before selecting courses in German language.

The selection process and the selection of students is made at the respective university. The nominations are confirmed by the partner university.

Paragraph 4: Organisation of examinations and examination board

The students of the German-Italian study programme have to pass the regular examinations at both partner universities.

At UNICA the students are allowed to repeat examinations which they did not pass at the first attempt two times (3 attempts). At Bielefeld UAS an examination can also be repeated two times (3 attempts)¹.

Altogether the successful degree of the German-Italian study programme results in the acquirement of 180 ECTS for the students of UNICA and Bielefeld UAS.

The examination results which are achieved by the students of Bielefeld UAS at UNICA and by students of UNICA at Bielefeld UAS are recognized by the partner university. An overall table about the study programme is attached to this agreement.

Examination board:

The examiners for the Italian degree of the German-Italian study programme are appointed by the examination board of the Faculty of Economics, Law and Political Sciences of UNICA.

The examiners for the German degree of the German-Italian study programme are appointed by the examination board of the Faculty of Business of Bielefeld UAS.

Students prepare their final dissertation under the supervision of a lecturer either from UNICA or UAS, or under the co-supervision of two lecturers, one from UNICA and one from UAS. The dissertation can be discussed either in Cagliari or in Bielefeld.

Paragraph 5: Administrative Organisation

UNICA and Bielefeld UAS agree on establishing a coordination group for the implementation and supervision of the German-Italian study programme, which equally consists of employees of both universities.

The members of the coordination group “*German-Italian study programme*” at UNICA in Italy are:

- the dean of the Faculty of Economics, Law and Political Sciences,
- the head of the study programme *Business and Economics* as well as
- the German-Italian study programme director (if there will be one appointed)
- a member of Unica Administrative Staff responsible for the administrative procedures related to the students' admission, the maintenance of their official records, the issue of transcripts of records and final degree certificate.

¹ Italian students that fail all three attempts must abandon the German-Italian study programme. They can carry on their career on the Italian programme of the Italian degree Bachelor Business and Economics (BE) at UNICA.

The members of the coordination group “*German-Italian Study Programme*” at Bielefeld UAS are:

- the dean of the Faculty of Business,
- the head of the study programme *International Studies in Management* as well as
- the German-Italian study programme director (in case there will be one appointed)
- the Faculty Coordinator for International Activities.

The dean of the Faculty and the head of the study programme/ programme director are responsible for the organisation of the study programme. The main objectives of the working group consist in

- the advertisement of the study programme,
- the coordination of the study offer as well as
- the supervision of the students.

The administrative staff of both Universities are asked to supervise and facilitate the administration process related to the entire students' career until the double degree certificate is issued once their studies have been completed.

The members of the coordination group are in regular contact. Travel expenses associated to visiting the partner universities have to be borne by the home university.

Paragraph 6: Evaluation board

UNICA and Bielefeld UAS agree on the establishment of an evaluation board which equally consists of members of both universities. The universities appoint the respective members themselves.

The tasks of the evaluation board consist in

- the evaluation of the German-Italian study programme,
- the follow-up of the graduates' professional careers (further qualification or starting working life) as well as
- the further development of cooperation relations.

Paragraph 7: Financial conditions

The students chosen for the German-Italian study programme are enrolled at the home university and at the partner university. They pay tuition fees at the home university (in case of the existence of tuition fees) as long as the home university does not release them from payment during the study period abroad. At the partner university they are released from payment. The obligation to pay the semester contribution at Bielefeld UAS – consisting of the mobility contribution for the use of public transport in Bielefeld and North Rhine-Westphalia as well as the social contribution (student service organisation, student parliament etc.) – remains valid.

Both universities advise the students chosen for the German-Italian study programme on funding options for their study abroad (scholarships, ERASMUS+ grant etc.).

In order to facilitate the mobility of students of the German-Italian study programme, both universities assist the guest students in finding an accommodation for the time of their stay at the host university. However, the

final responsibility for their stay in the partner country is with the students. None of the two universities is responsible for financial claims regarding accommodation.

Paragraph 8: Duration

This agreement comes into force with the signature of the competent body in accordance with the respective national law and is valid for five annual cohorts (2022-23; 23-24; 24-25; 25-26; 26-27). A termination stated by one partner university is possible at any time within a period of six months to the end of an academic year. The only condition is that it is ensured that the students who have last started the double degree programme could finish it.

Six months previous to the expiry of the agreement, both partners elaborate a concept for the continuation of the cooperation.

Paragraph 9: Modifications

This annex for the General Cooperation Agreement is written down in English.

Each supplement and each modification of this text requires a control procedure and the approval of the responsible bodies of both partners.

Bielefeld, 03. 2022

Cagliari, 23. 03. 2022

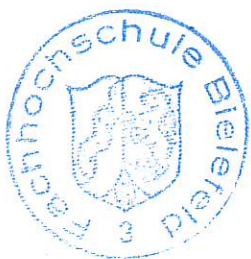


Prof. Dr. Ingeborg Schramm-Wölk
President of Bielefeld UAS

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Prof. Dr. Alessandra Carucci
Vice-Rector for International Affairs of UNICA



OVERALL TABLE**German-Italian integrated study programme****Faculty of Economics, Law and Political Sciences – UNICA/ Faculty of Business - Bielefeld UAS**

	UNICA	Bielefeld UAS
1. Semester	Students of UNICA in Italy Study programme <i>Bachelor Business and Economics</i>	Students of Bielefeld UAS in Bielefeld Study programme <i>Bachelor ISM</i>
2. Semester	Students of UNICA in Italy Study programme <i>Bachelor Business and Economics</i>	Students of Bielefeld UAS in Bielefeld Study programme <i>Bachelor ISM</i> + Regional and cultural studies *
3. Semester	Students of UNICA in Italy together with students of Bielefeld UAS in one group Study programme <i>Bachelor Business and Economics</i> + German language course	Students of Bielefeld UAS in Italy together with students of UNICA in one group Study programme <i>Bachelor Business and Economics</i> ** + Italian language course
4. Semester	Students of UNICA in Italy together with students of Bielefeld UAS in one group Study programme <i>Bachelor Business and Economics</i> + Regional and cultural studies *	Students of Bielefeld UAS together with students of UNICA in one group Study programme <i>Bachelor Business and Economics</i> **
5. Semester	Students of UNICA in Bielefeld together with students of Bielefeld UAS Study programme <i>Bachelor ISM</i> ** + German language course	Students of Bielefeld UAS in Bielefeld together with students of UNICA Study programme <i>Bachelor ISM</i>
6. Semester	Students of UNICA in Bielefeld together with students of Bielefeld UAS Study programme <i>Bachelor ISM</i> **	Students of Bielefeld UAS in Bielefeld together with students of UNICA Study programme <i>Bachelor ISM</i>

* As a preparation for their stay abroad, students have to attend a course about regional and cultural studies (2 semester hours per week or in form of a study bloc)

** Compulsory: Attending courses in the respective national language (Italian or German)

Course of study UNICA-UAS

	Semester 1	Semester 2	Semester 3	Semester 4	Semester 5	Semester 6	Total ECTS
Double Degree with University of Applied Sciences Bielefeld for UNICA - Students	Business Administration (12 ECTS) Mathematics (12 ECTS) Informatics (3 ECTS)	Statistics (12 ECTS) Microeconomics (12 ECTS) Private Law (9 ECTS)	International Accounting (9 ECTS) Macroeconomics (9 ECTS) German (12 ECTS)	Management (9 ECTS) International law and labour relations (6 ECTS) Free choice exam and seminar (6 ECTS) in Italian or English Internship (9 ECTS)	International Taxation (6 ECTS) International business law and human resources (6 ECTS) International Marketing (6 ECTS) International Finance (6 ECTS) German (6 ECTS)	International Management Accounting (6 ECTS) Managerial Finance (6 ECTS) Free choice exam and seminar (6 ECTS) in German or English Bachelor Thesis (12 ECTS)	
	27 ECTS	33 ECTS	30 ECTS	30 ECTS	30 ECTS	30 ECTS	<u>180 ECTS</u>

Double Degree with Università di Cagliari for UAS - Students	Semester 1	Semester 2	Semester 3	Semester 4	Semester 5	Semester 6	Total ECTS
	Basics of Business Administration (6 ECTS) Mathematics for Economists (6 ECTS) External Accounting (6 ECTS) Basics of Business Informatics (6 ECTS) Starting a Business – Business Project (6 ECTS)	Managerial Finance (6 ECTS) Economics (6 ECTS) Managerial Accounting (6 ECTS) Managerial Statistics (6 ECTS) Market Research – International Business Project (6 ECTS)	International Accounting (9 ECTS) Macroeconomics (9 ECTS) Italian (12 ECTS)	Management (9 ECTS) International Law and Labour relation (6 ECTS) Free choice Exam and seminar (15 ECTS) in Italian or English	International Taxation (6 ECTS) International Business Law and International Human Resources (6 ECTS) International Marketing (6 ECTS) International Finance (6 ECTS) French / Spanish (6 ECTS)	12-weeks internship (18 ECTS) Bachelor Thesis (12 ECTS)	
30 ECTS	30 ECTS	30 ECTS	30 ECTS	30 ECTS	30 ECTS	30 ECTS	<u>180 ECTS</u>