



DUAL DEGREE AGREEMENT BETWEEN THE XX BUSINESS SCHOOL AND THE CHAPMAN GRADUATE SCHOOL OF BUSINESS AT FLORIDA INTERNATIONAL UNIVERSITY

This document describes the terms under which XX Business School and the Chapman Graduate School of Business (the "Chapman School") at Florida International University, Miami, Florida ("FIU") can offer their graduate business students an opportunity to do part of their graduate studies in each other's campuses with the possibility of obtaining degrees from both institutions. The basic premise of this proposal is that eligible students will be able to select from one of the following options:

- (1) commence their studies at XX BUSINESS SCHOOL MBA program and complete all core and required courses there, and then transfer to the Masters of International Business ("MIB") program at the Chapman School at FIU for two consecutive semesters;
- (2) enroll in FIU's MIB program for two semesters and then attend a major portion of the MBA program at XX BUSINESS SCHOOL; or
- (3) enroll in FIU's International MBA program and attend a special customized summer program at XX BUSINESS SCHOOL.

At the successful conclusion of their studies in the first two instances, the student will receive two degrees: an MBA from XX BUSINESS SCHOOL and an MIB from the Chapman School at FIU. In addition, XX BUSINESS SCHOOL students abiding of this program will have the option to apply for a twelve-month Optional Practical Training (OPT) internship at a U.S.-based corporation following the conclusion of their studies at FIU. Students participating in option (3) above will receive a certificate of participation in the program from XX BUSINESS SCHOOL in addition to their MBA degree from FIU. These three options are described in greater detail below.

I. DUAL DEGREE PROGRAM: MBA at XX BUSINESS SCHOOL and MASTER OF INTERNATIONAL BUSINESS at FIU

The MIB is designed primarily for students who already have considerable business background and wish to pursue a career in the dynamic global or regional business environment. The objective is to prepare professionals with a range of advanced skills in international management that go beyond those obtained in a traditional BBA or MBA program. As the title of most of the courses imply, they emphasize the international dimension of business management and add a

specific orientation to issues relevant in the context of The Americas. The MIB also offers a unique international corporate consulting project as a capstone experience in which students have the opportunity to work with local, regional or global businesses in solving real international business issues.

The MIB is an accelerated, fully accredited program that consists of 36 credit hours of course work (9 courses of 3 credit hours each, 2 three-credit electives, and three one-credit seminars). Students in this dual degree program will receive credit for one third of the program based on their prior work at **XX Business School**.

The Chapman School will accept up to 10 nominations of **XX BUSINESS SCHOOL** students per year for participation in the dual degree program, following the successful completion of core courses in their MBA program. In addition, the Chapman School welcomes applicants who have completed the MBA program at the **XX BUSINESS SCHOOL** in the previous two years (currently 2005-2007) and would like to take advantage of this opportunity for a dual degree.

Among the many benefits offered by participation in the MIB program are the following:

- The MIB is a Master's degree program fully accredited by the International Association to Advance Collegiate Schools of Business (the AACSB International).
- The program contains an intensive graduate business curriculum with emphasis in all global aspects of doing business internationally, with specific attention to the business environment in The Americas.
- The program includes a high level of personal service and support.
- Foreign students have the option to perform an Optional Practical Training internship for one full year following the conclusion of the academic curriculum.

The general admissions requirements include:

- Complete an online Graduate Application for Admission that can be obtained at: gradschool.fiu.edu by clicking on "Graduate Admissions". The Application can be submitted either online or in paper form. The MIB program will cover the application fees.
- A Bachelor's degree from an accredited university with an undergraduate GPA equivalent to 3.0 out of 4 in upper division courses.
- A score of 550 or better on the TOEFL (213 on the computer based test; 80 on the Internet based test) for students whose native language is not English.
- Successful completion of the core fundamentals in the MBA postgraduate program at **xx business school**, including a GPA (cumulative grade point average) of 3.25 out of 4, or its equivalent value, in these courses. Given the nature of the MIB program, it is expected that students will have command of all basic business subjects, such as accounting, finance, marketing, statistics, computer skills, operations, human resource management, etc., prior to attending the MIB program.
- Official transcripts of all previously attended universities (undergraduate and graduate) in a sealed university envelope.
- Official proof of any degrees obtained: a notarized copy of the original diploma is required.
- All international documents in foreign languages must be translated into English by an official translation agency.
- A letter of recommendation from the Dean or the Director of the MBA program at **xx business school**.
- A current resume of past professional experience.
- Any other standard FIU requirements pertaining to Graduate Admissions.

Degree requirements

Participants in the dual MBA-MIB program who start their studies at **XX BUSINESS SCHOOL** must first successfully complete all core fundamental courses plus any other designated requirements in the **XX BUSINESS SCHOOL** MBA program as stipulated below. They will then transfer to FIU where they must complete 24 credit-hours of coursework at The Chapman School in order to earn the MIB degree. This course load has to be achieved within two consecutive academic semesters.

Students pursuing the Dual Degree program at FIU are required to take the entire series of three one-credit seminars (MAN 6930 A-C) and seven additional 3-credit courses, six of which must come from the list of required core courses (and including MAN 6679, a project oriented course). The MIB Faculty Director must approve their choice of courses in writing. The current list of courses is included in **Appendix A** attached hereto, although it may be unilaterally modified by Florida International University at a later point.

All incoming students will be required, during the first month of classes, to take a 16-hour workshop in Accounting. The purpose of this workshop is to ascertain that students have the necessary background in the field and a clear understanding of U.S. accounting standards. Students must pass this workshop with at least a B grade (there is no charge for this workshop). Otherwise, they must register, and pay the corresponding tuition for the Accounting class (ACC 6026) in the FIU Evening MBA program, and pass it with a grade of B or higher. Also, the MIB Faculty Director will determine if incoming students are required to take a written exam on Quantitative Methods. If they are required to do so, and do not pass the exam, they must take a 16-hour workshop on Quantitative Methods (there is no charge for this workshop).

The Chapman School will grant each participant a maximum of twelve (12) credit-hours towards the completion of the MIB degree for work done at **XX BUSINESS SCHOOL**. Given the flexibility of the MIB program, students in the dual degree program will be capable of choosing from a wide variety of courses in order to satisfy these requirements.

Entry into the Dual Degree program at FIU can take place at the start of any one of our three annual university terms: Fall term usually begins in late August, Spring term in early January, or Summer term in mid May.

Fees

Based on current FIU tuition rates, the prorated cost of the 24 credits in the MIB Program is \$16,000 for **XX BUSINESS SCHOOL** students. Program fees may increase in future academic years.

II. DUAL DEGREE PROGRAM: MIB at FIU and MBA at **XX BUSINESS SCHOOL**

FILL IN AS NECESSARY

Admission requirements for the MBA Program at **XX Business School**

FILL IN AS NECESSARY

Fees at **XX BUSINESS SCHOOL** for the portion of the MBA program required of these students will be **€XXXXX**, equal to 75% of the overall fees. For those remaining also during the Project Work there will be an additional fee of **XXXXX€**.

III. Summer Study by FIU IMBA Students at **XX BUSINESS SCHOOL**

Students in the International MBA program at FIU have the option of conducting a Study Abroad experience during their last term in the program. Normally, this includes a minimum of two courses at the host university that might include some directed graduate coursework on aspects of the local or regional economy, industry or business practices.

The exact nature and scope of this summer educational experience needs to be determined prior to the arrival of the students at **XX BUSINESS SCHOOL** in mid May. They will have to return to the United States no later than early August. In addition to the academic portion of the program, we would appreciate it if **XX BUSINESS SCHOOL** can provide the IMBA students/office with:

- Assistance in securing housing prior to the students' arrival.
- Support from an advisor who will greet the students at the University and provide guidance in terms of the classes and other related academic and cultural matters.
- A list of available on campus services (e.g. Internet, library access)
- Official transcripts sent to the IMBA office within 2 weeks of completion of program.

For the Summer study abroad program, FIU will indicate at least 4 months in advance the number and names of its participating IMBA students, their tentative dates of arrival and departure, and the number of courses/credits they must take in order to satisfy their program requirements.

XX BUSINESS SCHOOL will propose a budget for these activities to be approved by FIU at least 8 weeks before the start of the Summer program. Payment will be made directly by FIU to **XX BUSINESS SCHOOL** for this program.

IV. OTHER PROGRAM CHARACTERISTICS AND CONDITIONS

Internships and Career Services

All participants in the Dual Degree program will have access and full rights to the services provided by the Chapman School's and **XX BUSINESS SCHOOL** Offices of Career Management Services. Foreign students attending the FIU program who meet certain eligibility requirements may apply for the Optional Practical Training program described in **Appendix B** attached hereto.

Use of Logos and Brands

Except as otherwise authorized in writing by the Chapman Graduate School of Business at Florida International University, **XX BUSINESS SCHOOL** shall do business in its own name and shall not trade upon the name or credit of the Chapman School or FIU. All brochures, advertisements or other solicitations for the program that include reference to Florida International University or its Chapman School shall be subject to FIU's prior written approval. This agreement confers no rights upon **XX BUSINESS SCHOOL** to use the logos, marks and likeness of FIU or its Chapman School in any advertising other than for the Dual Degree program and in a manner consistent with the provisions of this paragraph.

Except as otherwise authorized in writing by the **XX BUSINESS SCHOOL**, Chapman Graduate School of Business at Florida International University shall do business in its own name and shall not trade upon the name or credit of the **XX BUSINESS SCHOOL**. All brochures, advertisements or other solicitations for the program that include reference to **XX BUSINESS SCHOOL** shall be subject to **XX BUSINESS SCHOOL's** prior written approval. This agreement confers no rights upon Chapman to use the logos, marks and likeness of **XX BUSINESS** in any advertising other than for the Dual Degree program and in a manner consistent with the provisions of this paragraph.

Additional Provisions

This Agreement shall be interpreted according to the laws of the State of Florida; including the provisions of Florida law regarding conflicts of law, regardless of where the obligations undertaken herein are to be performed.

The term of this Agreement shall be for three years commencing on the latest date of execution by the parties. The Agreement may be renewed for additional periods of time upon the mutual written consent of the parties subject to such terms and conditions as the parties shall determine in writing.

If, as a result of an act of force majeure, including without limitation, an act of God, war, riot, labor dispute, strike, threat thereof, intervention of a government agency or instrumentality or other occurrence beyond the reasonable control of either party, either party is hindered in performing its obligations under this Agreement, then, in such event, that party shall have the right, upon notifying the other party of the occurrence of force majeure, to suspend performance under the Agreement until the event of force majeure has passed. In the event that either party is unable to perform for a period of excess of two (2) months, the other party may, at its option, terminate this Agreement.

Any notice required or permitted under the provisions of this Agreement shall be effective when personally delivered or sent by first class mail, return receipt requested as follows:

If to FIU: **Name Last Name, Dean
XX BUSINESS SCHOOL-
ADDRESS**

If to FIU: Tomislav Mandakovic, Associate Dean
The Chapman Graduate School of Business
Florida International University
Miami, FL 33199 USA

The performance of FIU pursuant to this Agreement must comply with and is subject to the Constitution and laws of the United States of America and of the State of Florida and the Rules and Regulations of the Florida Board of Governors and Florida International University. The Florida Sunshine and Public Records Law apply to all aspects of this Agreement.

This Agreement may be terminated without cause by either party upon six (6) months' advance written notice. Notwithstanding this provision, any students participating in existing programs will be allowed to complete their degree program.

In the event of a breach of this Agreement, the non-breaching party shall provide thirty (30) days advance written notice of its intent to terminate this agreement. The breaching party shall be given the opportunity to cure the breach within that time. If the breach is not cured or reasonable assurance of the ability to cure is not given or is not accepted, then the termination shall be effective at the end of the thirty (30) day period.

Agreed to on this day: _____

For **XXXX**:

For The Florida International University
Board of Trustees:

NAME LAST NAME
Dean
XX BUSINESS SCHOOL
CITY, COUNTRY

Douglas Wartzok, Ph.D.
Vice President, Academic Affairs
Florida International University
Miami, Florida, U.S.A.

APPENDIX A MASTER OF INTERNATIONAL BUSINESS — COURSES

Required Seminars

Introduction to International Business — 1 credit (MAN 6930A)¹

This is a one-credit “orientation” seminar that will be offered at the beginning of each semester for students entering the program at that point. It is intended to provide the students with a bird’s eye view of the field and to challenge them to tackle the specialized courses that follow. It consists of an IB simulation, lectures on the nature of international business, and a cross-cultural simulation.

Current Events Seminar — 1 credit (MAN 6930B)

This seminar is intended to expose the students to a whole array of current issues that are affecting the growth and conduct of international business, particularly in The Americas. Questions such as environmental policies, labor issues, the expansion of the FTAA, adjustment policies, competition policy, etc., will be discussed by experts and invited speakers, both in and out of the university, including senior executives from international companies. Students have to produce a paper in one of the covered subjects to satisfy the course requirements.

Seminar on International Entrepreneurship — 1 credit (MAN 6930C)

The purpose of this seminar is to incite MIB students to explore the realm of new venture initiation and to think in entrepreneurial terms. The seminar will include at least 6 lecture/discussions and some panel sessions each semester. Students have to produce a paper summarizing a new international business idea in order to satisfy the course requirements.

Core Courses

The International Business Environment — 3 cr. (MAN 6606)

This course deals with the environmental variables that impact the conduct of business across borders. It covers both economic and socio-political analysis in terms of how they impact and shape the conduct of international trade and investment. Students are also exposed to the major global and regional institutions that regulate trade and finance, and the major climatic, geographic, demographic and social movements that are shaping the business world.

International Management — 3 cr. (MAN 6601)

The course deals primarily with the managerial practices and functions that characterize successful international corporations. It covers issues of organizational structure, planning and budgeting systems, management development and human resources, ethics, cross-cultural issues, the applicability and adaptation of culture-bound policies, communications, and the management of multi-cultural teams. Emphasis is placed on the processes by which multinational organizations are managed, including conflict management, multi-country integration mechanisms and negotiation strategies. Particular attention is paid to cultural differences underpinning different managerial styles and practices. It will include a discussion of managing an international career.

International Accounting — 3 cr. (ACG 6255)

Course deals with a comparative analysis of accounting concepts and practices in different countries and the convergence of international accounting standards. Focus is on the problems associated with accounting in multinational corporations, including the transfer of funds and income measurements, consolidation problems, issues in transfer pricing, and policies appropriate for international mergers and company valuation for acquisitions.

¹ The course MAN 6930 is listed as Master’s Seminar in Management and can be taken for 1-3 credits.

Global Financial Strategies — 3 cr. (FIN 6644)

This is a survey course of the international financial environment and the policies involved in managing the financial function in multinational corporations. Also covered are the role of major multilateral financial institutions, international capital flows and the management of financial risks in international markets. Foreign exchange risks, hedging policies, and international capital budgeting are also treated. The role of the CFO in determining policy is also a central theme of the course.

Managing Global Production and Technology — 3 cr. (MAN 6617)

An exploration of the management of technology and its relationship to the dynamics of globalization of production in both manufacturing and service industries. Course focuses primarily in the management of international supply chains and on the coordination of manufacturing and service activities across different geographies. In addition to analysis of corporate logistics, the course emphasizes international business process outsourcing and the modeling of international business problems.

International Marketing — 3 cr. (MAR 6158)

This course discussed the nature and scope of international marketing and explores problems facing multinational firms and other international marketing organizations, together with strategies for foreign market penetration.

International Business Law — 3 cr. (BUL 6850)

This course analyzes the legal environment and problems facing international and multinational corporations. Topics may include a description of international regulatory institutions and frameworks, international trade and investment law, extraterritoriality of antitrust law, regulation of technical transfers, securities law, etc.

International Business Policy — 3 cr. (MAN 6635)

Emphasis is on analysis of corporate strategies in a rapidly developing and changing world environment. Includes discussion of forecasting, planning, and contingency strategies. The course is taught by the case method and stresses the environmental and institutional constraints on decision making within the organization.

Master's Project in International Business — 3 cr. (MAN 6679)

This course will be offered each semester and serves as synthesis to the program. Students will be organized in multinational groups and assigned to a local or international company or non-profit organization that has agreed to participate in the program by contributing a current strategic or operational issue that they are facing. Working in teams, under the supervision of a faculty member, the students will research the problem, analyze the data obtained, and present recommendations to management.

Elective Courses (the actual number offered each semester varies)**Global Applications of Information Technology — 3 cr. (ISM 6225)**

The course focuses on the use of information technology in the international arena, such as in fostering communications within a multinational company, international use of e-commerce, CRM systems that cut across national boundaries, etc. Topics include transborder data flows, global telecommunication connectivity, management of IT in multinational companies, privacy laws in different countries, etc.

Special Topics in International Business — 3 cr. (MAN 6675)

This course allows the students to focus on a particular problem, industry or area of the world and examine all relevant aspects of that environment from a business perspective. Faculty from around FIU as well as from our partner institutions around the world will be invited to offer different seminars in their specific area of interest. Topics and focus will vary from semester to semester based on the interests and availability of the faculty.

Global Accounting Auditing and Financial Strategy — 3 cr. (ACG 6257)

Evaluation of U.S. GAAP and International Accounting Standards and the international dimensions of auditing. Consideration is given to geopolitical issues, international organizations, and the role of regulators.

International Bank Management — 3 cr. (FIN 6625)

Management of the international banking function; setting goals and developing strategies, establishing an organizational structure and managing operations. International banking services. Foreign lending, risks, restraints, and portfolio considerations. International banking trends and implications for regulation.

Latin American Financial Markets and Institutions — 3 cr. (FIN 6656)

An evaluative overview of the money and capital markets of Latin America. Topics include review of the most recent literature on regulations and deregulation, globalization, regional markets, privatization, banking innovations, the role of foreign banks, and currency boards in Latin America. Applicable cases will be discussed.

Problems in Comparative Management — 3 cr. (MAN 6603)

Discussion of literature, readings and cases, aimed at underscoring the differences and similarities in management behavior in different countries and cultures. General instruction in obtaining and utilizing comparative data on management differences.

International Human Resource Management — 3 cr. (MAN 6626)

Decisions about how to recruit, train, compensate, and manage global employees. Cross-cultural differences in values. Managing international assignments.

Other courses offered by various university departments, such as Economics, International Relations and Sociology, the program on Latin American and Caribbean Studies, and the School of Hospitality and Tourism Management, will be selected and listed as approved electives by the program faculty.

APPENDIX B
MASTER OF INTERNATIONAL BUSINESS
OPTIONAL PRACTICAL TRAINING (OPT)

Eligibility for Employment:

A fundamental eligibility requirement for all types of employment (on or off campus) is for a student to **continuously maintain lawful F-1 status**. Maintaining lawful F-1 status includes, at a minimum, the following:

1. Student must have a valid passport at all times;
2. Student must hold a valid FIU I-20 properly processed either through ISSS or by travel and re-entry;
3. Student must be registered full-time each academic semester. Under immigration regulations, "full-time enrollment" is defined as enrollment for **at least 9 graduate-level credits for graduate students**.
4. Student must also be in good academic standing and "make normal progress towards completion of degree," which means maintaining the minimum GPA of at least 3.0 for graduate students.

Practical training is employment that is directly related to a student's major or field of study. Students must have been on valid F-1 status for at least two consecutive semesters prior to application for practical training, although application is allowed 90 days prior to the conclusion of their studies.

OPT is limited to an aggregate total of 12 months. Authorization is granted by a Service Center of the U.S. Immigration and Citizenship Service (USCIS). An FIU ISSS advisor will recommend OPT for an FIU international student in F-1 status who has met **all eligibility requirements**. An application fee is charged by USCIS.

Student may choose to apply for OPT either before graduation (pre-completion of degree) or after graduation (post-completion of degree). Any period used before graduation is deducted from the 12 months available. **Students are required to attend a *Practical Training/Employment Workshop* in order to be eligible to apply for OPT**. More detailed information (application procedure, documents needed, etc.) is provided at the workshop. **Students must CHECK WITH ISSS FOR WORKSHOP SCHEDULE and APPLICATION DEADLINES**. The MIB program will facilitate these workshops and keep the students informed as to their availability.

Students must have attended an ISSS Employment/Practical Training Workshop before they can apply for OPT through ISSS on an appointment basis. They must bring all applications forms and other required documents at the time of appointment with an ISSS advisor.

IMPORTANT: Students must obtain proper authorization before engaging in any off-campus employment (whether it is paid or non-paid). If a student falls out-of status at any time during his/her employment (i.e., drops a class and falls below the full-time requirement or his/her passport expires), then student must stop working immediately.

**APPENDIX C
MASTER OF BUSINESS ADMINISTRATION**

ELECTIVE COURSES

Advanced Supply Chain Management (2 cr.)
Corporate Restructuring (2 cr.)
Design Management (2 cr.)
Economics of Innovation (2 cr.)
ICT & Marketing (2 cr.)
ICT & Strategy (2 cr.)
ICT Technology (2 cr.)
International Business (2 cr.)
Lean manufacturing & Services (2 cr.)
Listing Techniques & IPOs (2 cr.)
Luxury Management (2 cr.)
Managing long term relationships with customers (2 cr.)
Managing Technology-based new Ventures (2 cr.)
Portfolio Management & Asset Allocation (2 cr.)
Private Equity. (2 cr.)
Project Management (2 cr.)
Service Delivery System Design & Management (2 cr.)
Service Strategy & Organisation (2 cr.)
Strategic Design Workshop (2 cr.)