

Information for DD Students in Cooperation with UNIVPM, Ancona/Italy

Section 13 of the Subject-specific Examination Regulations (German abbreviation: FPO) for the consecutive Master's degree programmes FSM, IMF, MM and WiRe refers to the cooperation with the Argentinian university UNL, Santa Fe.

“Sec 13 Special Regulations for the International Management and Finance Master's Degree Programme

(1) The study plan of this degree programme is shown in Annex 1.

In addition to or in deviation from the provisions of these Subject-specific Examination Regulations, the following shall apply to students in the “International Management and Finance” degree programme in cooperation with UNL:

1. By the end of the first semester, students must provide proof of basic knowledge of the Spanish language at level A1 of the Common European Framework of Reference for Languages in order to study at UNL.
2. In accordance with Annex 1b, students must complete 30 ECTS credits of the second semester at UNL. Graded exams and academic achievements to be completed at UNL shall be carried out in accordance with the regulations applicable at UNL, in particular with regard to registration, withdrawal, completion, assessment and retaking.
3. The decisions of UNL regarding admission to examinations, assessment and, if applicable, the possibility of retaking examinations are binding for Kaiserslautern University of Applied Sciences.
4. In accordance with Annex 2 of these Subject-specific Examination Regulations, academic achievements and graded exams completed at UNL are converted into grades as specified in Sec 12 AMPO. The corresponding ECTS credits can be found in Annex 1b.
5. Examinations that were to be taken in the semester before the study abroad programme and that were not passed at Kaiserslautern University of Applied Sciences or were not taken due to illness may be retaken at UNL in the following semester. In the case of oral examinations, the examination shall be conducted by means of a video conferencing system.
6. The time allowed for completion of the Master's thesis in the International Management and Finance degree programme is three months. In amendment to Section 10 (5) AMPO, the Master's thesis may also be written in Spanish provided the supervisors agree. In amendment to Section 12 of these Subject-specific Examination Regulations, the Master's thesis must be supervised by one professor each from Kaiserslautern University of Applied Sciences and UNL. The regulations and deadlines of UNL apply if students register their Master's thesis at UNL.
7. The UNL degree is awarded following conferral of the degree of Kaiserslautern University of Applied Sciences.”

In addition to or in deviation from the provisions of these Subject-specific Examination Regulations, the following shall apply to students in the “Financial Services Management” and “International Management and Finance” degree programmes in cooperation with UNIVPM:

1. By the end of the first semester, students must provide proof of English language proficiency at level B2 of the Common European Framework of Reference for Languages by presenting an appropriate certificate (Cambridge, TOEFL, IELTS, TELC) in order to study at UNIVPM.
2. In accordance with Figure 1 or 3, students must complete 30 ECTS credits during the second semester at UNIVPM. Graded exams and academic achievements to be completed at UNIVPM shall be carried out in accordance with the regulations applicable at UNIVPM, in particular with regard to registration, withdrawal, completion, assessment and retaking.
3. The decisions of UNIVPM regarding admission to examinations, assessment and, if applicable, the possibility of retaking examinations are binding for Kaiserslautern University of Applied Sciences.
4. In accordance with Figure 5, resp. 6 of these Subject-specific Examination Regulations, academic achievements and graded exams completed at UNIVPM are converted into grades as specified in Sec 12 AMPO. The corresponding ECTS credits can be found in Figures 1-4.
5. Examinations that were to be taken in the semester before the study abroad programme and that were not passed at Kaiserslautern University of Applied Sciences or were not taken due to illness may be retaken at UNIVPM in the following semester. In the case of oral examinations, the examination shall be conducted by means of a video conferencing system.
6. The time allowed for completion of the Master's thesis in the International Management and Finance degree programme is three months. In amendment to Section 10 (5) AMPO, the Master's thesis may

also be written in Italian provided the supervisors agree. In amendment to Section 12 of these Subject-specific Examination Regulations, the Master's thesis must be supervised by one professor each from Kaiserslautern University of Applied Sciences and UNIVPM. The regulations and deadlines of UNIVPM apply if students register their Master's thesis at UNIVPM.

7. The UNIVPM degree is awarded following conferral of the degree of Kaiserslautern University of Applied Sciences.

Study Plans for "Financial Services Management" DD Students (see FPO, Annex 1a)

Financial Services Management (Double Degree) - Master of Arts (in Kooperation mit Università Politecnica delle Marche (UNIVPM)
Studienverlauf HSKL Studierende

Sem I (WS @HSKL)		ECTS	
International Marketing and Corporate Communication		10	
International Finance		10	
Asset Management		10	
Gesamt Sem I		30	
Sem II (SS @ UNIVPM)		Anerkennung @ HSKL	
International business and communication (1st module)	6	Intercultural Management and International Business Ethics	10
International business and communication (2nd module)	6	Intercultural Management and International Business Ethics	
Econometrics	6	Quantitative Methods in Finance	10
Business statistics	6	Quantitative Methods in Finance	
Italian Language	5	<i>Language and Culture II</i>	<i>Studienleistung</i>
International banking	6	Commercial Bank Management	10
Gesamt Sem II			30
Sem III (@ HSKL oder UNIVPM)			
Thesis			30
Gesamt Sem III			30
Total ECTS			90

Figure 1

Financial Services Management (Double Degree) - Master of Arts (in Kooperation mit Università Politecnica delle Marche (UNIVPM)
Studienverlauf UNIVPM Studierende

Sem I (WS @UNIVPM)			
International economics (advanced)	9		
European Administrative Regulation	6		
English Language (advanced B2)	6		
Budgeting	6		
Gesamt Sem I	27		
Sem II (SS @ UNIVPM)			
International business and communication (1st module)	6		
International business and communication (2nd module)	6		
Econometrics	6		
Business statistics	6		
Adriatic-Ionian Cooperation (default choice) / GCP	9		
Gesamt Sem II	33		
Sem III (WS @ HSKL)		Anerkennung @ UNIVPM	
International Marketing and Corporate Communication	10	International integration (1st module)	6
		International integration (2nd module)	6
International Finance	10	Analysis and evaluation of public policy	6
		Macroeconomics for professionals	6
Asset Management	10	Country Analysis (1st module)	6
		Intercultural relations	6
<i>German Language (Language and Culture II)</i>	<i>Studienleistung</i>	German Language	5
Gesamt Sem III	30		41
Sem IIII (SS @ UNIVPM)			
Laboratory (IEB)	3		
Thesis			21
Gesamt Sem IIII	24		
Total ECTS			125

Figure 2

Study Plans for “International Management and Finance” DD Students (see FPO, Annex 1b):

International Management and Finance (Double Degree) - Master of Arts (in Kooperation mit Università Politecnica delle Marche (UNIVPM))
 Studienverlauf HSKL Studierende

Sem I (WS @ HSKL)		ECTS	
International Marketing and Corporate Communication			10
International Finance			10
Finance Seminar			5
Language and Culture I			5
Gesamt Sem I			30
Sem II (SS @ UNIVPM)		Anerkennung @ HSKL	
Organizational Behavior and Leadership		6 Advanced Management	5
Teamwork, Negotiation and Conflict Management		6 Business Simulation	5
Adriatic-Ionian Cooperation / GCP		9 Company Internship + Global Competitiveness Program	10
Italian Language		5 Language and Culture II (German)	5
Business statistics		6 Business and Economics	5
Gesamt Sem II			30
Sem III (@ HSKL oder UNIVPM)			
Thesis			20
Asset Management			5
Asset Management			5
Gesamt Sem III			30
Total ECTS			90

Figure 3

International Management and Finance (Double Degree) - Master of Arts (in Kooperation mit Università Politecnica delle Marche (UNIVPM))
 Studienverlauf UNIVPM Studierende

Sem I (WS @ UNIVPM)			
English Language (advanced)			6
International Sales Management			6
International Economics			9
Personnel Economics			6
International Financial Regulation			6
Gesamt Sem I			33
Sem II (SS @ UNIVPM)			
Business statistics			6
Organizational Behavior and Leadership			6
Teamwork, Negotiation and Conflict Management			6
Adriatic-Ionian Cooperation (default choice) / GCP			9
Gesamt Sem II			27
Sem III (WS @ HSKL)		Anerkennung @ UNIVPM	
International Marketing and Corporate Communication	10	Industrial Organization and Business Strategy (1st Module)	6
International Finance	10	Industrial Organization and Business Strategy (2nd Module)	6
Asset Management	10	Big data analytics for business	6
		Operations and Project Management (1st module)	6
		Operations and Project Management (2nd module)	6
<i>German Language (Language and Culture II)</i>	<i>Studienleistung</i>	German Language	5
Gesamt Sem III			35
Sem IIII (SS @ UNIVPM)			
Laboratory (IEB)			3
Supply chain and Logistics			6
Thesis			21
Gesamt Sem IIII			30
Total ECTS			125

Figure 4

Coursework and examinations completed at UNIVPM are converted as follows (see FPO, Annex 2):

Grade Conversion – HSKL / UNIVPM

Conversion of Module Grades

UNIVPM	HSKL
30	1.0
29-28	1.3
27	1.7
26	2.0
25-24	2.3
23	2.7
22	3.0
21-20	3.3
19	3.7
18	4.0
<18	5.0

Figure 5

Conversion of Thesis Grades

Thesis Grades HSKL	Equivalent at UNIVPM grading system
1.0	7
1.3 / 1.7	6
2.0 / 2.3	5
2.7 / 3.0	4
3.3	3
3.7	2
4.0	1
5.0	0

Figure 6