



UNIVERSITY
OF PAVIA



Department of
Economics &
Management

SCHOOL OF MANAGEMENT

iaelyon



DOUBLE DEGREE AGREEMENT

TO THE INTERNATIONAL FRAMEWORK COOPERATION AGREEMENT

between

iaelyon SCHOOL OF MANAGEMENT - UNIVERSITÉ JEAN MOULIN

and

**THE DEPARTMENT OF ECONOMICS AND MANAGEMENT OF THE
UNIVERSITY OF PAVIA**

iaelyon School of Management - Université Jean Moulin and the Department of Economics and Management of the University of Pavia, taking into account the evolution of graduate studies in Europe and the development of the graduate degree in their respective institutions, agree to the present addendum.

The principle objective of this addendum is the implementation of a double degree program based on the mutual recognition of courses that lead to a degree that is legally recognized in the countries that implement the program in question.

The two institutions

AGREE THAT:

Art. 1 –Attributable Titles

The Department of Economics and Management, University of Pavia and iaelyon School of Management - Université Jean Moulin will grant the Master of Science to students registered in the program described in the following articles in the field of studies taught:

- for the Department of Economics and Management, University of Pavia: Laurea Magistrale in *International Business and Entrepreneurship (hereafter MIBE)*;
- for iaelyon School of Management - Université Jean Moulin «Master's in International Management - International Business Realities Program » (*hereafter IBR*)

Art. 2 Legal framework

The partner institutions are authorized to award double degrees in the framework of their international cooperation agreement.

The following French legal texts frame the implementation of the International framework cooperation agreement for the award of double degrees:

- Code of education, Art. D123-15 and following and Art. D 619-17 and following;
- Ministerial order dated 24/06/2016.



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The following Italian legal texts framed the implementation of the International framework cooperation agreement for the award of double degrees:

- DM 270/2004 art. 3, c. 10, which provides that Italian Universities may award diplomas / degrees in collaboration with foreign Universities;
- Art. 15 University Academic Regulations for courses of study; of University of Pavia;
- Art. 20 c. 2 lett. I of the Statute of University of Pavia;
- Art. 9 of MIBE course Regulations (art. 12 - D.M. 22 October 2004 n. 270);

Art. 3 – Steering Committee

The partners, in close collaboration, assure the monitoring of the double-degree program.

A steering committee ensures and guarantees the quality of the curriculum. The committee is composed of an Academic Advisor and an Administrative Coordinator from each of the two partner Universities. These representatives guarantee the respect of academic standards of their own University in the framework of the implementation of the program. They are fully competent to represent the program to external partners and to coordinate the implementation of a coherent curriculum. They are also responsible for the mentoring of students as well as to all issues relating to the admission in the curriculum.

Each partner is required to appoint an academic advisor for the program:

<p>iaelyon School of Management - Université Jean Moulin Academic Advisor Paul-Marc COLLIN</p> <p>Academic Director of the Master 2 International Business Realities iaelyon School of Management 1C, avenue des Frères Lumière CS 78242 69372 Lyon cedex 08 France</p> <p>jerome.rive@univ-lyon3.fr</p>	<p>DE&M - Department of Economics and Management Academic Advisor BIRGIT HAGEN</p> <p>Double Degree (MIBE) Coordinator Department of Economics and Management Via S. Felice al Monastero, 5 27100 Pavia Italy</p> <p>birgit.hagen@unipv.it</p>
<p>Administrative Coordinator at iaelyon School of Management Astrid RAUBER (outgoing students) & Micaela HENRIQUES (incoming students)</p> <p>1C, avenue des Frères Lumière CS 78242 69372 Lyon cedex 08 France</p> <p>iaelyon.mobilite@univ-lyon3.fr</p>	<p>Administrative Coordinator at the Department of Economics and Management Federico FRANCESCHINI</p> <p>Via S. Felice al Monastero, 5 27100 Pavia Italy</p> <p>double-degree.dem@unipv.it</p>



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The pedagogical team consists of faculty members and Researchers who participate in the double-degree program in both universities, and of external speakers.

Art. 4 – Skill Level Language

Each institution will provide, through the process of double-degree selection, to test knowledge of English for their outgoing students.

At University of Pavia, the required level of language skills, in the framework of this program, correspond to level B2 of English as described in the “European Language Portfolio” from the Council of Europe.

At iaelyon School of Management - Université Jean Moulin, the required level of language skills, in the framework of this program, correspond to level B2 of English as described in the “European Language Portfolio” from the Council of Europe.

Art. 5 – Selection procedures

Candidates are selected by their home Universities based on academic criteria and motivation.

The results of the selection phase will be transferred by the home University to the host University at the latest in late May preceding the start of the academic year of mobility and each folder should contain:

- CV of applicant;
- Copy of Bachelor degree;
- Filled application form;
- Nomination letter for the double-degree program from the home University.

The host University takes the final decision on the admission of the selected candidates.

A maximum of five (5) students by academic year and by University may participate in the double-degree program.

Art. 6 – Educational requirements of the student

The cooperation during the second cycle is based on the mutual recognition of the first cycle of University studies. Only students with a Bachelor's degree and having obtained at least 180 ECTS in the field of Business Studies are allowed to participate in the double-degree program. The acceptance of students from both partner Universities to participate in the double-degree program shall be subject to the following conditions:

- Hold a Bachelor's degree and have at least 180 ECTS in the fields of Business and/or Economics studies;
- Have the adequate knowledge of the English language.



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Art. 7 – Student services

When they register at iaelyon School of Management - Université Jean Moulin, students will get a student card.

They can also request a “UNIPASS card” when they will register at University of Pavia, to travel on the lines of the city bus.

Art. 8 – Student registration

Students participating in the double-degree program will be registered simultaneously, during their year abroad at the partner institution, both at their home institution and at the partner institution, however they will be exempted from registration fees in the latter and they will pay registration fees only at their home institution.

Students participating in the double-degree program and holding a European health insurance card will not be subject to any social security payment in the country of their host University.

Students enrolled in the double-degree program shall have the required insurance coverage, according to the rules of the partner Universities.

Art. 9 – Double-degree Program

The double-degree program will cover a two-year period in which will be acquired 120 ECTS.

In order to satisfy the requirements of the curriculum of the University of Pavia, students participating in the double-degree program (both Italian and foreign) must acquire, in the two years, the number of credits indicated in the current study plan of the considered period for the subject areas listed below:

- Economics area
- Business area
- Mathematics / statistics area
- Juridical area

In order to satisfy the requirements of the curriculum of iaelyon School of Management - Université Jean Moulin, students participating in the double-degree program must acquire, in the two years the number of credits indicated within the fields of study indicated in the study plan approved by the Dean of iaelyon School of Management.

(The student may satisfy the above constraints with exams taken at the home University or host University).

Art. 10a – Students of iaelyon School of Management - Université Jean Moulin who make their mobility to Pavia will complete in Pavia the entire second year (terms 3 and 4) of the master’s to obtain the MIBE Master.

These students will study the 1st year of the program at their home University and in the 2nd year, they will enroll in the MIBE Master’s, according to the rules that apply to students at the University of Pavia, accordingly within the Appendix. After admission, the University of Pavia will recognize the courses, which the student has completed at the home University according to the present Agreement between both partner Universities.

To enroll in the second year at University of Pavia, students shall certify to have acquired 60 credits corresponding to the 1st year of the study program. It is the responsibility of the Administrative Coordinator of iaelyon School of Management - Université Jean Moulin, to send to the Administrative Coordinator of Pavia, a



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UNIVERSITÉ LYON III
JEAN MOULIN

transcript of records of passed exams at the Home University, which should contain at least the following information:

- Student's name;
- Date of birth;
- Sending institution;
- Foreign Master's courses enrolled in;
- Exams taken;
- Exams grades;
- Number of ECTS acquired

In their second year, students of iaelyon School of Management - Université Jean Moulin at Pavia must follow the below:

ECTS required	Details of educational activities
60 ECTS	Courses: 33 ECTS
	Language course 3 ECTS: Corso di lingua italiana per studenti stranieri, (to be compulsorily chosen by foreign students who do not have an Italian language certification level B1)
	Master Thesis: 24 ECTS

The curriculum that the student will prepare has to ensure compliance with the requirements of art. 8, considering the courses already passed at the home University.

Art. 10b – Students of Pavia on exchange at iaelyon School of Management - Université Jean Moulin will complete at iaelyon School of Management - Université Jean Moulin their full second year (semesters 3 and 4) of the master's to obtain the title in "Master's in International Management – International Business Realities Program" according to the Appendix.

These students will study the 1st year of the program at University of Pavia and in the 2nd year, they will enroll in the Master's "Management et Commerce International – International Business Realities Program", according to the rules that apply to students at iaelyon School of Management - Université Jean Moulin. After admission, iaelyon School of Management - Université Jean Moulin will recognize the courses, which the student has completed at the home University according to the present Agreement between both partner Universities.

To enroll in the second year at iaelyon School of Management - Université Jean Moulin, students shall certify to have acquired 60 credits corresponding to the 1st year of the study program. It is the responsibility of the Administrative Coordinator of Pavia to send to the Administrative Coordinator of iaelyon School of Management - Université Jean Moulin, a transcript of records of passed exams at University of Pavia, which should contain at least the following information:

- Student's name;
- Date of birth;
- Sending institution;



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- Foreign Master's courses enrolled in;
- Exams taken;
- Exams grades;
- Number of ECTS acquired

In their second year students of Pavia at iaelyon School of Management - Université Jean Moulin must follow the below:

ECTS required	Details of educational activities
60 ECTS	Courses: 48 ECTS
	One course during the international week (winter): 2 ECTS
	Internship: 6 months: 2 ECTS
	Thesis and defence: 8 ECTS

Art. 11. – Master's Thesis

Students participating in the double-degree program will complete the defence of their master's thesis at the host University (i.e. Pavia students will defend their master's thesis in Lyon and iaelyon students will defend their master's thesis in Pavia) under the supervision of a tutor from one of the two partner Universities. Students from the University of Pavia will however be required to defend their thesis at their home University as well.

Students if they wish, can obtain the release of the paper version of the Italian Degree, requesting it at the general secretariat of students and paying the required fee.

Art. 12 – Withdrawal from the Program

In the event that a student decides to withdraw from the double degree program, he/she can apply to transfer to the Home University the credits obtained at the host University according to the ECTS system.

Art. 13 – Obligations of participants

a/ Obligations on the part of both partners towards the students are summarized below:

Home University:

- Recruit, select and prepare the students participating in the program according to the conditions in article 4;
- Ensure that students fulfill the requirements for admission as per article 5;
- Transmit the applications of the selected candidates according to the procedure described in article 4;
- Register the candidates at the home University throughout the entire length of the exchange program;
- Ensure that students have taken out the required insurance policies (health, public liability).



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Host University:

- Inform the accepted students about the visa application procedure for non-European citizens;
- Exempt the incoming students from tuition fees;
- Host and orient the exchange students;
- Help the exchange students find housing upon request without any responsibility attaching to it in this respect;
- Offer study guidance for the students;
- Transmit a record of the hosted student's grades according to the procedure at art. 9a and 9b.

b/ Obligations on the part of the students participating in the exchange program:

- Obtain a visa for non-Europeans, if needed;
- Pay tuition fees at the home University before the beginning of the exchange period;
- Respect the rules and regulations of the host institution;
- Pay for room and board during the exchange period;
- Have the mandatory insurance coverage, pay potential medical costs and provide proof of public liability insurance.
- Other expenses to be borne personally and exclusively by the students include especially travel costs, additional health insurance or any other insurance, purchase of pedagogical material.

Art. 14 - Data protection

Given that the Jean Moulin University Lyon 3 and University of Pavia are both subject to the 2016/679 (EU) Regulation of the European Parliament and Council of 27 April 2016, the Parties agree to comply with the security conditions and measures required for protecting the personal data of any natural person impacted by the implementation of the Agreement hereof.

Transfers of personal data will comply with European regulations on personal data protection and will take place within the following frame:

- **Data Exporter:** The Data Exporter is Jean Moulin Lyon 3 University – University of Pavia
- **Data Importer:** The Data Importer is University of Pavia - Jean Moulin Lyon 3 University
- **Data subjects:** The personal data transferred concern the following categories of Data Subjects: Students, Teaching staff, administrative staff
- **Purposes of the transfer:** The transfer is necessary for the following purposes: Mobility, exchange, joint or double diploma
- **Categories of data:** - The personal data transferred fall within the following categories of data: Name, address, nationality, emails, phone number, age and gender
- **Sensitive data:** The personal data transferred fall within the following categories of sensitive data: e. g.: religion, race, sexual orientation
- **Recipients:** The personal data transferred may be disclosed only to the following recipients or categories of recipients i.e. international office, registration office, examination department, etc. (keep appropriate category)



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Art. 15 – Use of trademark

The partners agree to use their name and logo on all promotional material, literature on the program and other documents related to the program.

Art. 16 – Commitment to the goals

Each University will have to commit to achieving the objectives of the international program here above.

Art. 17 – Dispute resolution

If there is any dispute, the parties agree to negotiate in good faith and in the first instance the dispute shall be referred to the Academic Advisor of each Party.

If a dispute cannot be resolved by the Academic Advisor of each party, the dispute shall next be referred to the nominated senior representatives of each party. Any decision reached by the senior representatives will be binding on the parties.

Art. 18 – Term of the Agreement

This agreement shall become effective for a period of 5 (five) academic years, starting from academic year 2025/2026. The agreement may be amended or terminated by either party by sending appropriate information through written letter of intent at least 6 (six) months in advance.

In this event, all undertakings with respect to the exchange in progress shall be honoured for the period originally agreed.

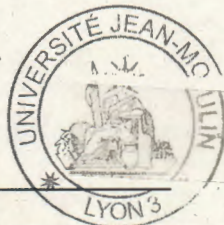
In witness whereof, the parties below have entered their signatures:

Drawn up in 2 original copies in the English language.

For Université Jean Moulin

Date:

President Gilles BONNET



For the Università degli Studi di Pavia

Date:

Rector: Francesco SVELTO

For iaelyon School of Management

Université Jean Moulin

Date: 15/10/24

Dean Marie-Christine CHALUS



For the Department of Economics and Management

Date: 03.12.2024

Director Eduardo ROSSI



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Appendix

Master's Double-degree program

In between

**Master's in International Management
«International Business Realities Program»
iaelyon School of Management
Université Jean Moulin**

and

**Laurea Magistralis in International Business and Entrepreneurship
Specializations in «International Management» «Digital Management» and «Sustainable
Management»
Department of Economics and Management
University of Pavia**



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**Master's degree in International Business and
Entrepreneurship - «IM»***

**Master's degree in International Management
- «IBR»***

2nd year: University of Pavia 60 ECTS

Students must acquire 60 ECTS according to MIBE study plan

3rd term:	18 ECTS
*International Accounting and finance	6 ECTS
*International economics & policy	6 ECTS
*Global value chain and sustainability	6 ECTS
or	
*Corporate reputation and storytelling	6 ECTS
4th term:	42 ECTS
*Career Orienting and	3 ECTS
*Corso di lingua italiana per studenti stranieri	3 ECTS
*3-6 months full time internship	6/12 ECTS,
Or	
one/ two elective courses	6/12 ECTS
**Master Thesis and defense	24 ECTS

**Master's degree in International Business and
Entrepreneurship - «DM»***

2nd year: University of Pavia 60 ECTS

Students must acquire 60 ECTS according to MIBE study plan

3rd term:	18 ECTS
*Economics of innovation and industrial dynamics	6 ECTS
*Corporate finance	6 ECTS
*Digital marketing and crypto strategies	6 ECTS
Or	
*Behavior design for strategic management	6 ECTS
4th term:	42 ECTS
*Career orienting and	3 ECTS
*Corso di lingua italiana per studenti stranieri	3 ECTS
*3-6 months full time internship	6/12 ECTS,
Or	
one/ two elective courses	6/12 ECTS
**Master Thesis and defense	24 ECTS

2nd year: Université Jean Moulin 60 ECTS

Students must acquire 60 ECTS according to IBR study plan

3rd term:	30 ECTS
*Consulting	3 ECTS
*Project and product Management	3 ECTS
*International Business Law	3 ECTS
*International Trade Relations	3 ECTS
*International Negotiations	3 ECTS
*Management of Partnerships/Procurement	3 ECTS
*Change Management	3 ECTS
*Organizational Behaviour	3 ECTS
*RSO (e-learning class)	3 ECTS
*Geographic specificities	3 ECTS

4th term:	30 ECTS
*Controlling	3 ECTS
*Risk Management	3 ECTS
*IHRM	3 ECTS
*Leadership and governance in MNOs	3 ECTS
*International innovation	3 ECTS
*Projet de fin d'études	3 ECTS
*International seminar	2 ECTS
*Methodology of the thesis	0 ECTS
*Methodology of the thesis 2	0 ECTS
*Thesis (75%) and defense (25%)	8 ECTS
*6 months internship	2 ECTS

*This study plan refers to the curricula of the Master's program "Master in International Business and Entrepreneurship (specializations International Management, Digital Management and Sustainable Management)" in Pavia and "Master's in International Management (International Business Realities program)" in Lyon and is subject to approval by the University boards of the University of Pavia and the University Jean Moulin.

Students who have an international Italian language certification of B2 level can choose Business analytics with Excel, otherwise "Corso di lingua italiana per student stranieri" is mandatory.

**Dissertations will be written in English. Dissertation jury will consist of one supervisor from one of the partner Universities and at least one additional reader from the other University.

In all cases, a learning agreement must be approved by the home and the host Universities.



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**Master's degree in International Business and
Entrepreneurship - «SM»***

2nd year: University of Pavia 60 ECTS

**Students must acquire 60 ECTS according to MIBE
study plan**

3rd term:	21 ECTS
*Innovation Management	9 ECTS
*International economics and policy	6 ECTS
*Healthcare management	6 ECTS
Or	
*Global value chain (GVC) and sustainability	6 ECTS
4th term:	39 ECTS
*Career orienting	3 ECTS
Or	
*Corso di lingua italiana per studenti stranieri	3 ECTS
*3-6 months full time internship	6/12
ECTS,	
Or	
one/ two elective courses	6/12 ECTS
**Master Thesis and defense	24 ECTS

**Master's degree in International Management
- «IBR»***

2nd year: Université Jean Moulin 60 ECTS

**Students must acquire 60 ECTS according to IBR study
plan**

3rd term:	30 ECTS
*Consulting	3 ECTS
*Project and product Management	3 ECTS
*International Business Law	3 ECTS
*International Trade Relations	3 ECTS
*International Negotiations	3 ECTS
*Management of Partnerships/Procurement	3 ECTS
*Change Management	3 ECTS
*Organizational Behaviour	3 ECTS
*RSO (e-learning class)	3 ECTS
*Geographic specificities	3 ECTS

4th term:	30 ECTS
*Controlling	3 ECTS
*Risk Management	3 ECTS
*IHRM	3 ECTS
*Leadership and governance in MNOs	3 ECTS
*International innovation	3 ECTS
*Projet de fin d'études	3 ECTS
*International seminar	2 ECTS
*Methodology of the thesis	0 ECTS
*Methodology of the thesis 2	0 ECTS
*Thesis (75%) and defense (25%)	8 ECTS
*6 months internship	2 ECTS

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*This study plan refers to the curricula of the Master's program "Master in International Business and Entrepreneurship (specializations International Management, Digital Management and Sustainable Management)" in Pavia and "Master's in International Management (International Business Realities program)" in Lyon and is subject to approval by the University boards of the University of Pavia and the University Jean Moulin.

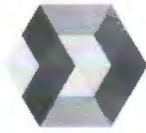
Students who have an international Italian language certification of B2 level can choose Business analytics with Excel, otherwise "Corso di lingua italiana per student stranieri" is mandatory.

**Dissertations will be written in English. Dissertation jury will consist of one supervisor from one of the partner Universities and at least one additional reader from the other University.

In all cases, a learning agreement must be approved by the home and the host Universities.



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APPENDIX B

Grade scale conversion table

	iaelyon School of Management	DEM	Italie thesis Points
Excellent	20	30cl	8
	19,5		
	19		
	18,5		
very good	18	30	7
	17,5		
	17		
	16,5		
Good	16	29	6
	15,5		
	15		
	14,5		
Amply sufficient	14	28	5
	13,5		
	13		
	12,5		
Sufficient	12	27	4
	11,5		
	11		
	10,5		
Insufficient	10	26	3
	9,5		
	9		
	8,5		
Deficient	8	25	2
	7,5		
	7		
	6,5		
Very bad fail	6	24	1
	5,5		
	5		
	4,5		
	4	23	0
	3,5		
	3		
	2,5		
	2	22	
	1,5		
	1		
	0		
	0	20-18	

th