

**NOVATION AGREEMENT OF THE SPECIFIC COLABORATION AGREEMENT BETWEEN THE UNIVERSITY OF ALCALA AND THE DEPARTMENT OF ECONOMY AND MANAGEMENT AT THE UNIVERSITY OF PAVIA (UNIVERSITÀ DEGLI STUDI DI PAVIA) FOR THE DEVELOPMENT OF A DOUBLE DEGREE PROGRAMME BETWEEN THE MASTER PROGRAMMES OF “MANAGEMENT Y GESTIÓN DEL CAMBIO” AND “INTERNATIONAL BUSINESS AND ECONOMICS” OR “ECONOMICS, FINANCE AND INTERNATIONAL INTEGRATION”**

Alcalá de Henares, 27<sup>th</sup> of February 2017

**CONVENED**

**FOR ONE PARTY:** Mr. Juan Ramón Velasco, Professor and PhD, Vicepresident for Postgraduate and Continuous Training at the UNIVERSIDAD DE ALCALÁ, as a valid representative in its behalf, according to the competences given by the Rector (Resolution of the 18<sup>th</sup> March 2014 which is published in the Official Diary of the Comunidad de Madrid, num.72, of 26th March 2014).

**FOR THE OTHER PARTY:** Mr. Giorgio Rampa, Professor and Director of the Department of Economics and Management as a valid representative in its behalf, in the authority of the Rector of the Università degli Studi di Pavia (Art. 24, of Statute in force since 11/4/2012; art. 49, of University's General Regulation in force since 26/7/2012)

The participants, as representatives of their respective universities, are providing the competence and legal requirements necessary to sign and sanction this Agreement with the maximum efficacy.

**EXPLANATION**

- I. On February 25th, 2014, both institutions signed a specific collaboration agreement in order to create a mechanism that would allow students to obtain simultaneously the master degrees: *Máster Universitario en Management y Gestión del Cambio*, the *Master in International Business and Economics (MIBE)* or the *Master in Economics, Finance and International Integration (MEFI)*.



- II. From academic year 2016/2017, the *Master in International Business and Economics (MIBE)* has changed the title in *Master in International Business and Entrepreneurship (MIBE)* and regarding *Master in Economics, Finance and International Integration (MEFI)* has changed the title of two of the three specializations: *Industrial organization and market regulation*, and *International Economic Integration and Development*
- III. Both parties agree to modify the agreement in order to continue cooperating and to match it with the study program of the *Máster Universitario en Management y Gestión del Cambio* which was verified on July 9th, 2014.
- IV. This novation will be ruled by the same terms agreed on the agreement signed on February 25th, 2014, excluding the following:

## TERMS

### 1. Agreement's Purpose

The purpose of this agreement is to modify the terms established in the 15th clause and in Appendix I and II.

### 2. New Wording

▪ Clause 15 stated that:

The present agreement will come into effect when signed and will be valid at least for the duration of the academic programme, with an initial validity of at least four years. The agreement will be tacitly extended for equal periods of time unless a complaint is filled by either of the signing parties of this Agreement.

This agreement may be terminated by either institution at any time. The termination must be communicated in written form. However, students admitted to the programme must be allowed to complete their studies, taking into consideration the rules for maintaining the enrolment status of each University.

▪ It now states that:

The present modification will come into effect the same day it is signed and will last 4 years, extendable for another 4 years. Once that period elapses, the agreement will be terminated.



In any case, any party could to unilaterally waive the agreement, after a 30 days' notice. In that event both parties will agree on the appropriate terms so as to successfully accomplish the actual projects.

However, students admitted to the programme must be allowed to complete their studies, taking into consideration the rules for maintaining the enrolment status of each University.

- Appendix I and II are modified as follows in order to adapt to the new structure of the Master programme "*Management y Gestión del Cambio*", which changes from a 120 ECTS master to a 90 ECTS one.

### **APPENDIX I**

This appendix contains the Credits Recognition Table. Such table governs the recognition of the courses passed by the student.

#### **Students from Universidad de Alcalá about Master Programme in International Business and Entrepreneurship (MIBE)**

##### **First year in Universidad de Alcalá**

First year of the Master Programme in Management y Gestión del Cambio

- ✓ 42 ECTS compulsory

Análisis del entorno, la gestión del cambio y la dinámica de la innovación
Contabilidad: información, análisis y control de la gestión empresarial
Desarrollo de habilidades directivas y de RR. HH.
Dirección comercial
Dirección de operaciones productivas
Dirección estratégica y organización
Gestión financiera y de inversión
Sistemas de costes
Sistemas de información y tecnologías de la información. El empleo de las TIC

- ✓ 18 ECTS elective in one of the following specializations:

Especialidad en Liderazgo y Dirección de Recursos Humanos
Especialidad en Marketing y Comunicación
Especialidad en Comercio Internacional y Logística
Especialidad en Dirección de Empresas Turísticas



**Second year in Università degli Studi di Pavia**

2° year of the Master Programme in International Business and Entrepreneurship (MIBE)

- ✓ 36 ECTS
- ✓ 24 ECTS Final dissertation

**Students from Università degli Studi di Pavia****First year in Università degli Studi di Pavia**

First year of the Master Programme in International Business and Entrepreneurship (MIBE)  
60 ECTS in form of courses taken

Which will be recognized to

Desarrollo de habilidades directivas y de RR. HH.
Dirección comercial
Dirección de operaciones productivas
Gestión financiera y de inversión
Sistemas de costes
Sistemas de información y tecnologías de la información. El empleo de las TIC
18 ECTS elective courses of one of the specialization

**Second year in Universidad de Alcalá**

2° year of the Master Programme in Management y Gestión del Cambio in one of the following specialisations (30 ECTS):

Especialidad en Liderazgo y Dirección de Recursos Humanos
Especialidad en Marketing y Comunicación
Especialidad en Comercio Internacional y Logística
Especialidad en Dirección de Empresas Turísticas

And

Dirección estratégica y organización

Contabilidad: información, análisis y control de la gestión empresarial

Análisis del entorno, la gestión del cambio y la dinámica de la innovación



## APPENDIX II

This appendix contains the Credits Recognition Table. Such table governs the recognition of the courses passed by the student.

### Students from Universidad de Alcalá about Master Programme in Economics, Finance and International Integration (MEFI)

#### **First Year in Universidad de Alcalá**

First year of the Master Programme in Management y Gestión del Cambio

- ✓ 42 ECTS compulsory

Análisis del entorno, la gestión del cambio y la dinámica de la innovación
Contabilidad: información, análisis y control de la gestión empresarial
Desarrollo de habilidades directivas y de RR. HH.
Dirección comercial
Dirección de operaciones productivas
Dirección estratégica y organización
Gestión financiera y de inversión
Sistemas de costes
Sistemas de información y tecnologías de la información. El empleo de las TIC

- ✓ 18 ECTS elective in one of the following specializations:

Especialidad en Liderazgo y Dirección de Recursos Humanos
Especialidad en Marketing y Comunicación
Especialidad en Comercio Internacional y Logística
Especialidad en Dirección de Empresas Turísticas

#### **Second year in Università degli Studi di Pavia**

2° year of the Master Programme in Economics, Finance and International Integration (MEFI)

- ✓ 36 ECTS  
✓ 24 ECTS Final dissertation

in one of the following specialisations:

- Finance
- Industrial Organization and Market Regulation
- International Economic Integration and Development



### STEERING COMMITTEE

The partners assure in close collaboration the monitoring of the Double Degree program. A steering committee ensures and guarantees the quality of the curriculum. The committee is composed of an academic advisor and an administrative coordinator from each of the two partner universities. These representatives guarantee the respect of academic standards of their own university in the framework of the implementation of the program. They are fully competent to represent the program to external partners and to coordinate the implementation of a coherent curriculum. They are also responsible for the mentoring of students as well as to all issues relating to the admission in the curriculum. Each partner is required to appoint an academic advisor for the program:

<p>University of Alcalá de Henares Academic advisor of the Facultad de Ciencias Económicas, Empresariales y Turismo - Departamento de Economía y Dirección de Empresas Proff. Maite del Val Núñez y Felipe Cano Ventas Alcalá de Henares – Madrid. Spain Email <a href="mailto:mteresa.val@uah.es">mteresa.val@uah.es</a> <a href="mailto:felipe.cano@uah.es">felipe.cano@uah.es</a></p>	<p>University of Pavia Academic advisor of DE&amp;M - Department of Economics and Management Proff. Birgit Hagen – Claudia Tarantola Via S. Felice al Monastero, 5 - 27100 Pavia Italy <a href="mailto:birgit.hagen@unipv.it">birgit.hagen@unipv.it</a> <a href="mailto:claudia.tarantola@unipv.it">claudia.tarantola@unipv.it</a></p>
<p>Administrative coordinator University of Alcalá de Henares Carmen de la Peña Montes de Oca Servicio de Estudios Oficiales de Posgrado Escuela de Posgrado C/ Libreros 21 28001 Alcalá de Henares (Spain) Email <a href="mailto:carmen.delapena@uah.es">carmen.delapena@uah.es</a></p>	<p>Administrative coordinator of DE&amp;M - Department of Economics and Management Mr. Federico Franceschini Via S. Felice al Monastero, 5 27100 Pavia Italy <a href="mailto:double-degree.dem@unipv.it">double-degree.dem@unipv.it</a></p>



**Students from Università degli Studi di Pavia**

**First year in Università degli Studi di Pavia**

1° year of the Master Programme in Economics, Finance and International Integration (MEFI), in one of the following specialisations:

- Finance
- Industrial Organization and Market Regulation
- International Economic Integration and Development
- ✓ 60 ECTS in form of courses taken
- ✓ Which will be recognized to

Análisis del entorno, la gestión del cambio y la dinámica de la innovación
Dirección comercial
Dirección de operaciones productivas
Gestión financiera y de inversión
Sistemas de costes
Sistemas de información y tecnologías de la información. El empleo de las TIC
18 ECTS elective courses of one of the specialization

**Second year in Universidad de Alcalá**

2° year of the Master Programme in Management y Gestión del Cambio in one of the following specialisations (30 ECTS):

Especialidad en Liderazgo y Dirección de Recursos Humanos
Especialidad en Marketing y Comunicación
Especialidad en Comercio Internacional y Logística
Especialidad en Dirección de Empresas Turísticas

And:

Dirección estratégica y organización

Contabilidad: información, análisis y control de la gestión empresarial

Desarrollo de habilidades directivas y de RR. HH.



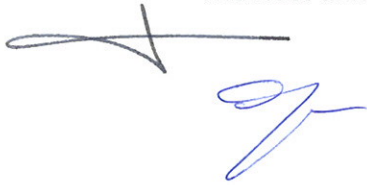
### SELECTION PROCEDURES

Candidates are selected by their home universities based on academic criteria and motivation.

The home University transfers the results of the selection phase to the host university in late-May, at the latest preceding the start of the academic year of mobility. Each folder has to contain:

- CV of applicant;
- copy of high school diploma;
- filled application form;
- international certification of the skill level language (level B2 English);
- nomination letter for the Double Degree program from the home university.

The host university takes the final decision on the admission of the selected candidates.





**ITALIAN CURRICULUM REQUIREMENTS (by law)**  
**REGARDING ECONOMIC AND BUSINESS AREA**

In order to satisfy the requirements of the curriculum of the University of Pavia, students participating in the program of Double Diploma (both Italian and foreign) must acquire, in the two years, the number of credits indicated in the study plan of the considered period for the subject areas listed below:

- economics area;
- business area;
- mathematics / statistics area;
- juridical area.

Students can achieve the above-specified number of credits by taking exams either in the home or in the host university.

**3. Legal Arrangements**

The agreement signed on February 25<sup>th</sup>, 2014, will be ruled by the terms established on that document, excluding what has been modified by that document.

It is hereby recorded, and as proof of what has been agreed, both parties sign three equal copies for the same purpose, on the date and place indicated above.



Juan Ramón Velasco Pérez  
Vicepresident for Postgraduate  
and Continuous Training  
UNIVERSIDAD DE ALCALÁ



Giorgio Rampa  
Director of the Department of  
Economics and Management  
UNIVERSITÀ DEGLI STUDI DI PAVIA