

Agreement for
**Double Undergraduate Degree in
Tourism / Bachelor of Arts in Business
(BA) Innovation and Management in
Tourism**

Between

FH Salzburg (FHS)

Represented by Dr. Doris Walter, Managing Director and
Dr. Gerhard Blechinger, Rector

and

Universitat Autònoma de Barcelona (UAB)

and

Fundació Universitat Autònoma de Barcelona
Represented by Dr. Margarita Arboix Arzo, Rector and
President

PREAMBLE

FH Salzburg (FHS) and the Universitat Autònoma de Barcelona/Fundació Universitat Autònoma de Barcelona (hereinafter UAB-FUAB) guided by the desire to strengthen the already existing relationship and to establish new interactions among their respective institutions, and having therefore considered

- the advantage of joining forces in the creation, dissemination, and application of knowledge;
- the usefulness of sharing their experiences and strengths as innovative institutions;
- the chance of mutually enhancing the quality of teaching and research

intend to set up one new double study program in the field of tourism

The following terms have been agreed:

1. General object

In the context of the growing demand of internationalisation of the higher education and research, the present agreement aim to establish a double degree program between FHS and UAB-FUAB. The double degree program will not only enhance the quality of academic experience of the students, but will also support them in gaining further expertise in the field of tourism management.

2. Collaboration on a B.A. programme.

The partners agree to offer the double degree at the undergraduate level. The program will be implemented by summer 2018. The first exchange of students will take place in academic year 2019/2020.

3. Degrees awarded

- a. UAB-FUAB students who fulfil the requirements for graduation at FHS will be awarded the academic qualification Bachelor of Arts in Business (BA) as stipulated in the current curriculum of the degree program Innovation and Management in Tourism.
- b. FHS students who fulfil the requirements for graduation at UAB-FUAB will be awarded the Grau de Turisme (Bachelor's Degree in Tourism).

All degrees are fully recognized and accredited in the participating countries.

- c. Both institutions will issue a Diploma Supplement to each student graduating from the program.
- d. Both institutions recognise the subjects according to the curriculum structure attached on point 13 of this agreement (Bachelor's Degree in Tourism / Bachelor of Arts in Business BA Innovation and Management in Tourism), which are developed for the undergraduate as well as examinations passed at the other institution of the consortium.

4. Admission requirements and selection procedures

- a. The following admission requirements have been commonly decided:

Students should indicate their interest and ability to complete the program. To be accepted, students must fulfil the following prerequisites:

FHS students must have:

- completed 180 ECTS, but have not taken the final oral exams
- their Bachelor's thesis 2 submitted and approved
- a minimum GPA of 2.5 weighted according to ECTS-credits / 7 or C (good) (UAB-FUAB grading scale)
- at least B2 in English; a B1 level in Spanish is recommended to access internships
- In case the student wish to follow the Degree in Spanish a B2 level is mandatory

To qualify for the double degree program, FHS students must successfully complete the required courses (180 ECTS), but must postpone the final oral exams until after they return from their study period at UAB-FUAB. To be awarded the FHS degree, FHS students must pass the final oral exams immediately after their return from UAB-FUAB

UAB-FUAB students must have:

- completed 150 ECTS
- at least B2 level in English; a B1 level in German is recommended to access internships
- a minimum GPA of 2.5 weighted according to ECTS-credits / 7 or C (good) (UAB-FUAB grading scale)
- In case the student wish to follow the Bachelor in German a B2 level is mandatory

Language skills will not be a prerequisite for students to start their degree at their institution. They should gain these skills before they should move to partner's location.

- b. According to the admission requirements, each institution will select the students who can take part in the Double Undergraduate Program.

Each home institution will send a list of the selected students and will give the corresponding support in the acceptance formal procedures to be followed at the host institution.

5. Tuition and other fees

The mobility periods are mandatory for every student taking part in the Double Undergraduate Program both in the UAB-FUAB and in FHS, based on the mobility scheme and curriculum structure detailed on point 10 and on an overall reciprocity basis.

Students pay tuition fees at their corresponding home university. FHS students completing the program at UAB-FUAB need to administrative fees for the issuance of their degree diploma at UAB-FUAB. UAB-FUAB students need to pay the mandatory Student Union fees at FHS. In case of increase in the fees, students will be informed accordingly.

Host institutions will waive tuition fees to incoming students on a reciprocity basis, so that both partner institutions receive, in overall, the same number of students that are sent abroad, and for the same number of semesters.

Students participating in this Agreement are responsible for travel, accommodation, living, course and program specific costs, and any additional fees such as international activity fees, medical insurance, and public transportation passes at the host institution.

The Administrative and Financial guidelines (presented in Annex 1) indicate the number of the selected students per institution, as well as the fees that are being waived by the host institution and those fees that need to be paid directly by the student at the host institution.

Concerning social security students enrolled in the programme will have to follow the rules in force at the hosting institution and subscribe to a personal insurance that covers health, hospitalisation and repatriation costs.

In the event that after execution of this agreement the reciprocity of students is not balanced, the university that has sent more students in the previous editions will not send any one until figures are balanced.

6. Language policy

At FHS, students can join either the English or the German programs. At UAB-FUAB, students can join either the English or Spanish programs.

7. Number of students

A maximum of two students will be exchanged in the first two years of the program. During the evaluation and feedback phase at the end of this cycle, both institutions will determine if there's a need to change the number of the students. The balance between the number of students exchanged will have to be considered.

8. Semester equivalences

FHS and UAB-FUAB agree to recognize the courses completed by double degree students on a one-on-one basis. This means that all courses completed by the students both at FHS and UAB-FUAB will be automatically recognized as valid and compliant with the requirements of each institution.

9. Application requirements and deadlines

Students must submit the following documents for application:

- Copies of transcripts of records from all completed semesters
- Certificate of language proficiency
- Motivation letter indicating students' interests for the Bachelor's Degree Final Project at UAB-FUAB / thesis topic at FHS
- Passport copy
- ID picture as jpeg document

Nomination deadlines*	
FHS: 1 st October	UAB-FUAB: 1 st February
Nominations must be sent by email (indicating names and email addresses of students) to the international coordinator of IMT.	Nominations must be sent by email (indicating names and email addresses of students) to the degree coordinator of Tourism.
Application deadlines*	
FHS: 1 st November	UAB-FUAB: 15 th March
Complete application package must be submitted online at: https://www.fh-salzburg.ac.at/en/footer/online-application/	Applications must be sent by email to the degree coordinator of Tourism.
Acceptance letters will be issued within 4 weeks after the application deadline.	Acceptance letters will be issued within 4 weeks after the application deadline.

*In the previous academic year

Each institution is responsible for ensuring the lawfulness of the processing of personal data of the students with regards to the applicable European and local regulations. The designated international coordinator in the degree program in each institution is responsible for collecting students' data (both from incoming and outgoing students) and for ensuring that applicable regulations, both European and local, are adhered to with regards to data protection. He/She will also be the students' main contact person with regards to the administration of their application and documentation. The partner institutions will provide each other full support as necessary in case a data subject exercises the personal rights, esp to access information about the personal data processed, rectification of incorrect personal data, deletion or restriction of the processing of personal data.

10. Program structure

FHS	UAB-FUAB
3+1 structure	'Sandwich' structure
3 years (6 semesters) of study at FHS + 1 year (2 semesters) of study at UAB	2.5 years (5 semesters) of study at UAB-FUAB + 1 year (2 semesters) of study at FHS + 1 semester at UAB-FUAB
Study period at UAB-FUAB: 4 th year, semesters 1 & 2. Equivalent to 60 ECTS.	Study period at FHS: 2 nd year, 4 th semester and 3 rd year, 5 th semester. Equivalent to 60 ECTS.
Requirement for graduation at UAB-FUAB: Capstone project in the form of a business plan (Course: Final Degree project 12 ECTS)	Requirement for graduation at FHS: Bachelor's theses 1 & 2 (thesis 2 will be completed at UAB-FUAB, under shared supervision between FHS and UAB-FUAB).
Total: 240 ECTS	Total: 240 ECTS
Optional: Erasmus+ work placement following the second semester in Spain (students are responsible for finding work/internship placement; FHS will provide support to students in their application for Erasmus+ grant).	Optional: work or internship placement between the 4 th and 5 th semesters in Austria (students are responsible for finding work/internship placement in Austria, but they can use the resources provided by the IMT Career Office).

11. Grading scale

FHS	UAB-FUAB
Assessment in individual courses: > 92,5 % - Very Good (1) > 85,0 % - Good (2)	9-10 – Matrícula de Honor (Honors) 8-8.9 – Excel·lent (Excellent) 7.0-7.9 - Notable (Satisfactory)

> 72,5 % - Satisfactory (3) > 60,0 % - Sufficient (4) < 60 % - Insufficient or Fail (5)	5.0-6.9 - Aprobat (Pass) <5.0 - Suspès (Fail) No Avaluable (Not attended)
For the overall assessment of the study:	
Pass with distinction ≥ 93 % Pass with merit ≥ 83 - 93 % Pass ≥ 50 - 83 % Minimum pass mark = 50 %.	

12. Curriculum structure

UAB-FUAB students studying at FHS must complete the following courses:

4th. Semester	ECTS	SWS	Course code
Advanced Research Methodologies	4	2	IMEB4ARMIL
Applied Research	1	1	IMEB4ZRMIL
Business English 4	2	2	IMEB4ENGIL
International Law	3	3	IMEB4ITLVO
Internet Economy	2	2	IMEB4ITEVO
Simulation Financial Management	1	2	IMEB4FMSRC
	13		
Specialization: Destination Management			
Advanced Destination Management	3	2	IMEB4ADMIL
Marketing in Destination Management	3	2	IMEB4MDMIL
Markets and Innovations in Destination Management	3	2	IMEB4MIDIL
Product Development in Destination Management	4	2	IMEB4PDDIL
	13		
OR			
Specialization: Hospitality Management			
Advanced Hospitality Management	3	2	IMEB4AHMIL
Marketing Hospitality Management	3	2	IMEB4MHMIL



Markets and Innovations Hospitality Management	3	2	IMEB4MIHIL
Product Development Hospitality Management	4	2	IMEB4PDHIL
	13		
German 4	4	3	IMEB4GERIL
Elective (optional):			
Strategic Management & Innovation in Tourism	4	3	IMEB2SMIIL
5th. Semester	ECTS	SWS	Course code
Bachelor Thesis Seminar 1	6	2	IMEB5BBASE
Business English 5	2	2	IMEB5ENGIL
e-Marketing	2	2	IMEB5EMAIL
Finance and Investment	3	2	IMEB5FINVO
Human Resource Management	2	2	IMEB5HRMVO
Sustainability in Tourism	2	2	IMEB5SUTIL
Web Publishing	2	2	IMEB5WEBIL
	19		
Specialization: Destination Management			
Product Development Cases Destination Management	4	2	IMEB5PCDPT
OR			
Specialization: Hospitality Management			
Product Development Cases Hospitality Management	4	2	IMEB5PCHPT
German 5	4	2	IMEB5GERIL
Final Oral Examinations	-	-	IMEB6BPRBP
Electives (optional):			
Innovation and Creativity Techniques	2	2	IMEB1ICTIL
Market Research in Tourism	4	2	IMEB3MREIL
Marketing Communication in Tourism	3	2	IMEB3MCOIL
IT-Applications in Tourism	2	2	IMEB3ITTVO
<p>Mechanics for the supervision and submission of thesis 2 as well as the organization of the final oral examinations will be coordinated with UAB-FUAB accordingly. UAB-FUAB students must pass the final oral examinations to complete the program. The content of the final exams will be limited to the courses taken at FHS. The IMT international</p>			

coordinator will coordinate the exam, which could take place via Skype or any other internet-based platform.

FHS students studying at UAB-FUAB must complete the following courses:

Mandatory course	ECTS	SEM	Code
- Bachelor's degree final project (business plan) 12 ECTS	12	S7-S8	101239
Have to choose 48 ECTS from the next courses			
4th year			
- Transport, Logistics and Distribution	6	S7	101220
-Tourism Information Systems	6	S7/S8	101237
- Tourist Guide	3	S7	101218
- Work Placement	12	S7/S8	101230
Specialization in Tourism Planning and Commercialization*			
- Tourism and Sustainability	6	S7	101213
- Sociology and Psychology of Tourism	6	S7	101226
- Regional Tourism Policies	6	S8	101214
- Tourism Products	6	S7	101235
- Computerised Marketing	3	S7	101238
- Tourist Office Management	3	S7	101225
- Tourist Destinations and Public Promotion	6	S7	101215
Specialization in Tourism Business Management (GET)*			
- First Foreign Language IV – English or French	6	S7/S8	101176/ 101177
- Tourism Related Topics	6	S8	101233
- Advertising and Public Relations	6	S8	101227
- Management of Customer Care and Services	6	S7	101223
- Organisation of Congresses and Events	3	S8	101222
- Business Start-Up and Innovation	3	S7	101212
- Management of Operations, Quality and the Environment	6	S8	101224
Specialization in Hotel Management*			
- Gastronomy and Oenology	6	S8	101188
- Hotel Management	6	S7	101234
- Computing Applied to the Hotel Industry	6	S8	104065
- Organisation of Congresses and Events	3	S8	101222

- Third Foreign Language (French, German or Chinese)	6	S7/S8	101168/ 101169/ 103672
- Leisure and Entertainment Theme Parks	3	S8	101221

Some of those courses are taught in Spanish.

*A minimum of 30 credits, between the courses listed below of each specialization, is mandatory to obtain a Specialization

13. Recognition table

To elaborate the academic record in each institution, a recognition table is presented:

DEGREE IN TOURISM -UAB-FUAB				INNOVATION & MANAGEMENT IN TOURISM - FHS			
Yr	COURSE	UAB-FUAB code	ECTS	Semester	COURSE	FHS code	ECTS
1	Introduction to Economics	101192	6	S1	Business administration, Economics 1		7
	Introduction to law	101198	6	S4	International Law		3
	Fundamentals of Tourism	101193	6	S1	Tourism Fundamentals, Tourism Marketing 1		6
	First Foreign Language I (English)	101164	6	S1 S2	Business English 1st sem Business English 2nd sem		2 2
	Computer and Study Skills	101207	6	S1 S2	Learn and Study Skills Research Methodologies		3 4
	Regional Geography	101196	6	S3	Market Research, Trends in tourism		7



Introduction to Business	101231	6	S2 S3	Strategic management & Innovation in Tourism Quality and process management	4 3
Applied Statistics	101197	6	S3 S1	Statistics Innovation and	3 2
				Creativity Techniques	
Analysis of the tourism sector	101194	6	S2	Introduction Destination management and Hospitality management	6
Second Foreign Language I (French or German)	101162/101163	6	S1 S2	Language 1st sem Language 2nd sem	4 4
Total first year		60			
Skills in the Tourism sector	101190	6	S3 S3	IT-Applications in Tourism Specialisation Innovations	2 3
Human Resources management	101232	6	S5 S6 S4	Human resource Management Innovative Approaches in HRM Internet Economy	2 2 2
Economics of tourism	101206	6	S2	Economics 2	2



	First Foreign Language II (English)	101182	6	S3 S4	Business English 3rd sem Business English 4th sem	2 2
	Accounting	101203	6	S1 S2	Accounting 1 Accounting 2	3 3
	Practicum I	101229	12	S5 S4 S5	Internship 1 Advanced Research Method Bachelor Thesis 1	3 5 6
	Regional Tourism resources	101195	6	S5 S5	Sustainability in Tourism Product Development Cases	2 4
	Second Foreign Language II (French or German)	101174/101175	6	S3 S4	Language 3rd sem Language 4th sem	4 4
	Cultural heritage	101217	6	S6 S6	Elective Entrepreneurship in SME	2 5
	Total second year		60			
3	Commercial management	101211	6	S2 S3	Tourism marketing 2 Marketing communication in tourism	3 3
	Management Accounting	101201	6	S3 S6	Accounting 3 Controlling	3 3
	Management and Communication skills	101191	6	S1 S2	Intercultural Communication Presentation, Negotiation and sales skills	3 2

First Foreign Language III (English)	101179	6	S5	Business English 5th sem		2
Second Foreign Language III	101171/101172	6	S5	Language 5th sem		4
Strategic Planning of the tourism Business	101208	6	S3	Specialisation HM/DM*		13
Strategic Marketing	101210	6				
Financial Management	101200	6	S4	Simulation		1
			S5	Financial management		3
			S6	Finance and Investment Bachelor Thesis seminar		10
Practicum II	101228	12	S6	Internship 2		6
			S6	E-marketing and social Media Marketing		2
				e-Marketing, Web Publishing		4
Total third year		60				
TOTAL		180		TOTAL		180

14. General provisions.

The present agreement will enter into effect the day after its signature by the legal representatives of both partners, and it will remain in effect for a period of five years. The first mobility will come to force in the spring of the academic year 2019/20

The parties agree that the provision of this agreement shall continue to subsist for so long as may be necessary to all such students as may be enrolled on the project to complete it (including provision for the retrieval of failure).

No party shall incur any liability to the other in the event that it is delayed in the performance of its obligations by force majeure (it shall mean any cause of delay beyond the control of the party liable to perform and shall include but not by way of limitation strikes, lockouts, riots, acts of war or piracy, action of any governmental or quasi-governmental body, destruction of essential equipment by fire, storm, flood, earthquake or delay caused by failure of supplies of essential services or transport facilities).

The possible modifications of the agreement will have to be incorporated following the same procedure as that which has been followed for the first signature.

Changes or amendments to this agreement proposed by one of the partners will be valid only if they are submitted in writing and signed by an authorised representative of a partner university and meet the approval of the other partner. The possible modification or final extinction of this Double degree programs shall be agreed by the commission and follow the process foreseen at each institution according to their national legal framework.

Any change, amendment or final extinction of this Double Undergraduate program shall be notified to the respective institutions, one academic year in advance.

15. Dispute

Any dispute that arises in relation to the interpretation execution or resolution of this agreement should be attempted to resolve amicably.

16. Jurisdiction

If a friendly solution is not reached:

For all the matters related to the tuition given in Austria, for all purposes under this agreement, the parties, expressly renouncing the jurisdiction which could apply, subject to the jurisdiction of Austria.

For all the matters related to the tuition given in Spain, for all purposes under this agreement, the parties, expressly renouncing the jurisdiction which could apply, subject to the jurisdiction of the Courts and Tribunals of Barcelona.



FH Salzburg
Innovation & Management
in Tourism

UAB

Universitat Autònoma
de Barcelona

In witness hereof, the cooperating universities have signed this agreement in four originals by their hands on the place, day and year below.

(SIGNATURES)

Annex 1

Administrative and Financial Guidelines

- Students will be selected by the home institution according to the admission requirements and selection criteria established on Article 4 of the Consortium Agreement.
- The same number of students will be selected by each institution.
- Each institution will provide all needed pedagogical information to the partner university, such as courses description, dates, locations, academic calendar, and evaluation system, among others.
- Each university will register all students and keep transcript record of all students taking part in the Double Undergraduate Degree Programs. Official records will be kept in accordance to the prescribed regulations, both by the EU and the respective home countries.
- Those students registered at the Double Undergraduate Programs will follow the study plan agreed among both institutions.

- To obtain the double degree, successful students will have to apply for recognition of their study period according to both, home and host intuitions regulations.
- Each institution will academically recognise the period studied at the other partner institution.
- Each university will select 2 students per Undergraduate program and edition, which will pay the official fees only at the Home Institution.
- In the event that after execution of this agreement the reciprocity of students is not balanced, the university that has sent more students in the previous cohort will not send any one until the figures are balanced.
- FHS students will pay fees at their home institution and UAB-FUAB will waive tuition fees for the period of study.
- UAB-FUAB students will pay fees at their home institution and FHS will waive tuition fees for the period of study.
- To obtain the UAB-FUAB degree document, FHS students will pay the diploma fee, according to the official costs in Spain. The delivery cost of the diploma will be paid by FHS students. The diploma fee at UAB-FUAB for 2016-2017 is Eur 218.15.
- To obtain the FHS university degree document, UAB-FUAB students will pay the diploma fee, according to the official costs in FHS. The delivery cost of the diploma will be paid by UAB-FUAB students. In addition UAB-FUAB students must pay the Student Union fees (about Eur 20.00 per semester for 2016-2017)
- All personal data of the students acquired by each institution shall only be used for the purposes of this Agreement and shall not be further processed or disclosed without the students' consent. Personal data will be kept on record as prescribed by European and respective country regulations pertaining to data protection.
- Changes in the curriculum must be discussed and taken up in the Agreement as needed. Students must be informed of the changes as soon as possible.
- Students who successfully complete the program will be allowed to apply directly to each institution's relevant Master's program, without taking any additional qualifications exams.