



**AGREEMENT BETWEEN THE UNIVERSITAT DE VALÈNCIA AND THE UNIVERSITY OF HEILBRONN  
FOR THE DOUBLE DEGREE PROGRAMME  
IN THE BACHELOR'S DEGREE IN INTERNATIONAL BUSINESS FROM THE UNIVERSITAT DE  
VALÈNCIA AND THE BACHELOR'S DEGREE IN INTERNATIONAL BUSINESS/INTERCULTURAL  
STUDIES FROM THE UNIVERSITY OF HEILBRONN**

Of the one part, the Universitat de València Estudi General (hereinafter referred to as UV), 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 April, of the Consell (DOGV 2018/8270).

Of the other part, the University of Heilbronn, having its legal address at 74081 Heilbronn, Max-Planck-Str. 39, Germany with fiscal identification number VAT number 811 275 936 and represented herein by its rector, Prof. Dr.-Ing. Oliver Lenzen acting by virtue of Landeshochschulgesetz Baden-Württemberg (LHG BW).

The parties to this agreement hereby

**DECLARE**

1. That the Universitat de València is a public university that, in accordance with Article 27.10 of the Spanish Constitution and with Organic Law 6/2001, of 21 December, on Universities, has its own legal personality and performs its functions independently of and in coordination with the rest of universities. Its services include providing public higher education and issuing official degree certificates that are valid throughout the national territory.
2. That the Universitat de València offers, among others, the qualification of Bachelor's Degree in International Business.
3. That the University of Heilbronn is a public university of applied sciences in the Bundesland (Federal State) Baden-Württemberg in the Bundesrepublik Deutschland (Federal Republic of Germany) in accordance with the Landeshochschulgesetz Baden-Württemberg (LHG BW).



4. That the University of Heilbronn offers, among others, the qualification of Bachelor's Degree in International Business/Intercultural Studies.

programme in the Bachelor's Degree in International Business from the Universitat de València and the Bachelor's Degree in International Business/Intercultural Studies from the University of Heilbronn.

The parties, acting in their aforementioned capacities, acknowledge the other's legal capacity to enter into this agreement according to the following

## CLAUSES

### 1. – AIM OF THE AGREEMENT

The aim of this agreement is to implement a double degree programme between the UV and the University of Heilbronn, by means of which the students enrolled will obtain the Bachelor's Degree in International Business from the UV and the Bachelor's Degree in International Business from the University of Heilbronn.

Participation in this double degree programme is open to students enrolled in the Bachelor's Degree in International Business at the UV or in the Bachelor's Degree in International Business/Intercultural Studies at the University of Heilbronn.

To this end, this agreement specifies the general requirements for participating in this double degree programme. Likewise, it establishes the number of credits and the name of the modules or subjects of the curriculum that the students must take at each of the partner universities.

### TWO. – REQUIREMENTS FOR OBTAINING THE DEGREES

Upon completion of the courses included in the double degree programme, each student may apply for the official degree certificates of the double degree programme: the Bachelor's Degree in International Business from the UV and the Bachelor's Degree in International Business/Intercultural Studies from the University of Heilbronn.

Both degrees are official university degrees in the country of the issuing university and are accredited by the relevant national agencies.

In particular, students from UV must complete at least 120 ECTS credits at UV and at least 120 ECTS credits at the University of Heilbronn.

Likewise, students from UV must complete at least 120 ECTS credits at UV and at least 120 ECTS credits at the University of Heilbronn.



Details of the modules and subjects that students must take at each of the partner universities are set out in Appendix I to this agreement.

In accordance with regulations of the UV, if the Degree Final Project is made at other university not at UV, it will be supervised by the coordinator of mobility in the Faculty of Economy at UV, who will be appointed by the Joint Monitoring and Control Committee.

### **THREE. – OBLIGATIONS OF THE PARTIES**

The universities that sign this agreement are responsible for:

- implementing the training courses leading to the degrees according to the corresponding curriculum;
- safekeeping the students' academic records;
- recording and issuing the corresponding degree certificate.

### **FOUR. – EXCHANGE OF STUDENTS**

1. The universities agree to exchange a maximum of 4 new students each academic year within the framework of the double degree programme that is the object of this agreement.

2. Parity in the number of double degree students is required. Anyway, in the event that there is an imbalance in the number of exchanges of double degree students it will be adjusted, during the term of this agreement, by double degree students or exchange students. But, in this case, the host university receiving more double degree students or exchange students will have the final decision on how many students beyond the required balance it is willing to accept during that academic year.

### **FIVE. – STUDENT ADMISSION**

1. At all events, participation in this double degree programme requires that applicants meet the entry and admission requirements for the aforementioned university degrees according to the regulations in force at each university.

2. Both universities are committed to selecting students wishing to participate in the double degree programme according to objective and specific criteria based on equality, merit and ability.



3. The requirements for participating in the double degree programme are:

- For students of Bachelor's Degree in International Business at UV:

- To have passed 120 ECTS credits of the first and second year of the Bachelor's Degree in International Business at UV.
- To be able to provide proof of a B2 level of English and B1 level of German.

- For students of Bachelor's Degree in International Business/Intercultural Studies at University of Heilbronn:

- To have passed the first and second year of the Bachelor's Degree in International Business/Intercultural Studies at University of Heilbronn.

4. Both universities agree to admit students nominated by the other university on a reciprocal basis, provided that they meet the requirements for entry and admission to the university degree in accordance with the regulations in force at each university.

5. After verifying compliance with entry and admission requirements, the host university shall go through all the formalities needed to complete the enrolment.

#### **SIX. – RECOGNITION OF SUBJECTS**

Both universities shall recognise the subjects passed and the competences acquired during the periods of study in the home and host institutions within the framework of the qualifications referred to in clause seven.

#### **SEVEN. – TABLE OF EQUIVALENCE**

The parties agree on a table of equivalence of the marking and assessment systems of each institution, which is attached to this agreement as Appendix II. Any modification to this table must be validated by the person responsible for the programme at each institution.

#### **EIGHT. – PROMOTION OF STUDIES**

1. Each institution shall include a description of the double degree programme under this agreement, including entry requirements, on its website.

2. Each party may use the name of the other party to promote the studies covered by this agreement.



#### **NINE. - FEES**

1. Payment of tuition fees for public services must be based on criteria of reciprocity. Double degree students will pay tuition fees at the home university and not at the host university. Therefore, students will be exempt from payment at the host institution except for administrative fees such as the issuance of the university card, school insurance and academic record management, which are to be paid by double degree students.
2. Travel expenses, accommodation, meals, teaching materials and other personal expenses must be borne by double degree students themselves.
3. Each student is responsible for their visa application and associated costs. If the student requires a confirmation of enrolment or a letter of invitation from the host university to obtain a visa or scholarship, these must be sent as soon as possible.
4. Each double degree student is required to obtain health care and repatriation insurance. The student is responsible for the costs of such insurance.
5. In the event that a student has to retake a failed subject or module of those studied at the host university, they must pay the second registration fee at the host university.
6. Students who complete the double degree programme regulated herein must pay the fees for issuing the degree certificates at both universities.

#### **TEN. – DOUBLE DEGREE STUDENT SERVICE**

1. Double degree students are entitled to use the services of the host university necessary for completing their studies.
2. Each university, if it is necessary, will provide to the double degree students with the documents required to process entry visas.
3. Both universities agree to communicate emergency situations involving their respective exchange students.

#### **ELEVEN. – JOINT MONITORING AND CONTROL COMMITTEE**

1. A Joint Monitoring and Control Committee shall be set up to coordinate and monitor all matters relating to the implementation of this agreement.



This committee must be made up of two representatives from each partner university. The members of this committee are included in Appendix III to this agreement.

The committee shall meet at the request of either party or, at least once, a year.

#### **TWELVE. - ACADEMIC AND DISCIPLINARY REGULATIONS**

1. Double degree students are subject to the academic and disciplinary regulations of the host university during their stay.
2. Each university reserves the right to expel an exchange student if his/her conduct or work violates the academic or disciplinary regulations of that university. In all events, the host university must immediately inform the home university of this circumstance and the student may be expelled after the corresponding disciplinary inquiry has been examined.

#### **THIRTEEN. - TERM**

1. This agreement shall enter into force on the date of the last signature and shall remain in effect throughout four academic years including the years 2020-21, 2021-22, 2022-23 and 2023-24.

The agreement signed by both universities at 28 September 2011 will be ineffective by this current agreement.

2. This agreement may be extended once more, for an equal period, by written agreement between both universities, prior to the date of its termination.

#### **FOURTEEN. - EXCHANGE OF INFORMATION AND DATA PROTECTION**

1. Collaboration between the signatory parties involves the transfer and processing of personal data, so the parties commit themselves to complying with current legislation on data protection in French and in Spain, and to taking all relevant measures for such protection to be real and effective.
2. Each university shall be responsible for the data that it processes and for complying with the data protection regulations to which it is subject.

#### **FIFTEEN. - RESPONSIBILITIES**

1. The universities participating in this double degree programme act as independent legal entities so that each is responsible for the corresponding obligations towards its own staff.



2. This agreement is not exclusive, so each of the universities is free to establish double degree programmes with other universities.

**SIXTEEN. - ADDRESS FOR SERVICE**

Any notice or communication to either party shall be sent to the following address:

To the University of Heilbronn:

Hochschule Heilbronn / Heilbronn University

International Office

Fakultät International Business

Max-Planck-Str. 39

74081 Heilbronn

Germany

<https://www.hs-heilbronn.de/facultyib>

To the UV:

International Relations Office

Faculty of Economy

Avenue Tarongers s/n

46022 Valencia

España

[int-of.economia@uv.es](mailto:int-of.economia@uv.es)

**SEVENTEEN. - AMENDMENTS**

This agreement may be amended, before the expiry of its period of validity, by express mutual agreement, and any amendments shall be added as an addendum hereto.

**EIGHTEEN. - CAUSES FOR TERMINATION IN ADVANCE**

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

- a) For expiration of its validity.
- b) By mutual consent of the parties.
- c) At the instigation of one of the parties, by giving the other party no less than twelve months' express notice.



Early termination of this agreement for whatever reason shall not negatively affect the students that have started the course. Consequently, no student that has begun the double degree programme will be deprived of the opportunity to complete the programme, provided that completion is not delayed for more than three years from the start of the programme.

The parties hereto sign two equally valid counterparts of this agreement in English.

By the University of Heilbronn	By the Universitat de València:
Prof. Dr. Ruth Fleuchaus Vice President for Internationalisation   26/02/21	Prof. M <sup>a</sup> Vicenta Mestre Escrivá , Rector   25/03/2021

Hochschule Heilbronn  
Technik, Wirtschaft, Informatik  
Max-Planck-Straße 39  
74081 Heilbronn







APPENDIX I  
STUDENT ACADEMIC PATHWAY

ACADEMIC PATHWAY FOR UV STUDENTS:

(a) Students outgoing: pathway for UV students at UV:

	1r Curs	ECTS
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
	2n Curs	
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

\*\*Students from UV must study some compulsory subjects at HHN and that subjects won't be recognised for subjects of the first or second year of the Bachelor's Degree in International Business at UV.

-In the Marketing Pathway: the subject "Intercultural Communication" (5º semester) and the subject "Marketing Case Studies" (6º semester)

-In the Finance Pathway: the subject "Intercultural communication" (5º semestre)



(b) Students outgoing pathway for UV students at HHN:

(b.1) Major in Marketing/Major in Management en HHN

Sem	Course in HHN	ECTS	Course in UV	ECTS
5	German as a foreign language	6	Economics of the EU	6
6	Business Ethics	2,5		
6	Business Simulation	7,5	Cross-cultural Management	6
6	Analysis and Interpretation of Financial Accounting Information	2,5	Financial Statements	6
6	Consolidated Financial Statements	2,5	International Taxation	6
5	International Management	5	Elective 1 in management	6
5	Global Leadership	2,5		
5	Change Management	2,5	Elective 2 in Management	6
5	Specific Issues of Int Management	2,5	International Business Management	6
5	International Managements Projects	7,5		
5	International Marketing	5	International Marketing	6
5	Service marketing	2,5		
6	Market Research	2,5	Elective 1 in Marketing	6
5	Choose one: B2B-Marketing/B2C-Marketing/e-marketing	2,5		
6	International Marketing Projects	7,5	Elective 2 in Marketing	6
6	<b>Int. Human Resource Management</b>	<b>5,0</b>	<b>International Human Resource Management</b>	<b>6</b>
6/8	Elective 1 in HRM	2,5	Elective in Management or Marketing	6
6/8	Elective 2 in HRM	2,5		
8	International Finance	5,0	International Finance	6
8	Elective 1 in International Finance	2,5	International Financial Markets	6
8	Elective 2 in International Finance	2,5		
8	Bachelor Thesis+ Bachelor seminar	15	Final Project	6
7	Internship	25,0	Internship	24
7	Internship seminar	5,0	Int. Communication and ditribution strategy	6
		<b>125</b>		<b>120</b>



**(b.2) Major in Finance/Major in Accounting in HHN**

Sem	Course in HHN	ECTS	Course in UV	ECTS
5	German as a foreign language	6	Economics of the EU	6
6	Business Ethics	2,5		
6	Business Simulation	7,5	Cross-cultural Management	6
6	International Accounting	2,5	International Accounting (elective Finance and Accounting)	6
6	Informations System	2,5		
6	International Accounting and controlling	5	Financial Statements Analysis	6
6	Financial Statement Analysis	2,5		
6	Consolidated Financial Statements	2,5	Elective 1 in Finance (International financial management)	6
8	Strategic Controlling	2,5	Elective 2 in Finance (international accounting)	6
8	Accounting Projects	7,5		
5	International Finance	5	International Finance	6
5	Derivatives	2,5	International Financial Markets	6
5	Corporate Finance	2,5		
5	Choose one: financial risk management/Specific issues in Finance	2,5	International Taxation	6
6	Finance Projects	7,5		
<b>6/8</b>	<b>International Marketing</b>	<b>5,0</b>	<b>International Marketing</b>	<b>6</b>
<b>6/8</b>	Elective 1 in International Marketing (marketing cases studies)	2,5	Elective in Management or Marketing	6
<b>6/8</b>	Elective 2 in International Marketing	2,5	Elective in Management or Marketing	6
<b>5</b>	International Management	5,0	International Business Management	6
5	Elective 1 in International Management (Change management)	2,5	Elective in Management or Marketing	6
5	Elective 2 in International Management (mergers and acquisitions)	2,5		
<b>8</b>	Bachelor Thesis+ Bachelor seminar	15	Final Project	6
7	Internship	25,0	Internship	24
7	Internship seminar	5,0	Elective	6
		<b>125</b>		<b>120,0</b>



ACADEMIC PATHWAY FOR HHN STUDENTS:

(a) Students incoming: pathway for HHN students at HHN:

Curs	Assignatura HHN	ECTS	Assignatura UV	ECTS
1	Business Administration	2,5	Introduction to business management	6
1	Organisation	2,5	Strategic management	6
2	Business Documents (B2)	2,5	International business management	6
2	Strategic Management	2,5		
1	International Business	2,5		
2	Intercultural Communication	2,5		
1	Human Resource Management	2,5		
2	Proseminar	2,5		
1	Marketing	2,5	Commercial management	6
1	Behavioural Science	2,5	International marketing	6
2	Business Cases	5,0		
2	Marketing Cases	2,5		
1	Bookkeeping	2,5	Introduction to financial accounting	6
1	Cost Accounting	2,5	Management accounting	6
1	Financial Accounting	5,0		
2	Controlling	2,5		
1	Language and Culture I	5,0	Language I	6
1	Language and Culture II	2,5	Language II	6
2	Cultural Area Studies	2,5	Language III	6
2		2,5		
2		2,5		
1	Introduction to Economics	5,0	Introduction to economics	6
2	International Economics	2,5	Microeconomics	6
2	<i>Elective Economics II</i>	2,5	Macroeconomics	6
2	Economic Studies of the latin World*	2,5		
1	Business Law I	2,5	International business law	7,5
1	Business Law II	2,5		
2	Business Law III	2,5		
2	International Law	2,5		
1	Research Methods and Statistics	2,5	Mathematics	6
		2,5	Statistics	4,5
2	Models and Methods of Data Assessment	2,5		
1	Generic Business Terminology	2,5	Learning instruments and techniques	6
1	Specific Business Terminology	2,5		
2	Finance	2,5	Financial mathematics	6
2	Major in Finance (*)	12,5	International finance	6
			Financial management	6
2	<i>Business Minor (*)</i>	10,0	Elective subject	6
2	<i>= Introduction + 2 Electives</i>			
3	Internship	25,0	External internships	24
3	Internship seminar	5,0		
		150,0		150



(b) Students incoming: pathway for HHN students at UV:

**b.1. Pathway "Management and Marketing"**

Semester 6 (36 ECTS)			
SUBJECT		CREDITS	
Financial statements analysis (OB)		6	
Cross-cultural management (OB)		6	
International taxation (OB)		6	
Geopolitics and globalization (FB)		6	
Quantitative techniques for business (OB)		6	
Business Spanish		6	
Semester 7 (30 ECTS)			
International financial markets		6	
<i>Students must choose at least, three elective subjects between the following A series of subjects and at least, one subject between the following B series of subjects:</i>			
A subjects	Credits	B subjects	Credits
Foreign trade	6	Accounting for international groups	6
Global management of supply and production	6	Corporate finance	6
Communication and international distribution strategies	6	International business valuation	6
Change and innovation management	6	Financial risk management	6
Consumer behaviour	6	International financial management	6
		International negotiation	6
		Regulation and competition	6
		International economic institutions	6
		International economic situation	6
		Emergent and underdeveloped economies	6



Semester 8 (30 ECTS)	
SUBJECTS	CREDITS
Degree Final project (connect to External internships)	6
Economy of the EU	6
International management of human resources	6
Market research	6
International economics	6

**b.2. Pathway "Finance and Accounting"**

Semester 6 (36 ECTS)			
SUBJECTS	CREDITS		
Financial statements analysis	6		
Cross-cultural management	6		
International taxation	6		
Financial mathematics	6		
Métodos cuantitativos aplicadas a la empresa	6		
Business Spanish	6		
Semester 7 (30 ECTS)			
International financial markets	6		
<i>Students must choose at least, three elective subjects between the following A series of subjects and at least, one subject between the following B series of subjects:</i>			
A subjects	Credits	B subjects	Credits
Accounting for international groups	6	Foreign trade	6
Corporate finance	6	Global management of supply and production	6
International business valuation	6	Communication and international	6



		distribution strategies	
Financial risk management	6	Change and innovation management	6
International financial management	6	Consumer behaviour	6
		International negotiation	6
		Regulation and competition	6
		International economic institutions	6
		International economic situation	6
		Emergent and underdeveloped economies	6
<b>Semester 8 (30 ECTS)</b>			
<b>SUBJECTS</b>		<b>CREDITS</b>	
Degree Final project (connect to External internships)		6	
Economy of the EU		6	
Instruments and operations for financial markets		6	
International accounting		6	
Geopolitics and globalization		6	



APPENDIX I I

MARKS

Marks are to be reported as a numerical mark, followed by the corresponding qualitative grade on the following scale:

UV (from 0 to 10 to one decimal place)	University of Heilbronn (from 1 to 4 to two decimal place)
0 - 4,9: Fail ( <i>suspenso, SS</i> )	4,01-5: Fail
5,0 - 6,9: Pass ( <i>aprobado, AP</i> )	4-2,50: Pass
7,0 - 8,9: Good ( <i>notable, NT</i> )	2,49-1,50: Very Good
9,0 - 10: Very good ( <i>excelente, E</i> )	1,49-1: Excellent





**APPENDIX III. JOINT MONITORING AND CONTROL COMMITTEE**

At the UV, the Committee shall be made up of the following people:

- The DD mobility coordinator of the Bachelor's Degree in International Business.
- Vice Dean of International Relations at Faculty of Economics.

At the University of Heilbronn, the Committee shall be made up of the following people:

- The DD mobility coordinator of the Bachelor's Degree in International Business with the University of Valencia Spain: Prof. Dr. Kurt Hafner and Prof. Dr. Antonio Juárez,
- Director, International Relations, Faculty of International Business:  
Prof. Dr. Anna Hayduk