

**ARTICULATION AGREEMENT/ CONVENTION FOR A
DOUBLE-DEGREE MBA
BETWEEN**

INTERNATIONAL UNIVERSITY OF SARAJEVO

- represented by Prof. Dr. Ahmet Yildirim
referred to below as IUS

AND

LUDWIGSHAFEN UNIVERSITY OF BUSINESS AND SOCIETY

- represented by Prof. Dr. Peter Mudra
referred to below as HWG LU

Introduction

We as IUS and as HWG LU offer a two year Master double-degree in International Business Management (MBA) requiring business oriented and general education coursework. Respecting this cooperation, students are offered to get the graduation in MBA Internationale Betriebswirtschaftslehre – International Business Management (from Germany) and in Master of Business and Administration (MBA) or Master in International Business (from Bosnia and Herzegovina).

Whereas, (IUS and as HWG LU) offer options for acquiring a Double-degree based two (2) years of Master in [International] Business Management (MBA) Degree Program including but not limited to Scientific Work, Marketing, Logistics, Social Competency, Management, International Competency, Human resources management, optional compulsory modules (two modules to choose out of Law, Sociology, Managerial Finance and Macroeconomics) and Master's thesis/ Colloquium.

The main principle of the agreement is that each program keeps its own autonomy in terms of student selection and learning outcomes. The students firstly apply to one of the programs (either at IUS or at HWG LU). After they are accepted, they become eligible to apply to the other university with no guarantee to be accepted. The committees at the respective university assess the candidates based on their criteria and make the final decision on acceptance. If candidate is accepted, then the institution is obliged to act in accordance to the agreement made between the institutions in terms of procedures and course workload.

Now therefore, in consideration of the mutual covenants and the Agreement set forth herein, IUS and HWG LU hereby agree as follows:

International Initiatives and advising staff at HWG LU and IUS will work closely together and with participating students to ensure that appropriate course work is completed and accepted upon transfer to HWG LU. Students participating in the IUS and HWG LU -MBA Pathway Program will enjoy benefits that include:

- A. Early identification of interest in and preparation for advance to the HWG LU MBA Program;

- B. Consistent, integrated academic consultation and support;
- C. Access to the HWG LU's student activities and campus facilities;
- D. Smooth transition from IUS to the HWG LU;
- E. Support for internship placements.

I. Program Guidelines

- A. HWG LU operates on rolling admissions (enrollment regulation as amended) and students may apply anytime at their discretion however priority deadlines are December 15th for summer semester and June 30th for winter semester.
- B. For IUS, students can apply anytime at their discretion however priority deadlines are September 10th for Fall semester and January 15th for Spring semester. For foreign students the deadlines are going to be earlier due to visa requirements.
- C. After being enrolled at IUS, students are provided an opportunity to apply for HWG LU.
- D. If accepted, students are becoming participants of this agreement, and will be granted enrollment into the HWG LU MBA PROGRAM after completing all relevant IUS and HWG LU requirements tenure and study under the special exam regulation as amended in the then current version. (Spezielle Prüfungsordnung für den weiterbildenden MBA-Fernstudiengang Internationale Betriebswirtschaftslehre der Hochschule Ludwigshafen am Rhein).
- E. The students are enrolled for the semester 3 and 4 at HWG LU directly to the MBA Program for 2 semesters.
- F. HWG LU will enable that the attendance days / lectures required for this are concentrated online via webinar. Additional lectures, when required, will be organized in a relatively short period and in blocked courses (2 - 3 weeks, so that the stay in Germany does not lead to unnecessary additional costs for the incoming students).
- G. Due to the same reasons, the performance records / examination could than, be took place either in Ludwigshafen or Sarajevo (optional).
- H. For the 4th semester, the thesis is planned, the support would be possible using modern media, without the requirement for the students to travel to Ludwigshafen during this time, but they would have to be enrolled at the HWG LU.
- I. Tutorial notes - All tutorial notes are available, the translation in English is done by HWG LU.
- J. The following requirements for studying the corresponding MBA course in HWG LU have to:
 - a) Approved bachelor's degree
 - b) Professional /occupational Experience: It is internationally common that between a Bachelor's degree and enrollment in the MBA at least one year of professional activity is needed. We might also agree that this can also take place during year 1 studying in Sarajevo. Cumulative work or internship experiences can be accepted, too.
 - c) Language: English-language skills at the B2 level or higher according to the Common European Framework of References for Languages (CEFR), or a comparable officially recognized certificate. At HWG LU the language of instruction is English according to the examination regulations, which is recognized as an access requirement for English. All courses will be hold in English. Further certificates should all be in English and will be prepared in English.
- K. It would be possible (optional) that lecturer from Ludwigshafen will teach during year 2 in Sarajevo. In the same way, it is also possible that lectures from Sarajevo teach in Ludwigshafen (year 2). This can be handed from both sites in a flexible way if requested from one of the cooperation partners.

L. Time schedule and implementation

The study program will be implemented without delay in the autumn of 2020. Because this is simply the transfer of a German course of study into an identical English course, which is then without problems available to the students from IUS, no further contractual regulations (which go beyond the existing cooperation agreement) are required.

M. Payment regulation

Students pay for semester 1 and 2 the regular fee for the MBA or MA in International Business to IUS.

Students pay for semester 3 and 4 the regular semester and student fee for the MBA Internationale Betriebswirtschaftslehre – International Business Management program to HWG LU.

II. Curriculum in Ludwigshafen and Sarajevo

The detailed curricula are presented in Appendices 1 and 2.

III. Institutional Commitments

A. The responsibilities of the IUS are to:

1. Designate an International Coordinator, who represents IUS, to serve as the point of contact for students interested in, and admitted to, the HWG LU;
2. Publicize the availability of the Agreement;
3. Counsel and/or advise IUS students interested in attending HWG LU
4. Designate personnel to work with staff at the HWG LU to implement an effective communication plan to interested students and
5. Work with the HWG LU staff/faculty to coordinate information sessions for prospective students.

B. The Responsibilities of the HWG LU are to:

1. Designate the acting International Partnerships and Initiatives Coordinator, who represents HWG LU, to serve as the point of contact for students interested in, and admitted to, the HWG LU;
2. Process an application for IUS students interested in the MBA-Program;
3. Ensure that the HWG LU faculty advisor and staff provide planned advisement sessions; and
4. Work with IUS personnel to coordinate information sessions for prospective students.

IV. Duration of Contract

This agreement shall become effective upon the date of signatures and shall continue in effect for the duration of four years. Thereafter, the term of this agreement shall automatically renew for successive one year periods unless either party provides prior written notice to the other party of its desire not to renew the term hereof, which notice must be given at least 60 days prior to the then current term of this agreement.

The agreed period of notice between IUS and HWG LU is 12 months.

The HWG LU ensures that already enrolled students at the HWG LU can finish the program.

V. Final clause

Any requests arising from the implementation of the Agreement but not covered by the same, will be subject to the mutual consent and settled amicably through negotiations between the partner institutions.

Changes to the contract can only be made in written form.

Should any provision of this Agreement be or become invalid or void, in whole or in part, or be or become invalid or void as a result of a change in law or otherwise, or should this Agreement be incomplete, the parties agree that the remaining provisions of this Agreement shall remain in full force and effect. In this case, the parties agree to replace the invalid provision with a valid provision which comes as close as possible to the meaning and purpose of the invalid provision and which can be assumed to have been agreed by the parties at the time the contract was concluded if they had known or foreseen the invalidity or nullity. The same shall apply if this contract should contain a gap

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives as of the date of signatures below,

Prof. Dr. Ahmet **Yıldırım**
Rector
International University of Sarajevo

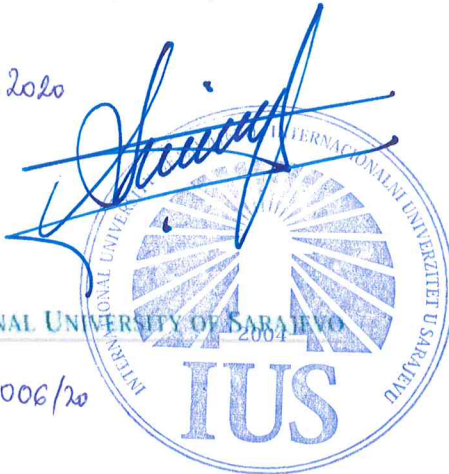
Date: 17.06.2020

Signature:



INTERNATIONAL UNIVERSITY OF SARAJEVO

IUSREC09-1006/20



Prof. Dr. Peter Mudra
President
Ludwigshafen University of
Business and Society

Date:

Signature:



**Ludwigshafen University
of Business and Society**
University of Applied Sciences

Appendix 1: Master of Business and Administration at IUS and International Business Management (MBA) at HWG LU – The pathway

Year 1

IUS Courses with equivalency at HWG LU (Semester 1 and 2)

Table 1: Curriculum

At IUS			At HWG LU	
Course Code	Course name	ECTS	Course Equivalent	ECTS
MBA501	Financial and Managerial Accounting	6	5.2 Controlling	4
MBA521	Management and Organization	6	7.3 Organization	2
MBA541	Marketing Management	6	2.1 Marketing as a market-oriented management	6
MBA511	Financial Management	6	8.3 Managerial Finance	2
MBA526	Strategic Management and Business Policy	6	5.1 Strategic management	4
MBA581	Advanced Business Research Methods	6	1.1 Theory of Science and 1.2 Research methodology	2
MBA5**	Elective I	6	Table 2	2-6
MBA5**	Elective II	6	Table 2	2-6
MBA592	MBA Graduation Project	12	IUS Requirement	0
Total (IUS Degree)		60	Total for transfer	22-32

Table 2: Elective Courses

At IUS			At Ludwigshafen	
MBA524	Advanced Human Resources Management	6	7.1 International Human resources management	6
MBA522	Advanced Organizational Behavior	6	7.2 Psychology of Work and Organizational Behaviour	2
MBA528	Advanced Business Ethics and CSR	6	4.1 Philosophy (ethics)	3
MBA553	Macroeconomic Policies and Business	6	8.4 Macroeconomics	2
ECON503	Macroeconomics	6		
IBF502	International Financial Environment	6		

Year 2

HWG LU (Semester 3 and 4)

Table 3: Curriculum

Course Code and Name	ECTS	Course Code and Name	ECTS
2.2 International marketing	2	6.1 International market research	2
3.1 Manufacturing logistics	2	6.2 International corporate management	2
3.2 Distribution logistics	3	6.3 Cross-cultural communication	2
4.2 Rhetoric	4	Transfer From IUS	26-31
4.3 Creativity	4	2 Courses - Electives not taken at IUS (Table 2)	4-9
5.3 Business simulation	4	9 Master's thesis/ Colloquium	30
Total (Ludwigshafen Degree)			90

Appendix 2: Master of Arts in International Business at IUS and International Business Management (MBA) at HWG LU – The pathway

Year 1

IUS Courses with equivalency at HWG LU (Semester 1 and 2)

Table 1: Curriculum

At IUS			At HWG LU	
Course Code	Course name	ECTS	Course Equivalent	ECTS
IBF502	International Financial Environment	6	8.3 Managerial Finance	2
IBF503	International Business Environment	6	2.2 International marketing	6
IBF507	Managing the Multinational Enterprise	6	2.1 Marketing as a market-oriented management	6
MBA521	Management and Organization	6	7.3 Organization	2
MBA526	Strategic Management and Business Policy	6	5.1 Strategic management	4
IBF581	Advanced Business Research Methods	6	1.1 Theory of Science and 1.2 Research methodology	2
MBA5**	Elective I	6	Table 2	2-6
MBA5**	Elective II	6	Table 2	2-6
MBA592	MBA Graduation Project	12	IUS Requirement	0
Total (IUS Degree)		60	Total for transfer	26-31

Table 2: Elective Courses

At IUS			At Ludwigshafen	
MBA524	Advanced Human Resources Management	6	7.1 International Human resources management	6
MBA522	Advanced Organizational Behavior	6	7.2 Psychology of Work and Organizational Behaviour	2
MBA528	Advanced Business Ethics and CSR	6	4.1 Philosophy (ethics)	3
MBA553	Macroeconomic Policies and Business	6	8.4 Macroeconomics	2
ECON503	Macroeconomics	6		

Year 2

HWG LU (Semester 3 and 4)

Table 3: Curriculum

Course Code and Name	ECTS	Course Code and Name	ECTS
3.1 Manufacturing logistics	2	6.1 International market research	2
3.2 Distribution logistics	2	6.2 International corporate management	2
4.2 Rhetoric	3	6.3 Cross-cultural communication	2
4.3 Creativity	4	Transfer From IUS	26-31
5.2 Controlling	4	2 Courses - Electives not taken at IUS (Table 2)	4-9
5.3 Business simulation	4	9 Master's thesis/ Colloquium	30
Total (Ludwigshafen Degree)			90