



UNIVERSITÀ CA' FOSCARI VENEZIA

UNIVERSITÄT HOHENHEIM



**AGREEMENT TO ESTABLISH A DOUBLE MASTER'S
DEGREE PROGRAMME**

Between

Universität Hohenheim

Fakultät Wirtschafts – und Sozialwissenschaften

and

Università Ca'Foscari Venezia

Department of Management

Double - Master's Degree - Agreement

between

**Universität Hohenheim
Schloss, 70593 Stuttgart**

**Professor Stephan Dabbert, President of the Universität Hohenheim,
Professor Dirk Hachmeister, Dean of the Faculty of Business, Economics and Social
Sciences**

hereafter named “**Universität Hohenheim**”

and

**Università Ca’Foscari Venezia
Dorsoduro 3246, 30123 Venezia**

**Professor Michele Bugliesi , Rector of the Università Ca’Foscari Venezia,
Professor Gaetano Zilio Grandi, Director of Department of Management**

hereafter named “**UCF**”

named hereafter "the institutions"

Article 1 Regulations

according with the Italian Ministerial Decree n. 270 /2004, Article 3, comma 10 which establishes that “on the basis of specific agreements, Italian Universities can award joint degrees with other Italian or foreign universities”

Università Ca’ Foscari Venezia

and

according to the “Landeshochschulgesetz” Baden-Württemberg from 1st January 2005 regulating higher education in the Federal State of Baden-Württemberg,

Universität Hohenheim

recognize the benefit of common and complementary aspects of their mutual educative offers and seek to strengthen their international activities by establishing the following Double Master’s Degree programmes starting in the 2015-2016 academic year:

**Laurea magistrale in Economia e gestione delle aziende– LM-77 and Master of Science in
International Business and Economics (M.Sc.)**

or

**Laurea magistrale in Economia e gestione delle aziende– LM-77 and Master of Science in
Management (M.Sc.)**

Article 2 Programme

The Double Master's Degree programme is a two year programme. It has an extent of 120 credits (ECTS) and includes the student exchange during the second year of study. Students will obtain 60 credits (ECTS) each year according to the table of equivalent courses of UCF and Hohenheim, which is approved by the relevant authorities of both institutions and presented in the appendix. This could be updated upon approval from both parties to reflect the curriculum evolutions.

Article 3 Registration procedures

For each academic year of the Double Master's Degree programme, the students will register and pay the tuition fees to their home institution. They will register additionally at the host institution during their year abroad, without paying further tuition fees and according to its rules and procedures. They will have the same rights and duties as all the other students. Students from CFU will have to pay the Student Union Fees in Hohenheim for the time they study there.

Article 4 Admission Requirements

The signing institutions will ensure provision of the required number of places. The number of students that will participate in this programme will be jointly determined by both institutions on a yearly basis, aiming for a balance.

Each institution will be responsible for the students' selection process based on previous academic merit, an adequate knowledge of the language in which the programme is taught and a strong motivation. Selections will be held separately by the two institutions in the second semester among the students enrolled in the first year of the Laurea magistrale in Economia e gestione delle aziende and of the Master of Science in International Business and Economics or Master of Science in Management (M.Sc.). Candidates must have a degree in Economics or Management.

In order to be enrolled in the second year at Universität Hohenheim, UCF students must have successfully completed 60 credits in Master's studies at UCF according to the table of equivalent courses agreed between both institutions, they must meet the general admission and procedure requirements to the Hohenheim Master and must demonstrate his/her fluency in English (B2 level) .

In order to be enrolled in the second year at UCF, Universität Hohenheim students must have successfully completed 60 credits in Master's studies at Universität Hohenheim according to the table of equivalent courses agreed between both institutions, they must meet the general admission and procedure requirements to the Venice Master and must demonstrate his/her fluency in English (B2 Level).

Article 5 Exams and Academic Regulations

The students are subject to all the regulations and procedures of the university at which they are currently studying. They follow the courses and academic activities and take all the corresponding exams. Language of instruction is English for the core curriculum. Elective courses are offered in English and Italian at UCF and English and German at Universität Hohenheim.

Both institutions use the ECTS credit system. According to their national legislation, the partner universities must use specific, national grading scales. The ECTS grading scheme will be used for all courses as well as the corresponding grade from the national grading system. As long as detailed primary data and cohorts of sufficient size are not available to ensure validity of the ECTS grading scheme, the conversion of the grades will be done on the basis of the national grades. The conversion table is presented in the appendix.

At the end of each year both institutions will exchange the grades of all the students enrolled in the programme.

Article 6 Final Project

CFU students must hand in a written final thesis according to the Hohenheim rules. Students from Universität Hohenheim must discuss their final project according to UCF rules.

Article 7 Degree Awarding

After successful completion of the two academic years as described in article 3 and 4, Universität Hohenheim and UCF will award the corresponding diploma according to their own regulation and procedures. If available, each university will deliver its own diploma supplement.

Article 8 Coordination Committee

The two institutions share the organisation and management of the activities of this programme and establish a Coordination Committee, composed by two professors per university, which will be responsible for the management of the programme.

Article 9 Signature

The present agreement, signed by the two partners, is valid for a period of 2 years, starting with the academic year 2015-2016, and it can be renewed after assessment by the academic authorities of both institutions for further five years

The agreement can be cancelled, by each institution, before the 31st December of each year, for following academic year. In case of cancellation of this agreement, all the students already enrolled in this Double Master's Degree have the right to complete their programme within the following two years.

For the Universität Hohenheim The President Stephan DABBERT	For the Università Ca'Foscari Venezia The Rector Michele BUGLIESI
For the Faculty of Business, Economics and Social Sciences The Dean Dirk HACHMEISTER	For the Department of Management The Director Gaetano ZILIO GRANDI

Appendix 1

**Double-Master's Degree in International Business and
Economics**

Between

**Laurea magistrale in Economia e gestione delle aziende, curriculum International
Management awarded by Università Ca'Foscari Venezia**

And

**Master in International Business and Economics (M.Sc.)
awarded by Universität Hohenheim**

Equivalent courses UCF/Hohenheim (compulsory courses for Hohenheim students in bold letters)

UHOH		UCF	
Master ABWL I (Theory of the Firm & Corporate Governance)	5 (Winter)	Management Control in International Firms	6 (Winter)
Master-ABWL II (Modeling & Decision Making)	4 (Winter)	Techniques for Managerial Decisions	6 (Winter)
Methods in Economics 1 (Introductory Econometrics)	4,5 (Winter)	Elective	6
Methods in Economics 2 (Optimization in Economic Theory)	4,5 (Winter)		
International Management 1 (Strategy and Organization in Global Firms)	6 (Winter)	International Management	12 (Winter)
International Management 2 (Managing International Business Units & Projects)	6 (Summer)		
Macroeconomics of Globalization	6 (Winter)	International Industrial Economics	12 (Winter)
Microeconomics of Globalization	6(Summer)		
International Trade 1 <u>OR</u> European Monetary Integration	6(Summer)	Elective	6
International Innovation Management OR Economics of Innovation 1 OR Economics of Innovation 2	6 (Winter) (Winter) (Summer)	Technology and Innovation Management	6 (Summer)
System Management (Web Applications & Internet Technology) OR Process Management (Document Management and Workflow)	6 (Summer)		
Economic History and History of Economic Thoughts 1 OR Economic History and History of Economic Thoughts 2	6 (Winter) (Summer)	Comparative business history	6 (Winter)
Consumer Behaviour	6 (Summer)		
Entrepreneurship (in German)	6 (Summer)	Business Strategy Advanced Course	6 (Summer)
Human Resource Management (in German)	6 (Winter)	International Human Resource Management Organization	6 (Winter)
<i>no equivalent course</i>	6	International Labour Law	6 (Summer)
<i>to be organized in Venice</i>	6	Internship	6
Master Thesis	18	Thesis	24
Additional Elective	6		

Equivalent courses UCF/Hohenheim (compulsory courses for Venice students in bold letters)

UCF courses	credits (semester)	Hohenheim courses	credits (semester)
International Management	12 (Winter)	International Management 1 (Strategy and Organization in Global Firms)	6 (Winter)
		International Management 2 (Managing International Business Units & Projects)	6 (Summer)
Technology and Innovation Management	6 (Summer)	International Innovation Management	6 (Winter)
		OR Economics of Innovation 1	(Winter)
		OR Economics of Innovation 2	(Summer)
Comparative business history	6 (Winter)	Economic History and History of Economic Thoughts 1	6 (Winter)
		OR Economic History and History of Economic Thoughts 2	(Summer)
Information Systems and Networks	6 (Summer)	System Management (Web Applications & Internet Technology) OR Process Management (Document Management and Workflow)	6 (Summer)
Techniques for Managerial Decisions	6 (Winter)	Master-ABWL II (Modeling & Decision Making)	4 (Winter)
Management Control in International Firms	6 (Winter)	Master ABWL I (Theory of the Firm & Corporate Governance)	5 (Winter)
Elective	6 (Winter)	Methods in Economics 1 (Introductory Econometrics)	4,5 (Winter)
		Methods in Economics 2 (Optimization in Economic Theory)	4,5 (Winter)
International Industrial Economics	12 (Winter)	Macroeconomics of Globalization	6 (Winter)
		Microeconomics of Globalization	6 (Summer)
Elective	6	International Trade 1 OR European Monetary Integration	6 (Summer)
Cross Cultural Marketing	6 (Winter)	Consumer Behaviour	6 (Summer)
Business Strategy Advanced Course	6 (Summer)	Entrepreneurship (in German)	6 (Summer)
International Human Resource Management Organization	6 (Winter)	Human Resource Management (in German)	6 (Winter)
International Labour Law	6 (Summer)	<i>no equivalent course</i>	6
Internship	6	<i>to be organized in Venice</i>	6
Master Thesis	24	Master Thesis	18
		Additional Elective	6
Students may suggest further equivalent courses from the English, German and Italian taught offer of the two universities. These must be previously approved by the Programme's Coordinators.			

Appendix 2

Double-Master's Degree in Management

Between

Laurea magistrale in Economia e gestione delle aziende, curriculum International Management awarded by Università Ca'Foscari Venezia

And

Master in Management (M.Sc.), Focus Marketing & Management awarded by Universität Hohenheim

Equivalent courses UCF/Hohenheim (compulsory courses for Hohenheim students in bold letters, students from Venice are flexible to chose)

UHOH		UCF	
Master ABWL I (Theory of the Firm & Corporate Governance)	5 (Winter)	Management Control in International Firms	6 (Winter)
Master-ABWL II (Modeling & Decision Making)	4 (Winter)	Techniques for Managerial Decisions	6 (Winter)
Methods in Management 1 (Applied Quantitative Methods) (in German)	5 (Winter)		
Methods in Management 2 (Multivariate Data Analysis)	4 (Winter)	Elective	6
Human Resource Management (in German)	6 (Winter)	International Human Resource Management Organization	6 (Winter)
Entrepreneurship (in German)	6 (Summer)	Business Strategy Advanced Course	6 (Summer)
Sustainability Management	6 (Summer)	Elective	6
International Management 1 (Strategy and Organization in Global Firms)	6 (Winter)	International Management	12 (Winter)
International Management 2 (Managing International Business Units & Projects)	6 (Summer)		
Consumer Behavior	6 (Summer)	Cross Cultural Marketing	6 (Winter)
International Innovation Management OR Economics of Innovation 1 OR Economics of Innovation 2	6 (Winter) (Winter) (Summer)	Technology and Innovation Management	6 (Summer)
System Management (Web Applications & Internet Technology) OR Process Management (Document Management and Workflow)	6 (Summer)	Information Systems and Networks	6 (Summer)
Economic History and History of Economic Thoughts 1 OR Economic History and History of Economic Thoughts 2	6 (Winter) (Summer)	Comparative business history	6 (Winter)
The Macroeconomics of Globalization	6 (Winter)	International Industrial Economics	12 (Winter)
The Microeconomics of Globalization	6 (Summer)		
<i>no equivalent English taught course to be organized in Venice</i>	6	International Labour Law	6 (Summer)
Master Thesis	18	Internship	6
Additional Elective	6	Thesis	24
Students may suggest further equivalent courses from the English, German and Italian taught offer of the two universities. These must be previously approved by the Programme's Coordinators.			

Appendix 3: Conversion Table

Mark for single modules / single exams

Universität Hohenheim	University of Venice
1,0	30 Lode
1,3	30
1,7	29/28
2,0	27
2,3	26/25
2,7	24
3,0	24/23
3,3	21/22
3,7	19/20
4,0	18
Fail	Fail

Mark for the Master thesis

Universität Hohenheim	University of Venice
1,0	10
1,3	9
1,7	8
2,0	7
2,3	6
2,7	5
3,0	4
3,3	3
3,7	2
4,0	1
Fail	Fail