



VNIVERSITAT
DE VALÈNCIA



**COOPERATION AGREEMENT FOR THE UV-SPECIFIC DIPLOMA IN
MANAGEMENT RESEARCH, 4TH- EDITION, BETWEEN THE
UNIVERSITAT DE VALÈNCIA AND ESCE INTERNATIONAL BUSINESS
SCHOOL**

Of the one part, the Universitat de València Estudi General, having its legal address at Avinguda de Blasco Ibáñez, 13, 46010 Valencia, with fiscal identification number Q-4618001-D and represented herein by its rector, Ms María Vicenta Mestre Escrivá, acting by virtue of Article 94 of the Statutes of the Universitat de València, which were approved by Decree 128/2004, of 30 July, of the Consell de la Generalitat (DOGV 2004/8213), amended by Decree 45/2013, of 28 March, of the Consell (DOGV 2013/6994) and entitled to enter into this agreement by virtue of her appointment by Decree 41/2018, of 6 Abril, of the Consell (DOGV 2018/8270).

Of the other part, ESCE International Business School, having its legal address at 10 rue Sextius Michel, 75015 Paris, with fiscal identification (CIF) 45 784713 521 and represented herein by his director Christophe Boisseau.

The parties to this agreement hereby

DECLARE

1. That the Universitat de València (UV), in use of its university autonomy, has the capacity to offer higher education leading to university-specific qualifications, different from official qualifications which are valid throughout the country.
2. That the UV-specific qualifications are governed by the Universitat de València's Regulations on University-Specific Postgraduate Courses, approved by the Governing Council on 29 September 2015 (ACGUV 205/2015).
3. That, in accordance with the aforementioned Regulations, on 31 July 2015 the Universitat de València entrusted the management of the UV-specific postgraduate courses to the ADEIT University-Business Foundation, in its capacity as the Universitat de València's resource and technical service, for the purposes of carrying out the management tasks contemplated therein.



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 **ESCE** INTERNATIONAL
BUSINESS SCHOOL

4. That ESCE International Business School is an institution whose functions include teaching undergraduate and postgraduate courses and conducting research. ESCE is launching new doctoral programs in International Business that include.

A Certificate in Research in International Business

A D.B.A targeted at executives and consultants

A Ph.D. preparing students for academic careers

ESCE is interested in the collaboration of the University of Valencia to complement these programs through the diploma in Management Research.

5. That the Universitat de València and ESCE international Business School intend to collaborate in the administration of the UV-specific diploma in Management Research

Now therefore, they agree to collaborate in the organisation of this educational action according to the following

CLAUSES

ONE – AIM OF THE AGREEMENT

The aim of this agreement is to provide the framework for collaboration between the parties to implement the studies leading to the UV-specific Diploma in Management Research, 4th Edition, during the academic year 20-21 as approved by the Governing Council of the Universitat de València.

The studies leading to the aforementioned qualification will be taught in a face-to-face/blended format, according to the academic programme attached as Appendix I to this agreement, and will have a workload of 28 ECTS credits.

TWO – OBLIGATIONS OF THE PARTIES

Under this agreement, the parties assume the following obligations:

The Universitat de València shall be responsible for:

- Teaching the course under this agreement
- Managing the educational action under this agreement
- Safeguarding student records.
- Registering and issuing the certificate



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The ESCE International Business School shall be responsible for:

- The ESCE International Business School will pay 15.240 € to UV under support to the UV specific qualification that is the object of this agreement.
- Collaborating in the processes of pre-enrolment and enrolment in the educational action that is the object of this agreement.
- Providing the necessary material resources.
- Guaranteeing compliance with the Universitat de València's Regulations on University-Specific Postgraduate Courses (ACGUV 205/2015 of 29 September). In this sense, as indicated in article 12, section 1 of the Regulations, at least 33% of the teaching hours of the course must be delivered by teaching staff who are members of the Universitat de València.
- Making available to the teaching staff the facilities required for the adequate provision of the teachings that are the object of this agreement.
- Sending a monthly list of all the lecturers that have taught the course to the University-Business Foundation including the number of hours taught by each lecturer in order to monitor the educational action.
- Advertise this educational action in its different publication channels. The use of the name of the University of Valencia in these advertising actions must have the consent of the representatives of the University of Valencia.

THREE – PRE-ENROLMENT, ENROLMENT AND SCHEDULE

Pre-enrolment and enrolment shall be conducted in accordance with the Universitat de València's Regulations on University-Specific Postgraduate Courses (ACGUV 205/2015 of 29 September) and with the academic report approved for the edition of the qualification that is the object of this agreement.

The Universitat de València shall be responsible for pre-enrolment and enrolment for the entire academic management process. For this process the Universitat de València offers students a self-enrolment mechanism, which allows them to enter personal data and submit the documents required for the postgraduate course. Once the enrolment period has ended, the Universitat de València must send the ESCE International Business School in the form determined by it, a list of the students enrolled in the course.

FOUR – LEADERSHIP AND COORDINATION

The Universitat de València, through the director of the course that is the object of this agreement, will lead and coordinate the preparation and development of the course and, in short, will assume the corresponding functions, in accordance with the Universitat de



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València's Regulations on University-Specific Postgraduate Courses (ACGUV 205/2015 of 29 September).

FIVE – FINANCIAL FRAMEWORK

The budget for the UV-specific qualification that is the object of this agreement is subject to the provisions of the Universitat de València's Regulations on University-Specific Postgraduate Courses (ACGUV 205/2015 of 29 September) and amounts to 15.240 euros for the 4th edition, academic year 2020-2021. This budget is included herein as Appendix II.

In compliance with the provisions of the Universitat de València's Regulations on University-Specific Postgraduate Courses (ACGUV 205/2015 of 29 September), of the amount estimated as income in the budget for the training activity included in appendix II, 10% goes to the Universitat de València as university fees, 15% as administrative management costs and 2% as student grants.

The course will be paid by the ESCE International Business School in the following amounts and terms:

- At the signature of the contract, 40% of the budget.
- At the end of the teaching classes, 60% of the budget.

SIX – CERTIFICATE

The Universitat de València will keep the students' records and will issue the certificates corresponding to the training activity that is the object of this agreement.

The certificates issued by the Universitat de València will be awarded at the students' request upon completion of their studies. The students will pay the fee for issuing the certificate. This fee will be approved annually by the Board of Trustees.

SEVEN – JOINT MONITORING COMMITTEE

For the purposes of supervising the implementation of what has been agreed in this document by the parties and of resolving any problems that may arise from its interpretation and compliance, a joint monitoring committee is created, made up of a representative designated by the Universitat de València and another designated by the ESCE International Business School. The members of this committee are listed in Appendix III to this agreement.

EIGHT – QUALITY ASSURANCE



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The signatory institutions undertake to set up the necessary coordination mechanisms to ensure the quality of the course that is the object of this agreement. To this end, the protocols established by the Universitat de València shall apply.

NINE – LIABILITY

The Universitat de València declines any responsibility that may arise from obligations or commitments acquired by ESCE International Business School with third parties that have not been expressly accepted as students, or with those students whose enrolment in the educational activity has not been communicated to the Universitat de València, following the agreed procedure.

TEN – EXCHANGE OF INFORMATION AND DATA PROTECTION

Collaboration between the signatory parties involves the transfer and processing of personal data recorded on a physical medium, so the parties commit themselves to complying with current legislation on data protection in France and in Spain, and to taking all relevant measures for such protection to be real and effective.

In addition, ESCE International Business School shall include the following clause in its enrolment form:

“The Universitat de València, its foundations and associated entities are adapted to the Spanish Organic Law on Data Protection and to the European General Data Protection Regulation. They have an address (lopd@uv.es) for any information, suggestions and requests for the exercise of rights and for the amicable settlement of any disputes regarding personal data protection. More information at <https://www.uv.es> - Privacy policy.”

ELEVEN – INTELLECTUAL PROPERTY

The scientific and technical information used to develop the qualification that is the object of this agreement, as well as its design and programme, are the property of the Universitat de València.

Ownership and/or control of intellectual and industrial property used or generated in connection with the programme should be applied as follows:

- If it is generated by the student, when completing the master's thesis, or by the Universitat de València's teaching staff, it will be subject to the regulations and legislation applicable at the University at the time when the intellectual and industrial property is generated.

- If it is generated by personnel from ESCE International Business School, it will be subject to the regulations and legislation applicable to this institution.



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TWELVE – TRANSPARENCY

This agreement may be made available to citizens, pursuant to the provisions of Law 19/2013, of 9 December, on Transparency, Access to Public Information and Good Governance and Law 2/2015, of 2 April, on Transparency, Good Governance and Citizen Participation of the Valencian Region.

THIRTEEN – TERM

The duration of this agreement is the same as the academic year 2020-2021, with estimation date for the beginning June 1st and estimation date for the end July 15th. Anyway, this agreement come into force on the date it will be signed and will remain in force until the end of the edition.

FOURTEEN – AMENDMENTS

This agreement may be amended by mutual consent, in writing, at any time prior to its termination and amendments shall be incorporated as an addendum hereto.

FIFTEEN – CAUSES FOR TERMINATION

This agreement may be terminated in advance for any of the following reasons:

- a) By mutual agreement of the signatory parties.
- b) At the instigation of one of the parties by giving the other party no less than three months' express written notice.

In any case, the parties undertake to complete the actions already initiated at the time of notification of termination, during the period of time specified in the thirteenth clause of this agreement.

SIXTEEN – LEGAL FRAMEWORK

This cooperation agreement is of an administrative nature and shall be governed by the provisions of its clauses or, failing that, by the general regulations.

The Universitat de València and the ESCE International Business School shall collaborate at all times in accordance with the principles of good faith and efficiency. Any disagreement that may arise between the parties in relation to this agreement shall be resolved amicably by the parties through the joint committee.



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If such an agreement cannot be reached, possible disputes must be resolved in accordance with the provisions of Law 29/1998, of 13 July, regulating the Contentious-Administrative Jurisdiction.

In witness whereof, the parties hereto sign two equally valid counterparts in the place and on the date indicated herein.

By the Universitat de València

By ESCE International Business School

Signed Ms. María Vicenta Mestre Escrivá Signed Christophe Boisseau.

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Appendix I: Academic programme

Objectives

The vision of the program is to become a benchmark of excellence in the training of researchers in International Business.

The objectives pursued by the program are:

1. To train researchers specialized in International Business by learning the essential knowledge and skills to carry out research of high standards.
2. To transmit the researcher's own attitudes and values.
3. To provide relationships and resources to stimulate, improve or generate skills to students.
4. To link research to companies in the socio-economic environment.
5. To develop the capacity of the doctors trained within this program.

Teaching methodology

Classes will be conducted as workshops, with the expectation that a high degree of participation and preparation of the student will increase their learning. Each teacher will make available to the student the specific program to follow during their workshops, including the contents and bibliography, as well as the schedule to follow during the classes. The workshops will combine student group activities with short phases of lessons taught by the teacher to highlight key issues. Group activities will vary in their nature, but all of them will be aimed at developing the main output of the course: the development of a DOCTORAL THESIS PROPOSAL, either through a compendium of publications or a comprehensive work.

Students' reflection on their own performance and on their contribution to the overall learning experience will be encouraged. The class sessions will be complemented with the use of available communication technologies to promote learning beyond the classroom. The student will receive support from the teacher through virtual tutorials.

Lines of research, structure and modules of the diploma

The diploma is structured in three thematic areas. The first two correspond to the development of the program through face-to-face classes. The first thematic core, Fundamentals of Research, provides the basic transversal skills for research, while the second, Research Lines in International Business, offers 6 seminars on the main topics currently being investigated in the area of International Business. The last part of the program corresponds to the study and research time for the realization of a doctoral thesis proposal. This proposal will be presented at the end of the course in public session in front of a panel made up of three professors.

I. FUNDAMENTALS OF RESEARCH

1. Researcher skills and abilities



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2. Theoretical foundations of research in Business
3. Qualitative research
4. Quantitative research

II. LINES OF RESEARCH I IN INTERNATIONAL BUSINESS

5. Export strategies
6. Innovation and internationalization of SMEs
6. Strategy, and structure in MNCs
7. Human Resources and cultural differences in international companies
8. Seminar of specialization I
9. Seminar of specialization II

III. PREPARATION OF THE "RESEARCH PROPOSAL"

The basic objectives of each module as well as the responsible teaching staff and their thematic content are presented below. Each teacher will provide a more detailed specific guide to follow up on their particular topic.

Appendix II: Economic Report

	BUDGET		
	A.INCOME		
1	Students Fees	0	
	1.1. Number of students (1)	10	
	1.2. Price (2)	0	
	Grant awarded by ESCE		15.240
	TOTAL Income (A)		15.240
	B. EXPENSES		
	1.-Fee University (10%) (3)		1.524
	2.- Fee administration (15%) (4)		2.286
	3.-Grants provision (2%) (5)		304
	5.Teaching expenses		
	Teaching (200 horas * 55,6)		11.126
	TOTAL DESPESES		15.240

Appendix III. Joint Monitoring Committee

At the Universitat de València, José Pla Barber, acting as director of the diploma in Management Research has been appointed.

At ESCE International Business School, Claude Obadia, acting as Chair of the Doctoral Programs has been appointed.

ATTESTATION D'EMPLOYEUR

Je soussignée, Bernadette SEMPERE, DRH Groupe, atteste que :

Monsieur Christophe BOISSEAU

Est employé depuis le 09 août 1999 en contrat à durée indéterminée.

Le 1^{er} mai 2020, Monsieur Christophe BOISSEAU a été nommé Dean/Directeur général de l'ESCE - CIECE.

En sa qualité de Dean/Directeur général Monsieur Christophe BOISSEAU est reconnu auprès des autorités de tutelles (M.E.S.R.I) comme chef d'Etablissement et est dûment habilité à signer toutes conventions pour l'ESCE avec des partenaires académiques au niveau international.

Fait pour servir et valoir ce que de droit.

Paris, le 13 novembre 2020

Bernadette SEMPERE
DRH Groupe



ESCE - ECOLE SUPÉRIEURE DU COMMERCE EXTÉRIEUR

SAS au capital de 42 630 € - Siège social : 10 rue Sextius Michel 75015 PARIS

N° SIRET : 78 471 352 100 051 - RCS PARIS : 784 713 521 - CODE APE : 8542Z - N° TVA INTRACOMMUNAUTAIRE : FR 45 784 713 521

Etablissement d'enseignement supérieur privé reconnu par l'état. Diplôme visé par le ministère de l'Enseignement Supérieur - GRADE DE MASTER.
Membre de la Confédération des Grandes Ecoles (CGE). Membre de l'Union des Grandes Ecoles Indépendantes (UGEI).