

## COOPERATION AGREEMENT FOR THE BACHELOR DOUBLE DEGREE PROGRAM

### BETWEEN

**University of Florence** (hereinafter called "UNIFI"), represented by its Rector — Prof. Alessandra Petrucci, residing in Rettorato, Piazza S. Marco, 4, Firenze, Italy, as approved by Consiglio di Amministrazione on 31 may 2024

### AND

**École Supérieure de Commerce d'Amiens** (hereinafter called "ESC AMIENS"), represented by its Director M. Yann Tournesac, residing in 18 Place Saint Michel, 80 000 Amiens, France

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### Preamble

In the spirit of prolific international relations and academic cooperation ESC AMIENS and UNIFI wish to further strengthen their ties in accordance with their mutual interests in delivering programs of academic excellence and cultural diversity. Hence, UNIFI and ESC AMIENS have decided to enter into this cooperation agreement for the joint establishment and operation of a double degree program (hereinafter referred to as the "agreement").

The agreement shall facilitate auspicious opportunities for the highly qualified students from both institutions and further enhance their competence, language, cultural and social skills. The double degree program shall serve as a cornerstone in the study program portfolios of the 2 partner institutions, positioned as a unique opportunity for students to study from a truly European perspective.

In this agreement "home institution" refers to the institution at which a student is initially enrolled. "Host institution" denotes the institution, which has agreed to receive a double degree candidate from the home institution.

## Article 1 - Objectives

This agreement delineates the legal and organizational framework for the double degree program in the area of **International and Sustainable Business**. The double degree program will provide the opportunity to graduate students from both institutions to simultaneously pursue the Bachelor degree from UNIFI and ESC AMIENS.

Upon successful completion of the double degree program the following degrees shall be awarded by the partner institutions:

- UNIFI: Bachelor in Sustainable Business for Societal in Challenges
- ESC AMIENS: Bachelor in Management and Marketing, specialisation International Business

## Article 2 - Admission and Selection of Students

Candidates for the double degree program will be selected by their home institution according to selection criteria defined by UNIFI and ESC AMIENS. Due to the higher workload compared to the ordinary Master study tracks at the partner institutions, only highly qualified students shall be selected for the double degree program. Each institution has the right to admit up to 5 students per year to the double degree program, unless this number is varied by mutual and written attachment to this agreement.

The host institution shall be granted access to any written application documents and protocols of selection procedures for the double degree program. The host institution has the right to send a representative with advisory status to selection interviews of the home institution for the double degree program. Joint selection interviews by the home institution and the host institution are encouraged.

The double degree candidates must satisfy all admission requirements of the double degree, including language proficiency requirements. All double degree candidates must provide evidence of a satisfactory level of English language (or Italian or French for programs taught in these languages) proficiency Level B2 according to the requirements of the Common European Framework (CEF). Each institution reserves the right to require double degree candidates to complete the standard enrolment documents and tests and to provide the results of any required entrance examinations. The host institution has the right to not accept a double degree candidate from the home institution for academic rationales or any other substantial reasons.

## Article 3 - Structure of the Study Program

The intended period of study for the double degree program shall be three years (6 semesters). Double degree students will acquire at the partner University at least 60 ECTS, which eventually can include an internship, according to the study plan which has been preliminary approved by the home and the partner University. Full information should be provided to the host institution on the courses that participants have taken at their home institution and vice versa.

Double degree students shall have access to courses and enjoy the same rights and privileges and be subject to the same rules and regulations as the regular graduate students in the corresponding Bachelor study track of the host institution. They shall be registered at the host institution only for the parts of the study program that will be carried out under the responsibility of the host institution. Students admitted for the double degree program shall complete study plan of the program presented in the Annexes 1 and 2. Deviations from the study structure as stated in the agreement shall be approved jointly by the partner institutions by mutual agreement on an individual case-by-case basis.

#### **Article 4 - Bachelor Thesis**

In addition to the mandatory coursework at both institutions, as set forth in the agreement, the double degree student is required to write a Bachelor thesis. The Bachelor thesis (including preparatory modules) is worth 3 ECTS at UNIFI and 6 ECTS at ESC Amiens.

The Bachelor thesis shall be supervised by the faculty member from the university at which the student writes the thesis and reviewed by a faculty member from the partner university, without expenses by the partner universities. The language of the Bachelor thesis is English.

ESC AMIENS students discuss Bachelor thesis at UNIFI; UNIFI students discuss Bachelor thesis at ESC AMIENS. Part of the completion of the Bachelor thesis at ESC AMIENS and UNIFI is a defense of the thesis. The defense will be conducted in English.

The management process of the preparation of the Bachelor thesis should meet all the legal and academic constraints of the institution at which student writes and defends the Bachelor thesis.

#### **Article 5 - Internship**

In addition to the compulsory courses at both institutions, as defined in the agreement, the double degree student is required to find an internship of at least 4 months' duration, which may take place in France, Italy or any other country. The four months can be divided into two internships (2+2 months or 3+1 months).

The internship report and the oral defense are worth 16 ECTS at ESC Amiens.

The internship is worth 6 ECTS at UNIFI.

#### **Article 6 - Conditions for obtaining the Double Degree**

The double degree shall only be awarded after the student has completed the program by fulfilling the following requirements:

- the award of at least 120 ECTS at the home Institution equivalent to the regulations constituted in this agreement,
- the award of at least 60 ECTS at ESC AMIENS for UNIFI students, equivalent to the regulations constituted in this agreement,
- the award of at least 60 ECTS at UNIFI for ESC Amiens students, equivalent to the regulations constituted in this agreement.

The double degree shall award both the academic degree of the home institution and the corresponding academic degree of the host institution.

Upon completion of the double degree the student shall receive two diploma certificates, two grade transcripts and two diploma supplements.

Each institution shall issue only the certificate and corresponding transcripts of grades for the part of the double degree it is accountable for.

The diploma supplement shall provide detailed information on the nature, regulations and credit transfer mechanisms of the double degree program, according to EU Regulation.

The conversion of grades between both institutions is presented in Annex 3.

## **Article 7 - Program Management**

Both parties agree to provide the necessary means, resources and prerequisites to implement and operate the double degree program as set forth in this agreement. Each institution ensures that the double degree program proceeds according to a reasonable schematic plan, and that the terms of this agreement are carried out. The partner institutions shall provide support services assisting the incoming double degree students in academic, administrative, organisational and social- cultural issues.

### **ESC Amiens double degree coordinator**

Lauranne Vansteenkiste

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### **UNIFI double degree coordinator**

Laura Bini

[l.bini@unifi.it](mailto:l.bini@unifi.it)

## **Article 8 - Financial**

All students must register and pay tuition and other required fees at their home institution.

The host institution will provide incoming double degree students with tuition fee waivers. The students are responsible for paying any other pertinent fees required for regular degree students at each institution, including the administrative fees at ESC AMIENS and UNIFI.

The institutions are strongly encouraged to acquire third party funding, in particular for providing scholarships to the double degree candidates.

## **Article 9 - Insurance cover**

Students admitted to the Program shall be insured, while carrying out the activities provided for in this agreement, for the risks arising from accidents and civil liability for damages to third parties, relieving the host University of any liability. The insurance cover can be taken out both by the student's university of origin, according to the respective regulations, and through insurance policies taken out directly by the interested Parties for the covering of the above-mentioned risks.

As far as insurance cover for health and/or hospitalization expenses is concerned, participants must provide for their own insurance coverage in accordance with the rules of the host country. For specific insurance cover requirements, appropriate supplementary agreements will be concluded between the Parties.

The Parties undertake to provide the students involved in the agreement with detailed information on prevention and safety measures in accordance with the legislation in force in the host country, as well as on the specific risks related to their study activities.

## **Article 10 - Consent to the processing of personal data**

The Parties undertake to process personal data for the purposes of this agreement in accordance with Regulation (EU) No. 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of individuals with regard to the processing of personal data and on the free movement of such data and by Legislative Decree no. 196/2003 and subsequent amendments.

For the purposes of this agreement, UNIFI and ESC AMIENS are identified as data controllers, each for the purposes and the treatment of their competence and as such each party will be held responsible for the treatment activities carried out within its institutional capacities.

## **Article 11 - Duration, Amendment, Review and Termination of Agreement**

This agreement shall be in force from the academic year 2023/2024 and be binding upon the parties for a period of 5 years. If it is not actively cancelled by one of the two parties it automatically expands for another year. It might be subject to revision and eventually modification or renewal by mutual written agreement after two years. Amendments to Annexes 1, 2, and 3 of this agreement do not constitute modifications to the agreement itself and must be implemented through a written agreement between the degree coordinators.

This agreement may be terminated at the request of either institution, provided such request is made in writing at least 12 months before termination is to become effective. Any termination or non-renewal of the agreement must take into account the rights of students already participating or admitted to the double degree program to complete the parts of the study program, which will be carried out under the responsibility of the host institution.

An evaluation of this agreement will be initiated by both institutions at least 12 months prior to its expiration. The agreement is based on long-term strategic cooperation interests from both institutions. ESC AMIENS and UNIFI will support and work towards the renewal and extension of this agreement to ascertain the continuation of the double degree program.

This agreement is signed in English, the reference language for the contracting parties.

In witness thereof, the parties below have offered their signatures:

For and on behalf of:

**ESC AMIENS**  
**Yann Tournesac**  
CEO

**UNIVERSITY OF FLORENCE**  
**Prof. Alessandra Petrucci**  
Rector

Date: 11/06/2024

Date:



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*Annex 1*  
*Plan of studies for ESC AMIENS students*

Students from Amiens complete the following exams from the program in Amiens

First year - First semester	Number of hours	ECTS
English language	24	2
Second language	12	1
Expression	15	1
General accounting	21	3
Business Economy	18	3
Introduction to Marketing	18	3
Introduction to sales techniques	18	3
Introduction to project management	18	3
Quantitative Management Techniques	18	2
Digital tools	21	2
Introduction to the challenges of climate change	15	1
Economic trends	15	1
Management of organisations	18	2
Eco-city	18	1
Community project management	15	1
Job Mentor - Interview simulation		1
<b>TOTAL</b>		<b>30</b>

First year - Second semester	Number of hours	ECTS
English language	24	2
Second language	12	1
Expression	15	1
Business law introduction	12	3
Marketing practice introduction	18	3
Finance introduction	18	3
Innovation	18	3
Digital tools	21	2
Financial mathematics	18	2
Lectures	7,5	1
Climate geopolitics and resources	15	1
Digital introduction	15	1
Macroeconomy	15	1
Associative project		1
Infography for school life	15	1
Work placement (6 weeks)		4
<b>TOTAL</b>		<b>30</b>

Second year - First semester	Number of hours	ECTS
English language	24	2
Second language	12	1
Expression	15	1
Society law	12	2
Business strategy	18	3
Taxation	18	3
Cost accounting 1	18	3
Introduction to the Project management	18	3
Marketing strategy	18	3
Reporting tools	18	2
Circular economy	15	1
Sustainability and carbon footprint	15	1
Climate geopolitics	15	1
Frugal and responsible innovation	12	1
Welcome week	18	1
Business negotiation		1
Business surveys		1
<b>TOTAL</b>		<b>30</b>

Second year - Second semester	Number of hours	ECTS
English language	24	2
Second language	12	1
Expression	15	1
Cost accounting 2	18	2
Introduction to HR	18	1
Introduction to Financial analysis	18	1
Introduction to the Supply chain	18	1
Introduction to the Digital Marketing	18	1
Introduction to Communication	18	1
Tools and statistics	18	2
Operational Marketing	21	2
Introduction to research	15	2
Lectures	7,5	1
Digital Transformation 2	15	1
International trade	15	1
Introduction to Corporate Social Responsibility	15	1
20 minutes to sell yourself		3
Associative project		2
Computer graphics - school life	15	1
Work placement (12 weeks)		4
<b>TOTAL</b>		<b>31</b>



Students from Amiens complete the following exams from the program in Florence

Third year - First semester	Number of hours	ECTS
<i>Mandatory activities</i>		
Demography and social challenges	48	6
Business Planning and Impact Evaluation	72	9
<i>Select two of the following</i>	96	12
Environmental challenges and societal well-being		
Intellectual Property Law		
Industrial chemical processes for pollution prevention and control (with Lab)		
International regulatory harmonization policy for sustainable chemicals industries (with Lab)		
Psychology of decision making and ergonomics for well-being		
Psychology of sustainability and sustainable development		
<b>TOTAL</b>		<b>27</b>

Third year - Second semester	Number of hours	ECTS
Free choice	96	12
European Language (not English)		6
Internship		6
Other activities to enter the job market (lab, seminars...)		3
Thesis Lab		3
Final thesis		3
<b>TOTAL</b>		<b>33</b>

*Annex 2*  
*Plan of studies for UNIFI students*

Students from Florence complete the following exams from the program in Florence

First year - First semester	Number of hours	ECTS
Economy and society	72	9
Accounting and Reporting for Business and Sustainability	72	9
Analytic tools for social change (with Lab)	48	6
Introduction to Private Law	48	6
<b>TOTAL</b>		<b>30</b>

First year - Second semester	Number of hours	ECTS
Fundamentals of sustainable entrepreneurship and business ethics	72	9
Design and evaluation of behavioural policies	96	12
<i>Select one of the following</i>	96	12
Neuroscience of social-cognitive enhancement for well-being and Neural bases of decision processes		
Sustainable, environmental chemistry and technology for circular economy (with Lab)		
Economic geography in the Anthropocene & Socio-ecological transition policies (with Lab)		
<b>TOTAL</b>		<b>33</b>

Second year - First semester	Number of hours	ECTS
Social Innovation and CSR for sustainable firms	72	9
Statistical methods for assessing societal challenges (with Lab)	72	9
Business Law, Innovation and Sustainability	96	12
<b>TOTAL</b>		<b>30</b>

Second year - Second semester	Number of hours	ECTS
Quantitative risk assessment tools for predicting future challenges	48	6
Policies and social innovation for sustainable local development and tourism	48	6
<i>Select three of the following</i>	48+48+48	18

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Impact investing & venture philanthropy  
Organization design for well-being  
Sustainable Finance and responsible investing  
Social Enterprise in Sustainable Food Systems

**TOTAL** **30**

Students from Florence complete the following exams from the program in Amiens

Third year - First semester	Number of hours	ECTS
English language	24	2
Second language: French for foreigners	15	1
General knowledge	18	2
Contract law	15	2
Project management	18	2
Human resources management	18	1
Management accounting	18	2
Production management	18	1
Brand and innovation management	18	2
Business strategy	15	1
Business Intelligence	15	2
<b>4 specialisations International business</b>	72	8
• International Negotiation		
• International Marketing and communication		
• International market intelligence		
• International Finance		
Debates	9	2
Employment Week	24	2
<b>TOTAL</b>		<b>30</b>

Third year - Second semester	Number of hours	ECTS
<b>4 Specialisations International business</b>	72	8
International HR strategy		
Consumer Behaviour		
Supply chain Management		
Business Ethics		
Introduction to research + Bachelor thesis	18	6
Internship (4 months) + report + oral defence		16
<b>TOTAL</b>		<b>30</b>

*Annex 3*  
*Grades conversion*

ESC AMIENS	UNIFI
20-19	30 cum laude
18-15	30
14	29
13	28
12	27-26
11	25-24
10	23-22
9	21-20
8	19-18

*Annex 4**Bachelor thesis grades conversion*

1 – The grade obtained in the Bachelor thesis shall be converted as follow:

AMIENS	UNIFI
8-10	1
11-12	2
13-20	3

2 – A diploma with distinction (110 cum laude) may be awarded only if the final grade for the thesis is equal to 19-20