

ADDENDUM

to the

Cooperation Agreements between

HOCHSCHULE MAINZ – UNIVERSITY OF APPLIED SCIENCES

Lucy-Hillebrand-Straße 2 | 55128 Mainz, Germany

and

UNIVERSIDAD DEL ROSARIO

Calle 12C No. 6-25 Bogotá D.C., Colombia,

Hochschule Mainz – University of Applied Sciences (hereafter: HM), represented by the President Prof. Dr. Gerhard Muth, and the Universidad del Rosario (hereafter: UR), represented by the Rector José Manuel RESTREPO ABONDANO (hereinafter, “UR”), AGREE to the following exchange and double-degree arrangements between the

- HM’s Master of Arts International Business (MA.IB) and
- UR’s Maestría en Dirección
- UR’s Maestría en Administración (Rosario GSB)
- UR’s Maestría en Marketing
- UR’s en Emprendimiento e Innovación
- UR’s MBA

(1) HM STUDENTS

Students enrolled in the HM MA.IB programmes will be able to spend one semester or one year at UR. Non-double-degree-students are permitted to select modules from all above-mentioned UR Master programmes – according to the programme structure below. Double-degree students are limited to a one-year stay in the Maestría en Dirección. Both the Master degree of the Maestría en Dirección and the degree of a Master of Arts in International Business (MA.IB) at HM will be awarded after satisfactory completion of all degree requirements in the respective institutions as described in the programme structure below.

Eligibility and Admission Requirements:

Students are eligible for the exchange programme with and without double-degree arrangement if

- they successfully completed a business-related Bachelor study programme with a minimum of 180 ECTS credits.
- they prove their proficiency in English at the levels TOEFL iBT 92 or IELTS 6.5 or TOEIC 800 or UNICERT level III with a certificate issued by an international test institution,
- they prove their proficiency in Spanish at B” level.

As prerequisite of admission to the exchange programme, HM students must

- complete an admissions application,
- meet the Colombian visa and health insurance requirements.

Students applying for the double-degree exchange, must in addition, present:

- present the complete high school degree, translated into Spanish or English,
- present the complete Bachelor degree certificate with the Diploma Supplement; in absence of a Diploma Supplement, the degree certificate must be translated into Spanish or English,
- present a transcript issued by HM with a complete list of all modules taken and passed in the first year of the Master programme.

Maximum Number of Students

The maximum number of HM students participating in the exchange degree programme is **FIVE** per year. If more than five students wish to participate, UR and HM jointly select the students. The selection of students is based on the academic results and an oral examination. The students will be listed according to the following criteria:

- number of ECTS credits earned during the first semester
- the “grade point average” (GPA) of the Bachelor degree
- the “grade point average” (GPA) achieved in the Master programme’s first semester
- an oral examination in which one of the UR programme directors or programme managers participate via “Adobe Connect” or a similar Video conference system.

The maximum number of five students does not affect the additional student exchange at the undergraduate level.

(2) UR STUDENTS

Students enrolled in the above mentioned UR Master programmes will be able to spend either one semester (non-double-degree exchange) or one year (double-degree exchange) at HM’s MA.IB. Both the Master degree of the respective UR programme and the degree of a Master of Arts in International Business (MA.IB) at HM will be awarded after satisfactory completion of all degree requirements in the respective institutions.

Eligibility and Admission Requirements

Students will be required to complete 120 ETCS credits for being awarded both degrees. These credits will be earned at the two institutions as shown in detail below. Each student will be advised by UR and HM advisors prior to and after the admission to the double degree programme. Students will spend the first year of the Master programme at UR and the second year at HMBS. The programme starts in Bogotá in July each year. The second year in Mainz starts in September each year.

Students are eligible for the non-degree exchange, if

- they successfully completed any Bachelor study programme with a minimum of 180 ECTS credits.
- they prove their proficiency in English at the levels TOEFL iBT 92 or IELTS 6.5 or TOEIC 800 or UNICERT level III with a certificate issued by an international test institution,

Students are eligible for the double degree programme if

- they successfully completed a business-related Bachelor study programme with a minimum of 180 ECTS credits.

- they prove their proficiency in English at the levels TOEFL iBT 92 or IELTS 6.5 or TOEIC 800 or UNICERT level III with a certificate issued by an international test institution,
- they prove their proficiency in Spanish by presenting their previous degree certificates or the UR transcript of records.

They are supposed to take German courses before they start the Mainz part of the programme. As a requirement for the Mainz degree, they must prove German at the A2 level by the end of the programme.

As prerequisite of admission to the HM MA.IB programme, UR students must

- complete an admissions application,
- meet the German visa and health insurance requirements.

Students applying for the double-degree exchange, must in addition, present:

- present the complete high school degree, translated into German or English,
- present the complete Bachelor degree certificate with the Diploma Supplement; in absence of a Diploma Supplement, the degree certificate must be translated into German or English,
- present a transcript issued by UR with a complete list of all modules taken and passed in the first year of the Master programme,

Maximum Number of Students

The maximum number of UR students participating in the double degree programme is **FIVE** per year. If more than five students wish to participate, UR and HM jointly select the students. The selection of students is based on the academic results and an oral examination. The students will be listed according to the following criteria:

- number of ECTS credits earned during the first semester
- the “grade point average” (GPA) of the Bachelor degree
- the “grade point average” (GPA) achieved in the Master programme’s first semester
- an oral examination in which the HM MA.IB programme director or programme manager participates via “Adobe Connect” or a similar Video conference system.

The maximum number of five students does not affect the additional student exchange at the undergraduate level.

(3) HM AND UR STUDENTS

Credit and Grade Transfer

Credits will be transferred in the framework of the ECTS system. Grade conversion is based on the following table:

HM	1,0	1,3	1,7	2,0	2,3	2,7	3,0	3,3	3,7	4,0	5,0
UR	5,0-4,8	4,7 4,6	4,5 4,4	4,3 4,2	4,1 4,0	3,9 3,8	3,7 3,6	3,5 3,4	3,3 3,2	3,1 3,0	<3,0

Tuition, Fees and Stipends

HMBS charges no tuition to UR students. If the state of Rheinland-Pfalz would introduce tuition fees in future, these students will be subject to tuition according to Rheinland-Pfalz laws. The students are, however, obliged to pay a “social fee” of currently EUR 300.00 per semester to the student union which gives them access to subsidised meals and free public transportation in Mainz and the greater Frankfurt area.

UR charges tuition for the time period UR students study in Bogotá. UR charges no tuition for the modules and examinations the UR students take in Mainz. UR will, however, charge them an administration fee for credit transfer and other administrative work related to the exchange and the double degree arrangement. This fee will not exceed 25 per cent of the yearly tuition fee charged to students enrolled in the respective Masters programme.

UR charges no tuition fees to HM students.

UR and HMBS agree on joint efforts to apply for grants at the national and European agencies in order to enhance student and faculty exchange in the framework of this student exchange and double degree arrangement.

(4) QUALITY ASSURANCE

The universities will jointly develop a procedure to assure the quality of the programme. The quality assurance will include arrangements concerning the organisation of student exchange, in particular the “Terms of Records” (Learning Agreement), the documentation of credits as well as marks, and the credit transfer procedure. In addition, regular questionnaire based feedback from students, teaching and administrative staff will be used for continuous improvement of teaching and the assessment process.

Teaching staff must hold a Master degree in the field of studies and ideally have own managerial experience in the discipline taught. Each university is responsible for the quality of its teaching staff and provide the partner university with the CVs of their teaching staff, if demanded by the partner university.

Programme Structure

Maestría en Administración

ESTUDIANTES COLOMBIANOS: DOBLE-TITULACIÓN					
		cursada en	homologada como	Créditos colomb.	ECTS credits
Semestre 1 (julio-diciembre)					
	Administración	Bogotá	Option 1	3	5
	Entorno de los negocios en un contexto global	Bogotá	International Business Environment	3	5
	Habilidades blandas del directivo	Bogotá	Leadership and HRM	2	5
	Dirección de Marketing	Bogotá	International Marketing	4	5
	Seminario de investigación aplicada a la empresa	Bogotá	Option 2	2	5
Semestre 2 (enero-mayo)					
	Finanzas corporativas	Bogotá	International (Corporate) Finance	3	5
	Dirección de personas	Bogotá	Option 3	3	5
	Decisiones estratégicas en operaciones	Bogotá	Option 4	2	5
	Curso electivo 1	Bogotá	Option 5	2	5
Verano (junio-agosto)					
	recomendamos cursar cursos de inglés y alemán	Bogotá			
	Applied Project (reflection paper on professional activity to be presented in Mainz)	Bogotá			10
Semestre 3 (septiembre-enero)					
	Quantitative Analytical Methods	Mainz	} curso electivo 2		5
	Business Research	Mainz			5
	Financial Reporting	Mainz			5
	Digital Transformation	Mainz			5
	German (Deutsch als Fremdsprache)	Mainz			
	organizado por Rosario (via Internet)	Bogotá	Negociación	4	
Semestre 4 (febrero-julio)					
	Strategic Management	Mainz	Gobierno corporativo y ética empresarial	4	5
	International Business Law	Mainz			5
	Export Management	Mainz			5
	Tesis	Mainz	Proyecto Aplicado Empresarial	3	30
		Mainz	Experiencia de visita internacional	3	
TOTAL				40	120

Maestría en Dirección

ESTUDIANTES COLOMBIANOS: DOBLE-TITULACIÓN					
		cursada en	homologada como	Créditos colomb.	ECTS credits
Semestre 1 (julio-diciembre)					
	Estudios organizacionales	Bogotá	Option 1	3	5
	Entorno y negocios internacionales	Bogotá	International Business Environment	3	5
	Estrategia	Bogotá	Strategic Management	3	5
	Fundamentación epistemológica y propuesta de investigación	Bogotá		3	
Semestre 2 (enero-mayo)					
	Liderazgo y comportamiento organizacional	Bogotá	Option 2	3	5
	Innovación	Bogotá	Option 3	3	5
	Emprendimiento	Bogotá	Option 4	3	5
	Ética y responsabilidad social para la dirección	Bogotá	Option 5	2	5
	Fundamentación teórica y diseños de investigación	Bogotá		3	
Verano (junio-agosto)					
	recomendamos cursar cursos de inglés y alemán	Bogotá			
	Applied Project (reflection paper on professional activity to be presented in Mainz)	Bogotá			10
Semestre 3 (septiembre-enero)					
	Leadership and HRM	Mainz	Dirección de RRHH	2	5
	Quantitative Analytical Methods	Mainz	Métodos cuantitativos de investigación	4	5
	Business Research	Mainz	Métodos cualitativos de investigación	4	5
	Financial Reporting	Mainz	Electiva	2	5
	Digital Transformation	Mainz	Dirección de operaciones	2	5
	German (Deutsch als Fremdsprache)	Mainz			
Semestre 4 (febrero-julio)					
	International (Corporate) Finance	Mainz	Dirección Financiera	2	5
	International Marketing	Mainz	Mercadéo Estratégico	2	5
	International Business Law	Mainz			5
	Export Management	Mainz			5
	Tesis	Mainz		6	30
TOTAL				50	120

Maestría en Dirección

ESTUDIANTES ALEMANES: DOBLE-TITULACIÓN					
		cursada en	homologada como	Créditos colomb.	ECTS credits
Semestre 1 (septiembre-enero)					
	Leadership and HRM	Mainz	Dirección de RRHH	2	5
	Quantitative Analytical Methods	Mainz	Métodos cuantitativos de investigación	4	5
	Business Research	Mainz	Métodos cualitativos de investigación	4	5
	Financial Reporting	Mainz	Electiva	2	5
	International Business Environment	Mainz	Entorno y negocios internacionales	3	5
	Digital Transformation	Mainz	Dirección de operaciones	2	5
	Spanish level B1/B2	Mainz			
Semestre 2 (marzo-julio)					
	Strategic Management	Mainz	Estrategia	3	5
	International (Corporate) Finance	Mainz	Dirección Financiera	2	5
	International Marketing	Mainz	Mercadéo Estratégico	2	5
	International Business Law	Mainz			5
	Export Management	Mainz			5
	Spanish level B2	Mainz			
Semestre 3 (julio-diciembre)					
	Estudios organizacionales	Bogotá	Option 1	3	5
	Fundamentación epistemológica y propuesta de investigación	Bogotá		3	
	Applied Project (actividad práctica con min. 300 horas más: "reflection paper" presentado en Mainz via Acrobat Connect)	Bogotá			10
Semestre 4 (enero-agosto)					
	Liderazgo y comportamiento organizacional	Bogotá	Option 2	3	5
	Innovación	Bogotá	Option 3	3	5
	Emprendimiento	Bogotá	Option 4	3	5
	Ética y responsabilidad social para la dirección	Bogotá	Option 5	2	5
	Fundamentación teórica y diseños de investigación	Bogotá		3	
Semestres 3 + 4					
	Tesis	Bogotá		6	30
TOTAL				50	120

Maestría en Dirección

ESTUDIANTES ALEMANES TITULACIÓN ALEMANA SÓLO ESTADÍA DE UN SEMESTRE					
		cursada en	homologada como	Créditos colomb.	ECTS credits
Semestre 1 (septiembre-enero)					
	Leadership and HRM	Mainz			5
	Quantitative Analytical Methods	Mainz			5
	Business Research	Mainz			5
	Financial Reporting	Mainz			5
	International Business Environment	Mainz			5
	Digital Transformation	Mainz			5
	Spanish level B1/B2	Mainz			
Semestre 2 (marzo-julio)					
	Strategic Management	Mainz			5
	International (Corporate) Finance	Mainz			5
	International Marketing	Mainz			5
	International Business Law	Mainz			5
	Export Management	Mainz			5
	Spanish level B2	Mainz			
Semestre 3 (julio-diciembre): Selección de 5 materias de las siguientes (ciclo III a partir de julio 2018)					
Materias de la maestría en dirección					
	Estudios organizacionales	Bogotá	Option 1	3	5
	Fundamentación epistemológica y propuesta de investigación	Bogotá		Option 2	3
Materias de la maestría en marketing					
	Innovación y creatividad en marketing (ciclo I)	Bogotá	Option 3	3	5
	Conocimiento estratégico del consumidor (ciclo I)	Bogotá	Option 4	2	5
	Marketing digital (ciclo III)	Bogotá	Option 5	3	5
	Go to Market (ciclo III)	Bogotá			
	Plan estratégico de Marketing (ciclo III)	Bogotá			
Materias de la Maestría en Emprendimiento e Innovación					
	Multiculturalidad y entorno global (ciclo I)	Bogotá		2	
	Creatividad y design thinking (ciclo I)	Bogotá		3	
	Gestión de la innovación (ciclo I)	Bogotá		3	
	Teorías y prácticas de emprendimiento (ciclo I)	Bogotá		2	
	Seminario Generación de Ideas (Ciclo I)	Bogotá		2	
	Liderazgo y gestión del cambio (ciclo III)	Bogotá		3	
	Plan de Negocios	Bogotá		4	
Materias del MBA					
	Habilidades blandas del directivo (ciclo I)	Bogotá		2	
	Gobierno corporativo y ética empresarial (ciclo III)	Bogotá		4	
Semestre 4 (enero-agosto)					
	Applied Project	Mainz			10
	Tesis	Mainz			30
TOTAL				39	120

Maestría en Dirección

ESTUDIANTES ALEMANES TITULACIÓN ALEMANA SÓLO ESTADÍA DE DOS SEMESTRES					
		cursada en	homologada como	Créditos colomb.	ECTS credits
Semestre 1 (septiembre-enero)					
	Leadership and HRM	Mainz			5
	Quantitative Analytical Methods	Mainz			5
	Business Research	Mainz			5
	Financial Reporting	Mainz			5
	International Business Environment	Mainz			5
	Digital Transformation	Mainz			5
	Spanish level B1/B2	Mainz			
Semestre 2 (marzo-julio)					
	Strategic Management	Mainz			5
	International (Corporate) Finance	Mainz			5
	International Marketing	Mainz			5
	International Business Law	Mainz			5
	Export Management	Mainz			5
	Spanish level B2	Mainz			
Semestres 3 + 4 (julio-agosto - 14 meses): Selección de 5 materias de las siguientes (ciclo III a partir de julio 2018)					
Materias de la maestría en dirección					
	Estudios organizacionales	Bogotá	Option 1	3	5
	Fundamentación epistemológica y propuesta de investigación	Bogotá	Option 2	3	5
Materias de la maestría en marketing					
	Innovación y creatividad en marketing (ciclo I)	Bogotá	Option 3	3	5
	Conocimiento estratégico del consumidor (ciclo I)	Bogotá	Option 4	2	5
	Brand Management (ciclo II)	Bogotá			
	Estrategias de productos y de servicios (ciclo II)	Bogotá			
	Decisiones Financieras para Marketing (ciclo II)	Bogotá			
	Marketing digital (ciclo III)	Bogotá	Option 5	3	5
	Go to Market (ciclo III)	Bogotá		2	
	Plan estratégico de Marketing (ciclo III)	Bogotá		3	
Materias de la Maestría en Emprendimiento e Innovación					
	Multiculturalidad y entorno global (ciclo I)	Bogotá		2	
	Creatividad y design thinking (ciclo I)	Bogotá		3	
	Gestión de la innovación (ciclo I)	Bogotá		3	
	Teorías y prácticas de emprendimiento (ciclo I)	Bogotá		2	
	Seminario Generación de Ideas (Ciclo I)	Bogotá		2	
	Liderazgo y gestión del cambio (ciclo III)	Bogotá		3	
	Plan de Negocios	Bogotá		4	
Materias del MBA					
	Habilidades blandas del directivo (ciclo I)	Bogotá		2	
	Gobierno corporativo y ética empresarial (ciclo III)	Bogotá		4	
	Applied Project (actividad práctica con min. 300 horas más: "reflection paper" presentado en Mainz via Acrobat Connect)	Bogotá			10
	Tesis (presentado en Mainz)	Bogotá			30
TOTAL					120