



**AGREEMENT FOR THE DOUBLE DEGREE PROGRAMME IN INTERNATIONAL BUSINESS FROM THE  
UNIVERSITAT DE VALÈNCIA, SPAIN AND INTERNATIONAL BACHELOR OF BUSINESS  
ADMINISTRATION, GROUPE KEDGE BUSINESS SCHOOL, MARSEILLE, FRANCE**

**PREAMBLE:**

**Universitat de Valencia (UV)** represented by D<sup>a</sup> María Vicenta Mestre Escrivá, Rectora Magnífica of the Universitat de València, with registered office in Avda. Blasco Ibáñez, nº13, 46010 Valencia, Spain, and with VAT number: Q-4618001-D, acting on behalf of and representing it, legitimized for this act by virtue of article 94 of the Statutes of the University of Valencia, approved by Decree 128 / 2004, of July 30, of the Consell (DOGV 2004/8213), modified by Decree 45/2013, of March 28, of the Consell (DOGV 2013/6994) and empowered as of its appointment by Decree 25/2022, of March 11, of the Consell (DOGV 2022/9297).

and

**Groupe KEDGE Business School**, hereinafter referred to as "KEDGE BS", operating under Association Act of 1901 n° SIRET 514 005 123 00062, Code APE 8542Z, located at Domaine de Raba, 680 Cours de la Libération, 33405 TALENCE Cedex, France, and represented by Dr Santiago Garcia-Rodriguez, Vice President for Development and International Relations, acting on behalf of Jean-Daniel BEURNIER, President of the Board of Directors, duly authorised to enter into this Agreement;

Agree to continue their academic cooperation through dual degree exchange at the bachelor level as follows:

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**1. PURPOSE**

Universitat de Valencia and KEDGE BS signed an agreement in 15 April 2019 for the double degree programme in the Bachelor's Degree in International Business from the Universitat de València and Bachelor of Business Administration (IBBA) programme from Groupe Kedge Business School. This agreement was addended in 15 January 2021 as a consequence of changes in study programme of IBBA based in Marseille Campus of Kedge BS.

The parties, acting in their aforementioned capacities, acknowledge the other's legal capacity to enter into this agreement according to the concerted actions which are detailed in the present Appendix. This document sets the academic terms for the establishing of a dual degree programme at the bachelor level.



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## 2. PROGRAMMES AND DEGREES

2.1 The dual degree programme involves students from the following programmes:

- (a) At KEDGE BS:
- the International Bachelor of Business Administration (IBBA) programme based in Marseille.
  - EBP International (five-year embedded Degree) at the Bachelor level based in Bordeaux campus.
- (b) At Universitat de Valencia: the BA in International business in UV.

2.2 Upon successful completion of the course of studies the degree-seeking students will receive the following degrees:

- (a) Students from Universitat de Valencia: The (IBBA) International Bachelor of Business Administration diploma from KEDGE BS.
- (b) Students from KEDGE BS: the BA in International business in UV

2.3 Both degrees are state-recognized in the home country.

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## 3. NUMBER OF STUDENTS

3.1 Each year during the life of this Agreement, the institutions may generally send to the other institution twenty (20) of new students in the dual degree programme. At KEDGE BS ten (10) of these will be coming from the IBBA program and ten (10) from the EBP program. If all of the dual degree places are not filled, the vacant places may be filled by non-degree seeking students on simple exchange. This Agreement is based on the reciprocity principle; however, the number of students exchanged does not have to be exactly reciprocal each year but should balance over the life of this Dual Degree Agreement.

3.2 Both institutions will review the exchange programme annually for any imbalances in the number of exchange students and may adjust the number of students over the duration of this Agreement so as to rectify any imbalance.

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## 4. ACADEMIC PROGRAMME OF STUDENTS

4.1 UV students registered in the Dual degree program in UV will undertake a three semester course of study at KEDGE BS, Marseille campus (courses in French and English)

KEDGE BS students registered in the EBP International programme or IBBA programme will undertake a three semester course of study at UV (courses in Spanish and English).

4.2 The course of study for:

- KEDGE BS students from either the IBBA or the EBP program shall consist of eight (8) semesters:
  - Semester one, two and three (1, 2 and 3) will be at KEDGE BS.
  - Semester five, six and seven (5, 6 and 7) will be at UV.



- Semester four and eight (4 and 8) will be in work placement. The placement in semester eight (8) is recommended to be in Spain (but company can offer missions abroad) and includes the Bachelor thesis and the Bachelor project.
  - UV students shall consist of eight (8) semesters:
    - Semester one, two, three and four (1, 2, 3, 4) will be at UV
    - Semester five, six and seven (5, 6 and 7) will be at KEDGE BS.
    - Semester eight (8) will be in work placement preferably outside Spain. The semester 7 and 8 include the Bachelor Thesis.
- 4.3 The programme of study at KEDGE BS will consist of regularly offered courses taught in English. A majority of these courses will be taught by regular KEDGE BS faculty.
- 4.4 The programme of study at UV will consist of regularly offered courses taught in Spanish and English.
- 4.5 The programme of study for students seeking the dual degree is as follows:

Semester	KEDGE BS students	UV students
1	Academic studies at KEDGE BS, 30 ECTS	Academic studies at UV, 30 ECTS
2	Academic studies at KEDGE BS, 30 ECTS	Academic studies at UV, 30 ECTS
3	Academic studies at KEDGE BS, 30 ECTS	Academic studies at UV, 30 ECTS
4	Internship, 30 ECTS Driven by KEDGE BS	Academic studies at UV, 30 ECTS
5	Academic studies at UV, 30 ECTS	Academic studies at KEDGE BS, 30 ECTS
6	Academic studies at UV, 30 ECTS	Academic studies at KEDGE BS, 30 ECTS
7	Academic studies at UV, 30 ECTS	Academic studies at KEDGE BS, 30 ECTS Including Bachelor thesis
8	Internship recommended to be in Spain, 30 ECTS Including Bachelor thesis and Bachelor project Driven by UV	Internship preferably in France or French speaking country, 30 ECTS Driven by KEDGE BS
	240 ECTS completed	240 ECTS completed

Adjustments in the programme of study may be implemented at a later date by mutual consent of the institutions.

- 4.6 To the degree reasonably possible, each institution will make internship opportunities available to students as part of their exchange programme requirements. The internships will be in the students' area of concentration.



4.7 A detailed outline of the programme of study followed by the names of the dual degree seeking students will be established and communicated in writing by Programme Directors of each institution six (6) months prior to the effective date the student exchanges take place. Additionally, each institution shall include a description of the programme of study, including degree requirements, in printed materials available to the students.

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## 5. DEGREE REQUIREMENTS

5.1 In order to obtain the International Business Degree in UV the students must complete:

A total number of 240 ECTS, including

- 90 ECTS awarded from UV through regular coursework
- 30 ECTS for the internship recommended to be in Spain, including Bachelor Thesis and Bachelor Project

5.2 In order to obtain the IBBA diploma from KEDGE BS, the students must complete:

A total number of 240 ECTS, including

- 90 ECTS awarded from KEDGE BS through regular coursework including Bachelor Thesis
  - 30 ECTS for the internship outside Spain
  - a Be-U report (supervised by the Career center)
  - one Pro-act (concrete project)
  - Proof of a minimum B2 level in English language (through an official test such as the TOEFL minimum 79 or TOEIC minimum 785 or IELTS minimum 6.5 or Cambridge First) if not submitted during the admission
  - Proof of progress in French language (ie: from beginner level to elementary level achieved at the end of the studies)
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## 6. SELECTION OF STUDENTS

6.1 UV students must apply to KEDGE BS for participation in the programme by May 15. KEDGE BS students must apply to UV for participation in the programme by May 31.

6.2 Each institution will forward to the partner institution only its most qualified applicants each year. Each institution will have the final authority to determine which students from the partner institution will be allowed to undertake a course of study, provided that neither institution shall determine qualified applicants on the basis of any non-educational criteria, including but not limited to race, creed, colour, age, gender, sexual orientation, national origin, marital status or religion.

6.3 Each institution will select its students for the exchange programme in accordance with its own criteria and procedures but subject to the following guidelines:

(a) Exchange students must meet the language requirements set by the host institution:

- Exchange students seeking admission to KEDGE BS must show proof of English proficiency: either by submitting a minimum of TOEFL IBT 79 or IELTS 6.0, B2 in English (or equivalent),



or a certificate of English proficiency from a language instructor (non-native English-speaking students only) and B1 minimum in French

- Exchange students seeking admission to UV must have a B1 minimum level of Spanish language proficiency, and a B2 Minimum in English.

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## 7. INTERNATIONAL COORDINATING OFFICE

- 7.1 Each institution agrees to appoint an overall International Coordinating Office that is responsible for defining the operational elements of the student exchange, described in separate document titled "Mobility Data Sheet." This document is updated jointly by each institution on a yearly basis.
- 7.2 The International Coordinating Office serves as the contact on campus, is responsible for arrangements associated with visits, ensures the necessary approvals are in place, receives official transcripts from the partner institution, and attends to the general welfare of the exchange students. The list of relevant contact persons will be updated each year.
- (a) For UV, the name of the Vice Dean of International Relations is Dr Asuncion Hernandez (asuncion.hernandez@uv.es). The DD coordinator in charge is Ms. Ana Zorio (ana.zorio@uv.es).
- (b) For KEDGE BS, the name of the International Coordinating Office is the International Student Office (ISO), which is currently headed by Mrs Anna Nerriere ( )

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## 8. ACADEMIC SUPPORT OBLIGATIONS

- 8.1 Each institution will:
- (a) Register the other institution's exchange students as degree-seeking students of the host institution, while maintaining their student status with their home institution.
- (b) In accordance with the programme of study, permit the other institution's exchange students to enrol at the host institution in courses for which they are qualified, as long as places are available.
- (c) Provide advice and information to exchange students on the courses relevant to each student's programme of studies.
- (d) Ensure that exchange students will receive the same instruction, be subject to the same course requirements and be assessed in the same manner as the students from the host institution. Students studying under this programme will be accorded the same rights, privileges, and access to facilities as other international students at the host institution.
- (e) On completion of a student's course of study, forward an official transcript (and eventual diploma) to the student and/or the home institution.
- 8.2 Credit for courses taken will be transferred at the discretion of the home institution in accordance with its policies and procedures.



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## 9. STUDENT SUPPORT AND OBLIGATIONS

- 9.1 The host institution will provide exchange students with assistance (including assistance with finding suitable accommodation) on arrival, orientation and ongoing support services throughout the period of enrolment. However,
- 9.2 The institutions acknowledge and agree that:
- (a) All exchange students must abide by the laws of the host country and the regulations, rules and policies of the host institution; and
  - (b) All exchange students must comply with the requirements of their student visa, including student status, attendance and participation in all learning activities and all other applicable rules and regulations.
- 9.3 If any of the exchange students studying at the host institution are unable to continue their studies, as soon as practicable after becoming aware of this, the host institution will advise the home institution and provide relevant details.
- 9.4 Exchange students who fail to abide by the requirements of clause 9.2 may be subject to disciplinary action and may be required to leave the host institution. If any exchange student is subject to disciplinary action or required to leave the host institution, the host institution will advise the home institution and provide relevant details as soon as practicable.

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## 10. STUDENT VISA AND HEALTH INSURANCE REQUIREMENTS

- 10.1 The institutions acknowledge and agree that each exchange student will be responsible for obtaining a visa and other related documents required for study at the host institution. The host institution gives no warranty that any student will be entitled to an appropriate visa, but the host institution will provide incoming exchange students with such valid certification as may be required to obtain a student visa for the full period of the exchange.
- 10.2 The institutions acknowledge and agree that each exchange student will be required to carry an adequate policy for travel and health insurance (including repatriation) that is satisfactory to the host institution for the full period of the exchange and provide proof of this to the host institution upon request.
- (a) All exchange students from UV who are under 28 years old and staying for more than three months are required to subscribe to the French Health Insurance system for the duration of their studies in France. Further, they are required to enrol in a private health insurance plan in their own country, before applying for their student visa.
  - (b) All exchange students from UV who are 28 years or older on September 30th of the ongoing academic of exchange should have a proof of health insurance covering the duration of his or her stay in France.
  - (c) All exchange students (EU-students) from KEDGE BS need a valid European Insurance card or proof of membership in a recognized health insurance (for the whole study period in Valencia) with the enrolment in Valencia. Non-EU students must be insured



with a Spanish health insurance company. All students under the age of 30 may register with a Spanish public health insurance at the current student rate.

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## **11. FINANCIAL ARRANGEMENTS**

11.1 Each institution will waive the registration and tuition fees for exchange students. The institutions acknowledge and agree that other fees such as course materials fees or computer use fees or fees for free public transportation may be required of exchange students by the host institution. The institutions acknowledge that each exchange student shall pay all required tuition and educational fees to her or his home institution.

11.2 The institutions acknowledge and agree that all other costs, including travel, accommodation, health insurance, textbooks, passport and visa costs and living expenses are the personal responsibility of the student.

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## **12. GENERAL PROVISIONS**

12.1 This Agreement comes into effect when signed by both institutions (or the date of second signature in case of delayed signatures).

12.2 This Agreement will continue for a period of four (4) years.

12.3 Either party may at any time decide to terminate the Agreement by informing the other party within a reasonable time so as not to prejudice the mutual interests of the two institutions or the students involved in the exchange. A written notice of six months period is recommended.

12.4 The duration of the Agreement can be extended once more by equal period at the initiative of any of the parties, prior written agreement, before the date of its conclusion.

12.5 In the case of termination, students who have already been notified of acceptance by the host institution shall be allowed to undertake and complete the student exchange in accordance with the terms of this Agreement.

12.6 All questions or disputes related to the interpretation or implementation of this Agreement shall be settled by a mutually agreed-upon third party arbitrator.

12.7 The provisions of this Agreement may only be amended by mutual Agreement in writing and signed by the authorised representative of each party.



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**SIGNATURES**

In witness whereof, the parties have signed this document by digital signature, at the place and on the date indicated below.

<p>By the Universitat de València The Rector</p>          <p>M<sup>a</sup> Vicente Mestre Escrivá Valencia</p>	<p>By the Kedge Business School The Vice President International</p>          <p>11-07-2023 Dr. Santiago Garcia-Rodriguez</p>
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**CURRICULUM FOR PARTNER STUDENTS AT KEDGE BS  
INTERNATIONAL BACHELOR IN BUSINESS ADMINISTRATION- IBBA - Marseille**

**ANNEX 1 (a).** students outgoing: pathway for UV students at UV:

	<b>Year 1</b>	<b>ECTS</b>
35899	Geopolitics and globalization	6
35901	Learning instruments and techniques	6
35885	Introduction to financial accounting	6
35884	Introduction to business management	6
35877	Introduction to economics	6
35882	Mathematics	6
35878	Microeconomics	6
35883	Financial mathematics	6
	Language I	6
	Language II	6
	<b>Year 2</b>	
35886	Commercial management	6
35879	International economics	6
	Language III	6
35889	Management accounting	6
35897	International business law	7,5
35891	Strategic management	6
35893	Financial management	6
35887	Statistics	4,5
35880	Macroeconomics	6
35888	Quantitative techniques for business	6



**ANNEX 1(b):** students outgoing: pathway for UV students taking studies at Marseille Kedge Business School.

Year	IBBA subject	ECTS	UV subject	ECTS
3	Management in cross cultural Context**	5	Cross-cultural management	6
3	Project Management	5	International business management	6
3	Entrepreneurship	5	Regulation and competition	6
3	Digital Culture and Marketing	5	Communication and international distribution strategies	6
3	Organisational Behaviour**	5	International management of human resources	6
3	Sustainable development	5	Economy of the EU	6
3	European Competition Law**	5		
3	International Marketing (case studies)	5	International marketing	6
3	Geopolitics	5	International economic situation	6
3	Financial analysis	5	Financial statements analysis	6
3	Supply Chain Management in practice	5	Global management of supply and production	6
3	Costs and Decisions	5	International business valuation	6
3	Be-U workshops(employability skills)			
4	Business Strategy	5	Change and innovation management	6
4	Collaborative management, networking and social innovation**	5		
4	International Finance	5	International Finances	6
4	Investment and Financing decisions	5	International financial markets	6
4	Management control and operations	5	International taxation	6
4	Internship	30	External internships	24
4	Bachelor Thesis**	5	Degree Final project	6
		<b>120</b>		<b>120</b>

\*\* Courses proposed either in French or English



**ANNEX 2(a1).** students incoming: pathway for Kedge Business School (IBBA Marseille) students at UV

Year	IBBA subject	ECTS	UV subject	ECTS
1	Langues 1		English for business III (grup A) / English for business I (grup B)	6
1	Langues 2		Second Language for business I (grup A) or English for business II (grup B)	6
2	Langues 3		Second Language for business II (grup A) / Second Language for business III (grup B)	6
2	Internship 6 months (30 ECTS)	30	Learning instruments and techniques	6
2	Administration of international sales and purchases	5	Geopolitics and globalization	6
1	Human Resources in a global context	5		
1	Micro-macro economics	5	Introduction to economics Microeconomics	6 6
1	Introduction to Sustainable Development	5	Macroeconomics	6
1	Introduction to intercultural Management	5	International economics	6
1	Accounting for managers	5	Introduction to financial accounting	6
1	Data Management & information system	5	Management accounting	6
1	Business Law	5		
2	International Law	5	International business law	7,5
2	FINANCE TRACK (998/999/ 9951) //SUPPLY CHAIN (9992/9993/9994)//MARKETING (995/996/997)//DOING BUSINESS IN EMERGING MARKETS (9995/9996/9997)	15	Estadistics Mathematics Quantitative techniques for business	4,5 6 6
1	Quantitative methods	5		
1	Project management Methods	0		
1	Methodology 1: Learn how to learn	5	Financial mathematics	6
2	Partner specificities: Mathematics	3	Financial management	6
1	Principles of Marketing	5	Commercial management	6
1	Operations Management	5	Introduction to business management	6
2	Business Systemic Approach	5	Strategic management	6
2	International Business	5		
		123		120



**ANNEX 2(b).** Students incoming: pathway for Kedge Business School (Marseille) students at UV:

YEAR	SUBJECT	ECTS
3	Cross-cultural management	6
3	International business management	6
3	Market research (or International accounting)	6
3	International management of human resources (or Instruments and operations for financial markets)	6
3	International taxation	6
3	International marketing	6
3	Financial statements analysis	6
3	International finance	6
3	International financial markets	6
3	Spanish for business*	6
4	Economy of the EU	6
4	3 elective subjects from the pathway	18
4	1 elective subject*	6
4	External internships	24
4	Degree Final project	6
		<b>120</b>

\* Students just must choose only one elective subject out of the pathway because the subject "Spanish for business" will be recognised by one of them.



**ANNEX 3(a).** Incoming students: EBP pathway followed by students of Kedge Business School (Bordeaux) taking the international double degree programme at UV

SEM	SUBJECT KEDGE EBP	ECTS	SUBJECT UV	ECTS
1/2	First Language	5	Anglès per als negocis III (grup A) / Anglès per als negocis I (grup B)	6
1/2	Second Language	5	Segon idioma per als negocis I (grup A) o Anglès per als negocis II (grup B)	6
4	6M Stage	30	Segon idioma per als negocis II (grup A) / Segon idioma per als negocis III (grup B)	6
			Instruments i tècniques d'aprenentatge	6
3	Globalized Human Ressources Management	5	Geopolítica i globalització	6
1&2	Fundamentals of economy 1 & 2	10		
2	IS: Macro and Database	5	Introducció a l'economia	6
			Microeconomia	6
			Macroeconomia	6
			Economia internacional	6
1	Accounting Basics	5	Introducció a la comptabilitat	6
2	Management Accounting	5	Comptabilitat de gestió	6
1	Introduction to law : legal environment	5	Dret dels negocis internacionals	7,5
3	Partners' specificities Finance & quantitative methods	5	Matemàtiques	6
1&2	Quantitative Methods 1&2	10	Estadística	4,5
			Tècniques quantitatives aplicades a l'empresa	6
			Matemàtiques financeres	6
1	Marketing Basics	5		
2	Operational Marketing	5	Direcció comercial	6
3	Corporate Finance And Finance Markets	5	Direcció financera	6
3	Entrepreneurship & Business Plan	5		
3	Negotiation Technics in a global context	5	Introducció a la direcció d'empreses Direcció estratègica	6 6
3	Business Game	5		
		120		120



**Annex 3(b).** Incoming students: pathway at UV followed by students from Kedge Business School EBP (Bordeaux) on the international double degree programme at UV

YEAR	SUBJECT	ECTS
3	Cross-cultural management	6
3	Direcció d'empreses internacionals	6
3	Investigació de mercats (o Comptabilitat internacional)	6
3	Gestió internacional dels recursos humans (o Instruments i operacions de mercats financers)	6
3	Fiscalitat internacional	6
3	Màrqueting internacional	6
3	Anàlisi d'estats financers	6
3	Finances internacionals	6
3	Mercats financers	6
3	Espanyol per als negocis*	6
4	Economia de la UE	6
4	3 Assignatures optatives de l'itinerari	18
4	1 Assignatura optativa*	6
4	Pràctiques professionals	24
4	Treball de fi de grau	6
		<b>120</b>

Note: Only one optional subject outside the pathway has to be selected because "Spanish for Business" is validated by one of them.