

**ANNEX**  
**FOR THE GENERAL COOPERATION AGREEMENT**  
**between the University of Cagliari (UNICA) and**  
**Hochschule Bielefeld - University of Applied Sciences and**  
**Arts (HSBI)**

**agreed by**

**the Vice-Rector for International Affairs of the UNICA (Italy)**

**and**

**the President of the HSBI (Germany)**

for the establishment of an integrated German-Italian study programme of a total of 4 semesters with the objective of a double degree in the Master's program:

- the German degree **International Business Management (IBM)** as well as
- the Italian degree **International Management (IM)**.

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### **Article 1: Study progress**

The Faculty of Economics, Law and Political Sciences of UNICA and the Bielefeld School of Business of HSBI establish a joint German-Italian study programme within the Master programmes International Management (IM) of UNICA and International Business Management (IBM) of HSBI.

After having completed the prescribed four semesters (120 ECTS), the German and the Italian students receive the degree of both universities, i.e. the Master **International Management (IM)** as well as the Master International Business Management (IBM).

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

#### **German-Italian integrated study programme**

**Faculty of Economics, Law and Political Sciences – UNICA / Bielefeld School of Business – HSBI**

	<b>UNICA</b>	<b>HSBI</b>
1. Semester	Students of UNICA in Cagliari	Students of HSBI in Bielefeld*
2. Semester	Students of UNICA in Cagliari*	Students of HSBI in Cagliari**
3. Semester	Students of UNICA in Bielefeld**	Students of HSBI in Bielefeld
4. Semester	Students of UNICA in Cagliari	Students of HSBI in Bielefeld

\* Attending a national language course in the respective national language (Italian/German) before or during the stay abroad is recommended but not compulsory.

A maximum of three students of HSBI study in the second semester within the Master study **International Management (IM)**. at the Faculty of Economics, Law and Political Sciences of UNICA. A maximum of three students of UNICA study in the third semester within the Master study programme International Business Management (IBM) at HSBI. 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.

### **Article 2: Lecturers**

Students of HSBI who are studying in Cagliari attend English taught courses of the Master programme **International Management (IM)** in a specific group together with their Italian fellow students of the German-Italian study programme. The team of lecturers consists of those persons 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 the Master programme International Business Management (IBM) in a specific group together with their German fellow students of the German-Italian study programme. The team of lecturers consists of those persons who are teaching these courses at the Bielefeld School of Business on a regular basis.

For a more intensive stay in the host country, it is recommended but not compulsory to take courses in the local language before or during the study abroad.

### **Article 3: Selection process**

The annual selection is made by the following criteria:

- Analysis of the (written) application documents;
- Interview in English;
- The students of HSBI are selected by a selection board at the beginning of the first semester;
- The students of UNICA are selected by a selection board during the first or second semester.

At the end of the first semester the selected German and Italian students have to prove a level of at least B2 in English.

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

### **Article 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 HSBI an examination can also be repeated two times (3 attempts)<sup>1</sup>.

Altogether the successful degree of the German-Italian study programme results in the acquirement of 120 ECTS for the students of UNICA and HSBI.

The examination results which are achieved by the students of HSBI and UNICA and by students of UNICA at HSBI are recognised 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.

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<sup>1</sup> 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 Master International Management (IM) at UNICA.

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

### **Article 5: Administrative Organisation**

UNICA and HSBI agree on the establishment of 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 International Management, as well as
- the German-Italian study programme director (in case there will be one appointed).

The members of the coordination group "German-Italian Study Programme" at HSBI are:

- the dean of the Bielefeld School of Business,
- the head of the study programme International Business Management as well as
- the German-Italian study programme director (in case there will be one appointed).

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 offered as well as
- the supervision of the students.

The members of the coordination group are in regular contact. Travel expenses which might be caused due to visits at the partner universities have to be borne by the home university.

### **Article 6: Evaluation board**

UNICA and HSBI 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.

## **Article 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 HSBI – 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 which were 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 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.

## **Article 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 academic years. A termination stated by one partner university is possible at any time within a period of a 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.

## **Article 9: Modifications**

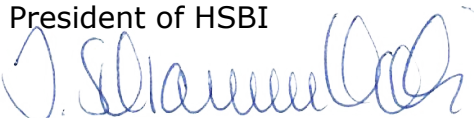
This annex for the General Cooperation Agreement is written down in English.

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

Bielefeld, 14.03.2024

Prof. Dr. Ingeborg Schramm-Wölk

President of HSBI



Cagliari, 2024

Prof. Dr. Alessandra Carucci

Vice-Rector of International  
Affairs of UNICA

