



AGREEMENT ON THE DOUBLE DEGREE PROGRAMME  
“INTERNATIONAL MANAGEMENT” (UNI-KLU) and “MASTER IN MANAGEMENT” (LRBS) –  
MASTER LEVEL

between

**Universität Klagenfurt (UNI-KLU)**, represented by its Vice-Rector for Education Ass.-Prof. Dr. Doris Hattenberger, with legal domicile at Universität Klagenfurt, Universitätsstraße 65-67, 9020 Klagenfurt am Wörthersee (Austria);

and

**La Rochelle Business School (LRBS)**, represented by its Director of International Relations Alejandro Escudero Yerro, with legal domicile at 102 Rue de Coureilles, 17000 La Rochelle, (France).

PREAMBLE

This Agreement on the Double Degree (DD) Programme stems from the desire of its signatories, the two institutions mentioned above, to set up and develop a system of academic exchange in the spirit of European cooperation. This European awareness, present in both academic institutions, forms the basis for them to cooperate in the dual sphere of teaching and research within the framework of existing and future programmes promoted by the European Commission.

Hence, Universität Klagenfurt (hereafter UNI-KLU) and La Rochelle Business School (hereafter LRBS) have decided to institute an exchange of students that will culminate in the awarding of a Double Degree Diploma of both institutions under the conditions specified hereunder.

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For Austrian universities the legal basis for awarding degrees jointly with foreign universities is established in the Federal Act on the Organisation of Universities and Their Studies (Universities Act 2002 – UG) Section 51 Para. 2 Clause 26 and Section 54d.

For French universities, the award of degrees in international partnerships is governed by Articles D. 613-17 et seq. of the Education Code. The international partnership is organised by an agreement concluded between one or more French higher education institutions and one or more foreign higher education institutions.

To fulfil this agreement, both partners agree to respect the laws and regulations in force in the two countries. Furthermore, the Parties undertake to comply with the 2016/679 EU regulation (GDPR) concerning the protection of individuals with regard to the processing of personal data. The parties undertake to process data exclusively for the purposes identified in the Agreement.

This Agreement on the DD Programme replaces the former Agreement between the two institutions signed on April 25, 2012 and its extension signed on November 30, 2017.

**1. Definitions**

Within the framework of this Agreement on the DD Programme

- “**Home Institution**” refers to the institution at 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;

- “**LRBS Study Programme**” corresponds to the Master’s Degree Programme “**Master in Management**”, offered at LRBS;
- “**UNI-KLU Study Programme**” corresponds to the Master’s Degree Programme “**International Management**”, offered at UNI-KLU, Faculty of Economics;
- “**Double Degree Diploma**” corresponds to the Master’s Degree Certificate, the Notice of Award, and the Diploma Supplement according to art. IX.3 of the Lisbon Recognition Convention of April 11, 1997 issued by LRBS in combination with the Notice of Award (“**Verleihungsbescheid**”), and the Diploma Supplement issued by UNI-KLU.

## 2. Objectives

LRBS and UNI-KLU have agreed to pursue a collaboration in university training with the final aim to confer the Master’s Degree “**International Management**” (UNI-KLU) and “**Master in Management**” (LRBS). Upon the successful fulfilment of the requirements and conditions set forth in this document and its appendices, this Agreement provides students admitted to the DD Programme with the opportunity of receiving the academic degree of LRBS and the legal effects of the corresponding academic degree of UNI-KLU. In particular, upon successful fulfilment of the conditions set forth in this Agreement, students shall be awarded the degree “**Master in Management**” and the legal effects of the degree “**Master of Science**”.

## 3. Fundamental Principles

Both UNI-KLU and LRBS shall

- a) respect in full the principles of non-discrimination and ensure equal access and opportunities to mobile participants from all backgrounds,
- b) publish and regularly update the course catalogue on the website of the institution well in advance of the mobility periods, so as to be transparent to all Parties and allow mobile students to make well-informed choices about the courses they will follow, and
- c) provide assistance, when required, in securing visas and obtaining insurance for incoming and outgoing students as well as to guide incoming students in finding accommodation.

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## 4. Candidates for the DD Programme

- a) Students registered as Master’s Degree Programme candidates at respective LRBS or UNI-KLU study programmes shall have access to the DD Programme. Further details on entry requirements are pointed out in Appendix A.
- b) Interested Master’s Degree candidates shall be screened for eligibility for admission as DD students by their Home Institution. The Home Institution shall respect the admission requirements and enrolment constraints of the Host Institution.
- c) DD students are to be nominated by their Home Institution. This nomination shall replace the evidence of university entrance qualification and the legalisation. Only students with very good standing at their Home Institution may be nominated for this programme. Details of nomination are pointed out in Appendix A.
- d) DD students shall be subject to the standard rules, regulations and enrolment constraints of the Host Institution. They shall register at the Host Institution for those parts of the study programme, which are to be carried out under the responsibility of the Host Institution and shall stay registered at both the Home and the Host Institution until graduation. In terms of registration procedure, DD students shall be granted all privileges for incoming students enrolled at the Host Institution in the framework of bilateral “mobility programmes”.

The Host Institution will charge no fees to incoming students for tuition, registration, examinations, or access to laboratory and library facilities. On the basis of reciprocity, the Host Institution shall waive tuition fees for DD students for the standard period of study plus one additional semester. Fees may arise for special programmes, which are not part of the Master’s Degree Programmes “**International Management**” and “**Master in**

**Management**". Pursuant to Section 91 of the Universities Act and Section 38 of the Union of Students Act 2014 (Hochschülerinnen- und Hochschülerschaftsgesetz 2014 – HSG 2014), membership to the Austrian National Union of Students (ÖH) is compulsory and the ÖH membership fee is to be paid by all students, including those whose tuition fees are waived. During the exchange period, students will continue to pay tuition fees to the Home Institution, if applicable.

- e) For the first year of the Agreement on the Double Degree Programme, a maximum of five (5) students per institution will be exchanged in both directions. This number will be reviewed according to the interest shown in the DD Programme.

#### **5. Courses, Exams, and Theses**

- a) Exams for individual courses shall follow the rules of the institution where the respective course was audited and is examined. Details about courses to be audited and examined during mobility periods are pointed out in Appendices B and C.
- b) The Dissertation (Master Thesis) and, if applicable, the Master's Examination will be organised under the responsibility of and in accordance with the University Statute and guidelines of LRBS, which are pointed out in Appendices B and D.

#### **6. Conditions for Obtaining the Double Degree Diploma**

- a) To obtain the DD Diploma, students have to earn 120 ECTS points over a period of two (2) years,
1. 60 of which have to be earned at UNI-KLU by successful completion of the classes listed in Appendix C, and
  2. 60 of which have to be earned at LRBS by successful completion of the modules listed in Appendix C. As part of the coursework at LRBS, students will have to successfully complete their Dissertation (Master Thesis) and, if applicable, an additional Master's Examination at LRBS. Further details and regulations are outlined in Appendix B.
- b) After the DD students have earned 120 ECTS points as described in section 6a, LRBS shall issue the Master's Degree Certificate, the Notice of Award, and a Diploma Supplement according to art. IX.3 of the Lisbon Recognition Convention of April 11, 1997.
- c) After having received confirmation of the successful completion of the modules listed in Appendix C (including the Dissertation (Master Thesis), and, if applicable, the Master's Examination) from LRBS, UNI-KLU shall issue the Notice of Award ("Verleihungsbescheid") and a Diploma Supplement.
- d) Either Notice of Award or Diploma Supplement of each institution should include an indication that the completed study programme is a DD Programme and that the master candidate obtains the right to hold one Master's Degree.

#### **7. Reimbursements**

Each institution shall make genuine efforts to find resources so as to cover totally, or at least partially, the expenses of its DD outgoing students (e.g.: Erasmus+ grants, etc.).

#### **8. Programme Coordination and Student Counselling**

- a) Each institution will nominate a Programme Coordinator to ensure that the DD Programme proceeds according to a reasonable schematic plan and that the terms of this Agreement are carried out. Programme Coordinators will ensure that a substitute or replacement for them is named.
- b) Each Programme Coordinator will ensure that the Partner Institution has all necessary information available for the promotion of the DD Programme. Programme Coordinators shall meet physically or in a video conference at least once a year in order to review the effectiveness of the teaching programmes, and propose further actions.

## 9. Resolution of Conflicts

The Parties agree to solve in a friendly manner any dispute arising out of or in connection with the present Agreement, including the validity, interpretation, implementation, and effect of it. 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.

## 10. Duration, Amendment, Review, and Termination of Agreement

- a) This Agreement on the Double Degree Programme shall come into force on November 15, 2018 and will be binding upon the two Parties for a period of five (5) years. In the absence of substantial changes it may be renewed at the same conditions and for the same period by a written agreement between the two Parties, according to subsequent clause b).
- b) In case of changes in the course offer due to changes of underlying curricula of either institution, Appendices B and C of the Agreement on the Double Degree Programme have to be modified accordingly.
- c) This Agreement on the Double Degree Programme may be terminated at the request of either institution, provided such request is made in writing at least twelve (12) months before renewal is to become effective. Any termination of this Agreement must take into account the rights of students already participating in or accepted for any exchange to complete the parts of the study programme, which will be carried out under the responsibility of the Host Institution.
- d) An evaluation of this Agreement shall be initiated by both institutions at least twelve (12) months prior to its expiration to ascertain, whether the programme should be continued and, if so, how it might be improved. The Agreement shall be subject to revision or modification after proper evaluation by mutual written agreement.

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## 11. Support of the Double Degree Programme

UNI-KLU and LRBS shall take joint action to involve governments and the European Commission to secure financial support for this programme.

## 12. Promotion of the Double Degree Programme

In order to promote joint actions in education and research, both UNI-KLU and LRBS shall encourage

- the exchange of students,
- the exchange of university staff and researchers in accordance with the regulations and procedures in force at both institutions, and
- study sessions, workshops, and seminars on previously agreed subjects.

## 13. Waiver of Financial Obligations

The signing of this Agreement does not entail any financial obligation for either Party.

For Universität Klagenfurt

For La Rochelle Business School

Vice-Rector for Education

Director of International Relations

Ass.-Prof. Dr. Doris Hattenberger

Alejandro Escudero Yerro

  


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Klagenfurt, the 14.12.2018

La Rochelle, the 01/01/2019

Director of the Master Programme  
"International Management"

Director of the Master Programme  
"Master in Management" 5

Univ.-Prof. Dr. Ralf Terlutter

Caroline Hernet





Klagenfurt, the 10.12.2018

La Rochelle, the 15.01.19

- Appendix A: Nomination of Candidates
- Appendix B: Courses, Exams, Dissertation (Master Theses) and Master's Examinations
- Appendix C: Study Plan
- Appendix D: Degree Curriculum



## Appendix A

to the Agreement on the Double Degree Programme “**International Management**” (UNI-KLU) and “**Master in Management**” (LRBS) – Master Level

### Nomination of Candidates

#### 1. Prerequisites

Students interested in the DD Programme shall be screened for eligibility for admission by the Home Institution. The Home Institution shall respect the admission requirements and enrolment constraints of the Host Institution. The selection of nominees will be based on their academic results, i.e., nominated students shall be of very good standing at their Home Institution.

UNI-KLU will only nominate students who have already obtained their Bachelor’s Degree (or an equivalent degree) and have been admitted to the Master’s Degree Programme “International Management” at UNI-KLU.

LRBS will only nominate students who have already completed 180 ECTS points, equivalent to a Bachelor’s Degree before entering the DD Programme. UNI-KLU shall officially recognise and fully accept relevant educational backgrounds from LRBS students enrolled in the Master’s Degree Programme “Master in Management” as eligible for the DD Programme, if the following conditions are fulfilled:

- a) Students have earned a minimum of 180 ECTS points during their studies of which at least 60 ECTS points are earned in the field of Business Administration or related fields of study.
- b) Students are legally enrolled in the Master’s Degree Programme “Master in Management” at LRBS.

#### 2. Quota

Every year a maximum of five (5) students per institution will be admitted to the DD Programme. The quota of DD students per academic year will be subject to observation and review. In case the above number proves inadequate, it might be changed by written agreement signed by the respective rector (or vice-rector in charge) of both institutions.

Students exceeding the stipulated quota will not partake in the DD Programme but will have the possibility to be enrolled at each institution as regular degree-seeking international students.

#### 3. Procedural Requirements

The student nomination for the DD Programme shall take place in three (3) phases

- (1) The Home Institution shall inform the Host Institution at the latest before April 30 regarding the number of students to be nominated for the forthcoming academic year.
- (2) The students shall be nominated at the latest before June 1 for the forthcoming academic year.
- (3) After nomination, copies of the nominees’ documents shall be sent to the Host Institution at the latest three (3) months before the start of the mobility period.

#### 4. Preparatory Steps

Each nominated student has to be formally registered at the Host Institution.<sup>4</sup>

Prior to the start of the mobility period, DD students are required to choose courses at the Host Institution and, if applicable, complete a Learning Agreement. The process of selecting courses shall be carried out under the supervision of the Programme Coordinators and with the approval of the Programme Directors for the respective Master’s Degree Programmes of both institutions.

## Appendix B

to the Agreement on the Double Degree Programme “International Management” (UNI-KLU) and “Master in Management” (LRBS) – Master Level

### Courses, Exams, Dissertations (Master Theses) and Master’s Examinations

#### 1. Courses to be followed at the Host Institution

The number of ECTS points required to successfully complete the DD Programme is 120 ECTS points. The complete list of courses is outlined in Appendix C. The courses eligible for the DD Master’s Degree Programme may change with time according to the policy of either institution. In any case, each institution will make sure that the course catalogue is published well in advance and will guarantee an adequate course offer to facilitate the students’ selection. For each academic year, the DD Programme Coordinators will provide a list of available courses for DD students.

It is expected that students from both UNI-KLU and LRBS attend orientation seminars organised on either site, since these events play an important role in the integration of students.

#### 2. Exams

Should a student fail one or more subjects, the Host Institution may offer the possibility of resitting the exam at a later date. Rules and Regulations regarding the options of resitting an exams at UNI-KLU are outlined the UNI-KLU’s Statute and the Austrian Universities Act. In case of resitting an exam, it is the student’s responsibility to make the necessary arrangements with the Host Institution as regards these resits.

#### 3. Registration of Dissertations (Master Theses) and Master’s Examinations

The Dissertation (Master Thesis) will be registered and carried out at LRBS in accordance with its University Statute and guidelines. This Dissertation (Master Thesis) should allow students to put into practice the knowledge acquired during their degree course: this knowledge should be theoretical as well as technical. Thus the research work is the final illustration of the analytical skill of the student. According to research area, LRBS will appoint a thesis supervisor to guide each student.

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#### 4. Obtaining the Double Degree Diploma

- a) To obtain the DD Diploma, students have to earn 120 ECTS points over a period of two (2) years,
  1. 60 of which have to be earned at UNI-KLU by successful completion of the classes listed in Appendix C, and
  2. 60 of which have to be earned at LRBS by successful completion of the modules listed in the Study Plan (Appendix C) with an average score equal or superior to 10/20. As part of the coursework at LRBS, students will have to successfully complete their Dissertation (Master Thesis) at LRBS graded with at least 10/20. Students with a Dissertation (Master Thesis) graded with 10/20 will have to complete an additional Master’s Examination at LRBS.
- b) After the successful completion of the modules listed in Appendix C (including the Dissertation (Master Thesis), and, if applicable, the Master’s Examination), LRBS shall issue the Master’s Degree Certificate, the Notice of Award, and a Diploma Supplement according to art. IX.3 of the Lisbon Recognition Convention of April 11, 1997.
- c) After having received confirmation of the successful completion of the modules listed in Appendix C (including the Dissertation (Master Thesis), and, if applicable, the Master’s Examination) from LRBS, UNI-KLU shall issue the Notice of Award (“Verleihungsbescheid”) and a Diploma Supplement.
- d) Either Notice of Award or Diploma Supplement of each institution should include an indication that the completed study programme is a DD Programme and that the master candidate obtains the right to hold one Master’s Degree.

### Appendix C

to the Agreement on the Double Degree Programme “**International Management**” (UNI-KLU) and “**Master in Management**” (LRBS) – Master Level

#### Study Plan

#### Master in Management Specialisations\* La Rochelle Business School

ENGLISH TRACK	FRENCH TRACK
Strategic Brand Marketing	Marketing et Management des Ventés
International Corporate Finance (including CFA Program1)	E-Business
International Project Management (including CAPM Certification2)	Gestion des Ressources Humaines
Luxury & Premium Marketing Management	Achats – Supply chain

With these specialisations possibility of:

- 1) CFA provides a strong foundation of advanced investment analysis and real-world portfolio management skills. The registration fees (about 800 €) include the cost of curriculum eBook and the mock exam.
- 2) The Certified Associate in Project Management (CAPM) enhances credibility and effectiveness working on — or with — project teams. The registration fees are about 250 €.

\* subject to changes according to MiM curriculum adaptation.

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#### Academic calendar for DD MIM specialisations:

From September to December: courses in La Rochelle

Between January and August: executive internship (24 weeks) or Sectorial Analysis Project

LRBS Master in Management Courses M2 - S1		
Code	Name of Course	ECTS credits
<b>Core Courses</b>		
STRSTRM2S0010	Business Game	4
CLTCLT00G0003	Doing Business in France	2
LANFRA00G0001	French Language Course	2
CLTCLTM2S0001	Geopolitics	4
/	Master Thesis	10
/	Managerial Internship or Sectorial Analysis	6
/	GEODE: Personal Branding	4
Specialization (1 to be chosen)		



in English		
Brand Marketing Specialization		
MKGMKGM2S0276	Digital Marketing	4
MKGMKGM2S0271	Innovation Marketing	4
MKGMKGM2S0056	Brand Management	4
MKGMKGM2S0057	Global, sales, retail and e-commerce	4
MKGMKGM2S0058	Crosscultural customer relationship	4
MKGMKGM2S0272	Communication and Advertising	4
CPTCPTM2S0050	Dashboard and Reporting	4
International Project Management Specialization		
MKGMKGM2S0284	Project Communications Management, stakeholders management	4
FINFINM2S0028	Cost and Finance Management	4
FINFINM2S0064	Risk Management	4
RHMMANM2S0009	Human Ressources and Team management	4
STRSTRM2S0041	Quality management	4
STRSTRM2S0073	Time Management	4
STRSTRM2S0028	Scope management	4
International Corporate Finance Specialization		
FINFINM2S0069	Global Economics: Systems & Regulations	4
FINFINM2S0070	Financial Analysis and Reporting	4
FINFINM2S0065	Equity and debt financing	4
CPTTQGM2S0001	Quantitative Methods with Excel	4
FINFINM2S0066	Mergers & Acquisitions	4
FINFINM2S0067	Corporate governance and Ethics	4
FINFINM2S0001	Portfolio Management	4
MBA		
Luxury Marketing Specialization		
MKGMKGM2S0002	Global sales, retail and e-commerce	6
MKGMKGM2S0089	International Branding, Marketing & Premiumization Strategies	6
MKGMKGM2S0090	Communication, Advertising & Storytelling	6
MKGMKGM2S0267	Strategic Luxury Brand Management	6
STRSTRM2S0286	Brand Day	3
in French		
Marketing and Sales Management Specialization		
MKGMKGM2S0276	Digital Marketing	4
MKGMKGM2S0012	Grands comptes	4
MKGMKGM2S0065	Gestion de la relation client	4
MKGMKGM2S0009	Management de la force de vente	4
CPTCPTM2S0050	Tableau de bord et Reporting	4
MKGMKGM2S0282	Marketing des Services	4
CPTDRTM2S0030	Droit Commercial	4
E-Business Specialization		
MKGMKGM2S0276	Digital Marketing	4

MKGMKGM2S0277	e-Commerce	4
MKGMKGM2S0005	Gestion de la e-relation client	4
MKGMKGM2S0006	Data et Web Mining	4
MKGMKGM2S0007	Business Intelligence	4
CPTDRTM2S0029	Sécurité et Droit d'internet	4
CPTCPTM2S0050	Tableau de bord et Reporting	4
<b>Management Control Specialization</b>		
FINFINM2S0057	Reporting extra-financier	4
CPTCPTM2S0013	Internal Audit and Risk Management	4
CPTCPTM2S0047	Contrôle de Gestion approfondi	4
CPTCPTM2S0049	Pilotage Stratégique des Performances	4
CPTCPTM2S0048	Consolidation	4
STRSIMP2S0002	ERP / PGI : Presentation et pratiques	4
STRSIMP2S0008	Excel et Visual Basic pour le Contrôle de Gestion	4
<b>Human Resources Management Specialization</b>		
RHMGRHM2S0001	GRH et Cadre légal	4
RHMGRHM2S0004	International HRM	4
RHMGRHM2S0007	Négociation et relations sociales	4
RHMGRHM2S0002	Gestion sociale et Performance RH	4
RHMGRHM2S0006	Recrutement et Intégration	4
RHMGRHM2S0005	Management de la Diversité	4
RHMGRHM2S0003	GRH et Risques Professionnels	4
<b>Purchasing and Supply Chain Management Specialization</b>		
STRLOGM2S0015	Purchasing : tools and techniques	4
STRLOGM2S0001	Supply Chain Management approfondi	4
STRLOGM2S0016	Transport et Prestations Logistiques	4
STRLOGM2S0017	Gestion des stocks et des approvisionnements	4
STRSTRM2S0267	La négociation et la réponse à appels d'offres	4
FINFINM2S0071	Management des risques	4
STRLOGM2S0021	Système d'information de la logistique	4

**Students from LRBS have to take the following classes of the Master Programme “International Management” at UNI-KLU**

<b>First semester - Winter</b>	<b>ECTS credits</b>	<b>Class type*</b>
International Economics	1,5	L
International Services	1,5	LC
International HRM and Organizational Behavior	1,5	LC
Principles of International Law	1,5	L
International Marketing	3	L
International Entrepreneurship	3	L
International Financial Reporting	3	L
International Operations Management and Logistics I	3	L
<b>Either: Two out of four cases:</b>		
Cases in International Marketing	4	C
Cases in International Entrepreneurship	4	C
Cases in International Financial Reporting	4	C
Cases in International Operations Management and Logistics I	4	C
Cultural Skills and Economic Issues in SEE and CEE	2	LC
Study Excursion to SEE or CEE	2	EX
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<b>Second semester - Summer</b>	<b>ECTS credits</b>	<b>Class type</b>
International Consumer Behavior and Communication	3	L
Innovation Management in International Context	3	L
International Financial Instruments	3	L
International Operations Management and Logistics II	3	L
<b>Either: Two out of four cases:</b>		
Cases in International Consumer Behavior and Communication	4	C
Cases in Innovation Management in International Context	4	C
Cases in International Financial Instruments	4	C
Cases in International Operations Management and Logistics II	4	C
Cultural Skills in SEE and CEE	2	LC
Short Time Study Abroad in SEE/CEE	6	EX
Research Seminar Part I	2	SE
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\* Class type:

L...Lecture

LC...Lecture with course

C...Course

EX...Excursion

SE...Seminar

### Appendix D

to the Agreement on the Double Degree Programme “**International Management**” (UNI-KLU) and “**Master in Management**” (LRBS) – Master Level

#### Curriculum

##### “Master in Management” students, La Rochelle Business School

	Year 1	Year 2
Fall semester	Courses at UNI-KLU	Courses at LRBS
Spring semester	Courses at UNI-KLU 3-month internship	24 weeks Internship + Dissertation (Master Thesis) at LRBS
	60 ECTS points	60 ECTS points

##### “Master International Management” students, Universität Klagenfurt

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	Year 1	Year 2
Fall semester	Courses at UNI-KLU	Courses at LRBS
Spring semester	Courses at UNI-KLU	24 weeks Internship or Sectorial Analysis Project + Dissertation (Master Thesis) at LRBS
	60 ECTS points	60 ECTS points