

## LEARNING AGREEMENT (INCOMING STUDENTS)

**ACADEMIC YEAR 2018/2019 – FIELD OF STUDY:**

**International Program in Business  
 IPB 19 Spring (January – April 2019)**

Name of student: .....

Sending institution: ..... Country: .....

Receiving institution: DHBW Mosbach – Baden-Württemberg Cooperative State University Mosbach, Germany  
 ERASMUS Code: D MOSBACH01

### DETAILS OF THE PROPOSED STUDY PROGRAM/LEARNING AGREEMENT

Please note: Participants in the *International Program in Business* are required to take part in all courses offered (see program information).

Course Title	Corresponds to	Number of ECTS credits
Organizational Behavior/Change Management	Organization and Human Resources	2
Human Resources		3
Operations Research	Quantitative Methods	5
Quantitative Market Research		
Direct Cost Accounting		
Industrial Marketing	Specialty (Profile) Courses	5
Negotiation		
Money and Currency		3
International Law		2
Project Management	Methods and Social Competencies	3
Social Competencies		
German Language and Culture *		5*
Intercultural Management *		2*
* This course is relevant for international exchange students only	<b>Total ECTS credits</b>	<b>30</b>

If necessary, continue the list on a separate sheet.

Student's signature: ..... Date: .....

#### SENDING INSTITUTION

We confirm that the proposed program of study/learning agreement is approved.

Departmental coordinator's signature

Institutional coordinator's signature

.....

.....

Date: .....

Date: .....

#### RECEIVING INSTITUTION (DHBW Mosbach)

We confirm that this proposed program of study/learning agreement is approved.

Departmental coordinator's signature:

Prof. Dr. Christine Azarmi, Head of IPB

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Date: .....

**CHANGES TO ORIGINAL PROPOSED STUDY PROGRAMME/  
 LEARNING AGREEMENT**

**(to be filled in ONLY if appropriate)**

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	ERASMUS Code: D MOSBACH01	

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