

**Guidelines for the Double Degree
Bachelor Programmes in
Foreign Trade
(Comércio Exterior; University of Fortaleza, Brazil),
Economics
(Ciências Econômicas; University of Fortaleza) and
International Management
(University of Applied Sciences Deggendorf, Germany)
Bachelor 210 ECTS**

University of Applied Sciences Deggendorf, Germany

University of Fortaleza, Brazil

1. Bachelor Double Degree Programmes in Foreign Trade, Economics and International Management (Bachelor 210 ECTS):

The University of Applied Sciences Deggendorf (DEG) and its Brazilian partner, University of Fortaleza (UNIFOR), deepened their close co-operation resulting in the introduction of seven/eight-semester-double-degree-programmes.

Students participating will be awarded the degrees Bachelor of Arts (BA) in International Management (DEG), Bacharel em Comércio Exterior (UNIFOR) or Bacharel em Ciências Econômicas (UNIFOR) after successfully completing the requirements stated in this guideline.

These programmes put the concept of internationalization into practice. The students will spend a minimum of two semesters at the partner institution acquiring international experience and benefiting from a supplementing curriculum with focus on International Management, Foreign Trade and Economics lectures. All courses are held in English or Portuguese and foreign language skills are extending to German (mandatory), Portuguese (mandatory) and possibly Spanish or French.

2. Programme structure for Deggendorf students:

2.1 Requirements

In order to be admitted to the programme the student is required to meet following prerequisites:

- Successful completion of semesters 1-3 which comprises the subjects listed below;
- Portuguese language skills;
- Outstanding study results;
- Completed Bachelor Thesis Seminar; and
- Acquiring a total of 120 ECTS minimum.

- Certification of work placement of minimum 20 weeks – 30 ECTS (can also be done in Brazil)

A maximum number of fourteen Deggendorf students are admitted to the double degree programme per year.

| Modul/Kurs | (SWS) | | | | | | | ECTS | |
|---|-------|--------------|--------------|--------------|--------------|--------------|--------------|------|--------------|
| | SWS | 1. Sem. (WS) | 2. Sem. (SS) | 3. Sem. (WS) | 4. Sem. (SS) | 5. Sem. (WS) | 6. Sem. (SS) | | 7. Sem. (WS) |
| Grundlagen der Unternehmensführung (Principles of Management) | 2 | 2 | | | | | | | 2 |
| Grundlagen der Logistik & Operations Management (Principles of Logistics & Operations Management) | 4 | 4 | | | | | | | 5 |
| Wirtschaftsmathematik (Business Mathematics) | 4 | 4 | | | | | | | 5 |
| Betriebsstatistik (Business Statistics) | 4 | 4 | | | | | | | 5 |
| Internationale Teamentwicklung (International Team Building) | 2 | 2 | | | | | | | 2 |
| Grundlagen des Rechnungswesens (Principles of Accounting I) | 2 | 2 | | | | | | | 2 |
| Human Resource Management (Human Resource Management) | 4 | 4 | | | | | | | 5 |
| Fremdsprache I (Foreign Language I) | 2 | 2 | | | | | | | 2 |
| Mikroökonomie (Principles of Microeconomics) | 2 | 2 | | | | | | | 2 |
| Wirtschaftsinformatik I (Information Technology I) | 4 | | 4 | | | | | | 5 |
| Wirtschaftsrecht (Business Law) | 4 | | 4 | | | | | | 4 |
| Makroökonomie (Principles of Macroeconomics) | 4 | | 4 | | | | | | 4 |
| Grundlagen des Rechnungswesens (Principles of Accounting II) | 2 | | 2 | | | | | | 3 |
| Grundlagen des Marketing (Principles of Marketing) | 4 | | 4 | | | | | | 5 |
| Kostenrechnung (Management Accounting) | 4 | | 4 | | | | | | 5 |
| Kommunikations- und Präsentationstechniken (Communication and Presentation Techniques) | 2 | | 2 | | | | | | 2 |
| Fremdsprache II (Foreign Language II) | 2 | | 2 | | | | | | 2 |
| Internationales Rechnungswesen und Controlling (International Accounting and Control) | 4 | | | 4 | | | | | 5 |
| Internationale Volkswirtschaftslehre (International Economics) | 4 | | | 4 | | | | | 5 |
| Internationales Wirtschaftsrecht (International Business Law) | 4 | | | 4 | | | | | 4 |
| Internationales Marketing (International Marketing) | 4 | | | 4 | | | | | 4 |
| Wirtschaftsinformatik II (Information Technology II) | 4 | | | 4 | | | | | 5 |
| Finanzwesen (Financial Management) | 4 | | | 4 | | | | | 5 |
| Fremdsprache III (Foreign Language III) | 2 | | | 2 | | | | | 2 |
| Auslandssemester (Study period abroad) | | | | | X | X | | | 30 |

| | | | | | | | | | |
|---|------------|----|----|----|----|----|----|----|----|
| Praktisches Studiensemester (Internship) | | | | | X | X | | | 26 |
| Praxisbegleitende Lehrveranstaltungen | 4 | | | | | 4 | | | 4 |
| Internationales Projektmanagement (International Project Management) | 4 | | | | | | 4 | | 5 |
| Interkulturelles Management (Cross Cultural Management) | 4 | | | | | | 4 | | 5 |
| Steuern (Tax) | 4 | | | | | | 4 | | 5 |
| Internationale Fallstudien (Case Studies in Global Management) | 4 | | | | | | 4 | | 5 |
| Management internationaler Versorgungsketten (Managing International Value Chains) | 4 | | | | | | 4 | | 5 |
| Betriebswirtschaftliches Wahlpflichtmodul I (Business Elective I) | 4 | | | | | | 4 | | 5 |
| Seminar im Internationalen Management und Organisation (Seminar in International Management and Organization) | | | | | | | | 4 | 5 |
| Fallstudien der Internationalen Volkswirtschaft und Handel (Case Studies in Global Economics and Trade) | | | | | | | | 4 | 5 |
| Internationales Finanzwesen (International Finance) | | | | | | | | 4 | 5 |
| Betriebswirtschaftliches Wahlpflichtmodul II (Business Elective II) | | | | | | | | 4 | 5 |
| Bachelorarbeit (Bachelor Thesis) | | | | | | | | | 10 |
| Gesamt SWS | 122 | 26 | 26 | 26 | | 4 | 24 | 16 | |
| Gesamt ECTS | 210 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | |

The acquired 120 ECTS will be completely transferred to the Foreign Trade/ Economics programme of UNIFOR.

During the third and/or fourth semester the student will take language courses in Portuguese to acquire a good level of knowledge. These courses may be covered by guest lecturers from UNIFOR at DEG, by lectures of DEG or by virtual courses.

2.2 Transfer to Brazil:

After fulfilling all requirements the student is entitled to transfer to UNIFOR.

The student will continue his/her studies in the second term (August 1 – mid December) and spend two academic semester at UNIFOR, until end of semester 1 (February 1 – July 1). It is generally possible to study at UNIFOR in reverse order.

At the beginning of the time at UNIFOR the student will take part in the orientation week offered by UNIFOR.

UNIFOR will help the students finding suitable accommodation.

The students will be enrolled both as regular students of UNIFOR and DEG. No tuition fees have to be paid, but students will be subject to the same charges (e.g. health insurance, accommodation, food, ...) as any regular student.

The lecture programme is organized in day-time and evening studies (Monday to Friday).

2.3 Studies in Brazil:

The student from DEG must complete altogether 60 ECTS at UNIFOR in order to receive the Double Degree.

Studies for the DEG Double Degree-students at UNIFOR in Foreign Trade are:

(All courses are 5 ECTS)

- Contemporary Brazilian Economy
- International Negotiations
- International Logistics
- Professional & Business Ethics
- Environmental Management
- Supervised Internship
- Two Language Courses in Portuguese (10 ECTS)
- Bachelor Thesis (Monografia I and II) (10 ECTS)
- Inter-American Economic Relations
- Elective (e.g. Brazilian Culture, General Economics History, ...)

Studies for the DEG Double Degree-students at UNIFOR in Economics are:

(All courses are 5 ECTS)

- Contemporary Brazilian Economy
- Econometrics I
- Econometrics II
- Macroeconomics II
- Microeconomics II
- Stock Market I
- Two Language Courses in Portuguese (10 ECTS)
- Bachelor Thesis (Monografia I and II) (10 ECTS)
- Inter-American Economic Relations
- History of Economic Thought

General remarks on the courses taken /ECTS achieved at UNIFOR:

- All Deggendorf students have to consult the Academic Director of UNIFOR COMPULSORILY and IMMEDIATELY after their arrival.
- It is strongly recommended to take those courses with a content related to either foreign trade and/or Brazilian/South American business/economy.
- Up to two e-learning courses (worldwide) may be taken as well in accordance with the Academic Directors of DEG and UNIFOR.
- No courses that already have been completed at DEG during the first two years can be included.
- The Academic Directors of UNIFOR and DEG consult on the courses to be taken.
- Bachelor Thesis has to be on a topic related to the field "International Management".

- Different courses may be taken as well in accordance with the Academic Directors of DEG and UNIFOR.

Internship/Workplacement Placement in Brazil:

It is possible to do an internship/work placement of 20 weeks minimum in Brazil. All requirements stated in the “Studien- und Prüfungsordnung International Management” of DEG have to be met.

UNIFOR will be organizing this internship/work placement in one of the companies belonging to the companies of Edson Queiroz group of companies. (Certainly students can look for a different company by themselves.)

Students completing this internship will get 30 ECTS and therefore only have to achieve 30 ECTS from the courses mentioned above. In accordance with the Academic Director of DEG the students decide which courses to take.

2.4 Return to Germany and Concluding Studies:

Fulfilling the above mentioned requirements, the DEG students have successfully completed their study period abroad (30 ECTS) and 20 ECTS of the courses scheduled for the 6th and/or 7th semester of their programme “International Management” as well as the Bachelor Thesis (10 ECTS).

After successfully having achieved 60 ECTS the student will return to Deggendorf to conclude the remaining studies.

All courses of the remaining studies in Deggendorf will be transferred to the Foreign Trade / Economics programme of UNIFOR.

3. Programme structure for UNIFOR students

3.1 Requirements

In order to be admitted to the programme the UNIFOR student is required to meet the following prerequisites:

- Successful completion of semesters 1-4 which comprise the subjects (see list below) 100 ECTS;
- Basics of the German language;
- Work experience of a minimum of 20 weeks (if is not to be done in Germany) (30 ECTS);
- A minimum Global Average of 8.0 (from a range of 1 to 10);
- Must have done the courses: A562 Estagio Supervisionado in place of A402 Economia Internacional, and A602 Contemporary Brazilian Economy;
- Successful completion of at least three courses taught in English language at UNIFOR.

A maximum number of fourteen UNIFOR students are admitted to the double degree programme per year.

Bachelor Course in Economics
Course Outline
All courses are 5 ECTS

| Courses of Economics | Semestre 1 (number of credits) | Semestre 2 (number of credits) | Semestre 3 (number of credits) | Semestre 4 (number of credits) | Semestre 5 (number of credits) | Semestre 6 (number of credits) | Semestre 7 (number of credits) | Semestre 8 (number of credits) | Total |
|--------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-------|
| INTRODUÇÃO A ADMINISTRAÇÃO | 4 | | | | | | | | 4 |
| INTRODUÇÃO A CONTABILIDADE | 4 | | | | | | | | 4 |
| INTRODUÇÃO A ECONOMIA | 4 | | | | | | | | 4 |
| INTRODUÇÃO COMERCIO EXTERIOR | 4 | | | | | | | | 4 |
| MATEMATICA | 4 | | | | | | | | 4 |
| HISTORIA ECONOMICA GERAL | | 4 | | | | | | | 4 |
| ESTATÍSTICA I | | 4 | | | | | | | 4 |
| INST. DE DIR. PUBL. E PRIVADO | | 4 | | | | | | | 4 |
| ELABORACAO DO TRAB CIENTIFICO | | 2 | | | | | | | 2 |
| MATEMATICA FINANCEIRA | | 4 | | | | | | | 4 |
| SOCIOLOGIA ORGANIZACIONAL | | | 4 | | | | | | 4 |
| DIREITO EMPRESARIAL | | | 4 | | | | | | 4 |
| MICRO ECONOMIA I | | | 4 | | | | | | 4 |
| ESTR E ANALISE DEM CONTABEIS | | | 4 | | | | | | 4 |
| MATEMATICA ECONOMICA I | | | 4 | | | | | | 4 |
| MERCADO DE CAPITAIS I | | | | 4 | | | | | 4 |
| FORMACAO ECONOMICA DO BRASIL | | | | 4 | | | | | 4 |
| MACROECONOMIA I | | | | 4 | | | | | 4 |
| FINANÇAS CORPORATIVAS I | | | | 4 | | | | | 4 |
| ESTATÍSTICA II | | | | 4 | | | | | 4 |
| MICROECONOMIA II | | | | | 4 | | | | 4 |
| ECONOMETRIA I | | | | | 4 | | | | 4 |
| MERCADO DE CAPITAIS II | | | | | 4 | | | | 4 |
| ECONOMIA BRAS. CONTEMPORANEA | | | | | 4 | | | | 4 |
| FINANÇAS CORPORATIVAS | | | | | 4 | | | | 4 |
| ECONOMIA MONETARIA | | | | | | 4 | | | 4 |
| HIST. DO PENSAMENTO ECONOMICO | | | | | | 4 | | | 4 |
| MACROECONOMIA II | | | | | | 4 | | | 4 |
| ECONOMETRIA II | | | | | | 4 | | | 4 |
| FINANCAS E ORCAMENTO PUBLICO | | | | | | 4 | | | 4 |
| ELABORACAO E AVAL DE PROJETOS | | | | | | | 4 | | 4 |
| ECONOMIA INTERNACIONAL | | | | | | | 4 | | 4 |
| ETICA EMPRESAR. E PROFISSIONAL | | | | | | | 4 | | 4 |
| MONOGRAFIA I | | | | | | | 2 | | 2 |
| FINANCAS INTERNACIONAIS | | | | | | | | 4 | 4 |
| MONOGRAFIA II | | | | | | | | 4 | 4 |
| DES. E RESPON. SÓCIO-AMBIENTAL | | | | | | | | 4 | 4 |

3.2 Transfer to Germany

After fulfilling all requirements the student is entitled to transfer to the University of Applied Sciences Deggendorf. The participant will continue his/her studies in the spring term (March 15 – July 30) and spend two academic semesters at Deggendorf (until the end of autumn term

(October 1 – mid February the following year). It is generally possible to study in Deggendorf in reverse order.

The students will be enrolled both as regular students of UNIFOR and DEG.

No tuition fees (and no Studentenwerksbeiträge) have to be paid, but students will be subject to the same charges (e.g. health insurance, accommodation, food, ...) as any regular student.

DEG will help the students finding suitable accommodation.

The lecture program is organized in day-time studies (Monday to Friday) and week-end seminars.

3.4 Studies in Germany

The student from UNIFOR must complete altogether 50 ECTS at DEG in order to receive the Double Degree.

Studies for the UNIFOR Foreign Commerce Double Degree students at DEG are:

| |
|-----------------------------------|
| COMPULSORY STUDIES 50 ECTS |
|-----------------------------------|

Spring term:

International Project Management / 5 ECTS

Cross Cultural Management / 5 ECTS

International Team Building / 2 ECTS

Communication and Presentation Techniques / 2 ECTS

German Language Course / 2 ECTS

Bachelor Thesis / 10 ECTS

Autumn term:

International Economics / 5 ECTS

International Business Law / 4 ECTS

International Marketing / 4 ECTS

Business Elective / 5 ECTS (to be advised by Academic Director of DEG)

International Finance / 5 ECTS

German Language Course / 2 ECTS

Studies for the UNIFOR Economics Double Degree students at DEG are:

| |
|-----------------------------------|
| COMPULSORY STUDIES 50 ECTS |
|-----------------------------------|

Spring term:

International Project Management / 5 ECTS

Cross Cultural Management / 5 ECTS

International Team Building / 2 ECTS

Communication and Presentation Techniques / 2 ECTS

German Language Course / 2 ECTS

Bachelor Thesis / 10 ECTS

Autumn term:

International Economics / 5 ECTS

International Business Law / 4 ECTS

International Marketing / 4 ECTS

Business Elective / 5 ECTS (to be advised by Academic Director of DEG)

International Finance / 5 ECTS

German Language Course / 2 ECTS

| |
|-------------------------|
| OPTIONAL STUDIES |
|-------------------------|

Students from UNIFOR can stay for one semester longer and do an internship/work placement in Germany

DEG is going to help in finding a suitable company.

The internship/work placement will NOT substitute any course of the Foreign Commerce / Economics programme of UNIFOR.

General remarks on the courses taken at DEG:

- No courses that already have been completed at UNIFOR during the first two years can be included.
- The Academic Directors of UNIFOR and DEG consult on the courses to be taken.
- Different courses may be taken as well in accordance with the Academic Directors of DEG and UNIFOR.

3.5. Return to Brazil and Concluding Studies

Fulfilling the above mentioned requirements the UNIFOR students have successfully completed their study period in Deggendorf (50 ECTS) including the Bachelor Thesis.

After successfully having achieved 50 ECTS the participant will return to Brazil in the seventh/eight semester for concluding his remaining studies.

All courses of the remaining studies will be completely transferred to the International Management programme of DEG.

4. Additional Information

4.1 Guidelines concerning the Bachelor Thesis

The choice of topic and written paper needs to be in accordance with the thesis guidelines of both universities.

One thesis supervisor of UNIFOR and DEG will be appointed for each thesis upon mutual agreement of both institutions.

According to the specific topic and/or the specific client one thesis supervisor will be determined as the governing one. Generally the supervisor from the home University will be the governing one.

After submission of the graduation thesis the assignment will be evaluated by both thesis supervisors.

4.2 Grade Chart of Brazilian and German Evaluation

| Grade Brazil | Grade Germany |
|---------------------|----------------------|
| 10 | 1,0 |
| 9 | 1.7 |
| 8 | 2.3 |
| 7 | 3.0 |
| 6 | 3.3 |
| 5 | 4.0 |
| Below 5 | 5.0 (failed) |

4.3 Decisions on the double degree programmes

All decisions on the double degree programmes (e.g. selection of applying students, finalising all grades, changes in the double degree programme, exemptions) will be done by the Academic Directors of the programmes, at the time of the signature of this guideline: Prof. Henrique Luis do Carmo e Sá (UNIFOR) and Prof. Dr. Johann Nagengast (DEG).

5. Award of the Degrees

The degrees Bachelor of Arts (BA) in International Management (DEG), Bacharel em Comércio Exterior (UNIFOR) and Bachelarel em Ciências Econômicas will be awarded at the time the student graduates from his home institution.

The students successfully completing the double degree programmes will be awarded a Diploma Supplement describing the double degree in detail.

Fortaleza, September 8th, 2010

Profa. Fátima Maria Fernandes Veras
(UNIFOR)

Prof. Dr. Johann Nagengast
(DEG)