

Cooperation Contract

Double Degree Program

International Marketing, Management and Organization (University of Udine)/
International Business Management (Carinthia University of Applied Sciences)

§1. Partners

University of Udine (hereafter called UNIUD), represented by its Rector, Roberto Pinton, with legal domicile at University of Udine, Via Palladio n. 8, I-33100 Udine (Italy), codice fiscale 8001455030730/a,

FH Kärnten gemeinnützige Gesellschaft mbH (Carinthia University of Applied Sciences, hereafter called CUAS), represented by its Executive Director DI Siegfried Spanz, with legal address at Europastraße 4, A-9524 Villach (Austria)

Within the framework of this agreement, "home institution" refers to the institution in which a student is formally enrolled as a degree candidate. "Host institution" refers to the institution that has agreed to receive students from the home institution for a period of study.

§2. Objectives

The Master's programs promote mobility in the context of well-structured and coordinated programs of study in both institutions.

This Agreement permits students of UNIUD, Department of Economics and Statistics, and CUAS, School of Management, upon the successful fulfillment of the conditions indicated in this agreement, to receive a double diploma, that is the academic degree of both the home and the host institutions, with all the corresponding legal effects associated to these degrees.

§3. Candidates for Double/Complementary Degree Program

Students registered as master degree candidates in "International Marketing, Management and Organization" at UNIUD and in "International Business Management" at CUAS shall have access to the Double Degree Program.

Students shall be screened for eligibility for admission as Double Degree candidates by the home institution.

Admission to the master programs is only granted to persons who have completed and hold a minimum 180 ECTS bachelor's degree (or equivalent) from a recognized academic institution at home or abroad in Economics or Business studies related fields. Therefore, students admitted to the programs do not need to provide proof of general university entrance qualification.

Double Degree candidates shall be subject to the standard rules, regulations and enrolling constraints of the host institution. They shall register at the host institution – without additional tuition fees – only for the parts of the study program which will be carried out under the responsibility of the host institution.

4. Application and Admission

Both institutions admit a maximum of 5 students per year according to the following process:

Students will fill in an application form. Applicants will provide the required documents by an announced deadline. Applicants will be informed of their nomination to the program not later than four weeks after the application deadline, with the studies to begin at the start of the following academic year. Final admission will be contingent on matriculation at the home university.

Required documents:

- Complete application form

- Personal statement (Letter of motivation)
- CV
- Copy of passport or identity card (only EU)
- Diploma certificate / degree certificate¹
- English language certificate: required level is B2. Students have to present the document certifying their knowledge (except for English native speakers or those who have pursued their Bachelor studies in English). Applicants who do not possess the necessary certification are requested to have an interview with the selection committee to verify their knowledge.

A selection committee decides at each home university whether the applicant is accepted to the programs. In case a nominated student withdraws from his/her application, the next person moves up to take the free place.

Admission to the home university is a separate process according to the usual local procedures for matriculation.

§5. Exams and Theses

Exams shall be organized under the responsibility of the host institution and candidates should fulfill the requirements established by the host institution. However, any person accredited as examiner in the home institution may take part as an "observer" in the examination in the host country as a quality assurance.

Marks (grades) reported in courses attended at the host University are converted to the regular grades of the home University by using the standard tables of conversion used for Erasmus exchanges.

Master's theses are written at the institution of origin with a supervisor of the institution. The second assessor (or supervisor) can be an evaluator of the host institution. Details are given in Appendix A.

§6. Conditions for Obtaining the Double/Complementary Degree

The Masters students of the CUAS, School of Management, who will achieve at least 33 ECTS credits at the UNIUD, upon successful completion of the master's examination at the CUAS will receive the master degree in "International Business Management" and the Laurea Magistrale in "International Marketing, Management & Organization" at the UNIUD, with all the corresponding legal effects associated with these degrees.

The Masters students of the UNIUD, Department of Economics and Statistics, who will achieve at least 30 ECTS credits at the CUAS, upon successful completion of the master's examination at the UNIUD will receive the Laurea Magistrale in "International Marketing, Management & Organization" and the master degree in "International Business Management" at the CUAS, with all the corresponding legal effects associated with these degrees. The master's examination procedure at the UNIUD for DD students will follow the rule of UNIUD integrated with the rule of the master's examination of CUAS.

The following prerequisites need to be fulfilled for the admission to the master's examination: (1) the approval of the master's thesis, (2) an accreditation of all necessary ECTS according of this Double Degree Program at CUAS.

§7. Program Coordination

Students will have in the host institution all of the right and obligations of regular students.

The responsible personnel for the Double degree are the Directors of the two master programs. Each institution may nominate alternative program coordinators.

¹ Where the degree is not yet conferred, the student will be asked to present proof of his / her status and can present the degree certificate at a later date.

§8. Resolution of Conflicts

The parties agree to solve in a friendly manner any controversy arising from the interpretation of the present agreement. In the event that the disagreement cannot be resolved, the issue(s) will be submitted for arbitration; each party will appoint a member of the arbitration panel, and one member will be chosen by mutual consent. The place of arbitration for UNIUD's students is Udine, for CUAS student's Villach.

§9. Promotion of the program

In order to promote joint actions in education and research, both institutions shall encourage:

- the exchange of students, university staff and researchers;
- study sessions, workshops, and seminars on previously agreed subjects;
- the exchange of information, documents and scientific publications;
- student exchange involving work in internships or visits to companies.

The exchange of persons shall comply with the regulations and procedures in force at the home institutions.

§10. Waiver of financial obligations

The signing of this agreement does not entail any financial obligation for the parties.

§11. Quality Assurance, Formal recognition, Duration, and Termination of Agreement

In order to assure the quality of the program a continuous and intensive monitoring will be necessary. Students and staff of the participating universities will engage in ongoing review and evaluation. The responsible personnel of the program will meet to discuss the progress of the agreement.

This Agreement shall be in effect starting with the Academic year 2022-2023 and be binding upon the parties for a period of five academic years. Before the expiry of this five years period the parties will evaluate the terms of this contract and decide on the prolongations of the conditions of the contract.

The Agreement may be terminated at the request of either institution, provided such request is made in writing at least twelve months before termination is to become effective. Any termination of the Agreement must take into account the rights of students already participating or accepted for any exchange to complete the parts of the study program which will be carried out under the responsibility of the host institution.

An evaluation of this Agreement will be initiated by both institutions at least twelve months prior to its expiration to ascertain if the program should be continued and, if so, how it might be improved.

IN WITNESS WHEREOF this Agreement has been signed by the proper officers of each institution.

Prof. Roberto Pinton
(Rector of the University of Udine)



UDINE, 03.05.2023



DI Siegfried Spanz
(Executive Director of CUAS)



Appendix A

To the Agreement on a Double Degree Program between UNIUD and CUAS.
Courses, Exams and Theses

1. ECTS-Credits

The DD Program joining the degree of "International Marketing, Management and Organization" at UNIUD and the degree of "International Business Management" at CUAS comprises 120 ECTS credits.

The examinations of the courses taken at the host institution, considered as equivalent to examinations taken at the home institution, are specified below (section 2).

Students have to acquire at least 30 ECTS at the host institution. At most 60 ECTS acquired at the host institution can be recognized for the degree program at the home institution. Exams shall be subject to the standard rules of the host institution.

Students participating in this program shall produce a master thesis written in English.

2. Courses followed at the host institution

Students from the University of Udine (UNIUD) should follow the Carinthia University of Applied Sciences (CUAS) courses of the "International Business Management" Program for at least 30 ECTS credits.

Students from the Carinthia University of Applied Sciences (CUAS) should follow the University of Udine courses of the "International Marketing, Management and Organization" Program for at least 33 ECTS credits.

The teaching committee of the home institution master program is responsible for defining, during the evaluation / approval of the learning agreement, the list of exams that the student will have to perform / pass in the host institution within the "International Business Management" master program at the CUAS and "International Marketing, Management and Organization" at UNIUD.

In the following, by way of example, two tables are presented of courses offered at CUAS and UNIUD and recognizable in a.y. 2022/2023.

The following courses are for UNIUD students who take their third semester at the CUAS (Table 1).

*Table 1: Compulsory courses for UNIUD students who take their third semester at the CUAS**

Course title	ECTS
International Marketing and Sales Management	6
Data Analytics, Artificial Intelligence and Research Methods	6
International Consulting Lab	6
Language course (German, Russian or Slovene)	6
CEE/SEE and Global Business Environment	6
Total	30

* In case individual courses change the total amount of credits will be kept unchanged.

*Table 2: Courses for CUAS students who take their third semester at the University of Udine***

Course title	ECTS	Scientific sectors
Laboratory of Statistics and Mathematics	9	SECS S/03
Quality Management or Laboratory of Business PR and PM	6	SECS P/13 or ING-IND/35
Laboratory of Business Strategies and Policies	6	SECS P/06
Relationship Marketing and Social Media	6	SECS P/08
Elective courses	6	
Total	33	

** In case individual courses change the total amount of credits for each scientific sector will be kept unchanged.

3. Master thesis

Students who participate in the Double Degree program will write their master thesis at their home institution. They will have a supervisor from the home university and identify a secondary supervisor/assessor from the host university. The Program Directors from both institutions will agree on the allocation of the secondary supervisor/assessor.