

Guidelines for Bachelor Double Degree Programme

**International Trade and
International Management
(BBA 210 ECTS)**

**Technische Hochschule Deggendorf
(THD)**

and

**University of Colima
(UdeC)**

These official guidelines comprise the programme structure for both THD and UdeC students including requirements for the bachelor double degree programme, issues of transfer, study contents and instructions on the bachelor thesis.

**Bachelor Double Degree Programme in
International Trade and International Management (BBA 210 ECTS)**

Technische Hochschule Deggendorf (THD), University of Applied Science and Technology, and its Mexican partner, Universidad de Colima (UdeC), deepened their close cooperation resulting in the introduction of an eight semesters double degree programme.

This programme puts the concept of internationalization into practice. The students will spend two theoretical semesters at the partner institution acquiring international experience and benefiting from a supplemental curriculum focusing on international management and international trade. All courses held in Mexico will be taught in Spanish language and those held in Germany will be offered in English language.

Programme structure for Deggendorf students

Requirements

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

- The successful completion of all required courses outlined in the International Management Academic Regulations (Studien- und Prüfungsordnungen) for semesters 1-3 comprising 90 ECTS.
- an approved international internship comprising at least 20 weeks to be completed prior to returning to Deggendorf for the 7th Semester and comprising 30 ECTS.

Name of Courses	Semester 1		Semester 2		Semester 3	
	SPW	ECTS	SPW	ECTS	SPW	ECTS
Principles of Management and Scientific Writing	4	5				
Economics and Public Finance			6	6		
Quantitative Methods for Economics and	6	6				
Principles of Logistics	4	5				
Principles of Accounting	4	5				
Business Law			4	5		
Foreign Language (Spanish, Italian, French etc)	2	2	2	2	2	2
German for Foreigners	4	2	4	2	4	2
International Team Building	2	2				
Human Resource Management	4	5				
Information Technology I			4	5		
Information Technology II					4	5
Principles of Marketing			4	5		
Management Accounting			4	5		
Communication and Presentation Techniques			2	2		
International Accounting					4	5
International Economics					4	5
International Business Law					4	4
International Marketing					4	4
Financial Management					4	5
Total	26/28	30	26/28	30	26	30

The 120 ECTS acquired in Deggendorf (courses outlined plus internship) will be completely transferred to the Comercio Exterior Programme of Universidad de Colima.

Transfer to Mexico

After succeeding at fulfilling all requirements of the first three academic semesters and the international internship, the student is entitled to transfer to Universidad de Colima. The participant will continue his/her studies in the fall and spring terms of the fifth and sixth semesters at Universidad de Colima.

Universidad de Colima will help the students finding suitable accommodation.

The students will be enrolled both as regular students of UdeC and THD. Tuition fees must be paid at the home institution and do not have to be paid at the host institution for the same concept, but students will be subject to the same charges as any regular students.

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

Studies in Mexico

The student from THD must complete altogether 60 ECTS at Universidad de Colima in order to receive the Double Degree.

Compulsory courses for the THD Double Degree students at UdeC are equivalent to 24 ECTS. Additional 36 ECTS will be earned with a list of courses to be chosen by the student, plus Bachelor Thesis.

Courses at THD	Semester at THD	Assigned courses at UdeC	Semester at UdeC	Credits at UdeC
International Project Management	6	Formulación y Aplicación de Proyectos de Inversión	7th LCE	6
Cross Cultural Management	6	Optativa: Técnicas de Negociación Internacional	LCE and LAD 5 th to 8 th	5
Tax	6	Valoración Aduanera	6 th LCE and 5 th to 8 th LAD	4
Case Studies in Global Management	6	Organización Económica Mundial	6 th LCE and 5 th to 8 th LAD	5
Managing International Value Chains	6	Taller de Trámites ante la Aduana/Trámites del Comercio Exterior	6 th LAD/ 2d LCE	4
			Total Credits at UdeC	24

- Bachelor Thesis: 10 ECTS
- ADDITIONAL STUDIES: 26 ECTS
- 26 ECTS of additional studies as specified by the academic advisor at Universidad de Colima is required in order to get the double degree from both universities in Colima and Deggendorf. At least 6 ECTS must be from business or economics subjects at the intermediate level or above.

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- No courses that already have been completed at THD during the first three semesters can be included in the 26 ECTS. Courses taken in Mexico that are equivalent to 7th semester courses at THD can be substituted for required 7th semester courses. Course equivalence will be determined by the Trade and Commerce mobility committee and validated by the General Direction of Higher Education.
 - Consulting concerning the studies at Colima is performed by the Trade and Commerce Bachelor Academic Coordinator at the University of Colima.
 - The Bachelor Thesis can be completed in either Deggendorf or Colima and has to be on a topic related to the field of international management. The language of the thesis will be approved in consultation with the Academic Advisors from Colima and Deggendorf universities.

Return to Germany and Concluding Studies

Fulfilling the above mentioned requirements the THD students have successfully completed their study period abroad (30 ECTS) and their 6th semester required courses.

After successfully attaining 50 ECTS (or 60 ECTS with the bachelor thesis) the participant will return to Deggendorf in the 7th semester for concluding his or her remaining studies.

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 UdeC and THD 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.

After submission of the graduation, both the thesis supervisors will evaluate thesis assignment. As the final step the candidate will be subjected to an inquiry session where he/she has to defend the paper answering questions and clarifying contents, if necessary in the presence of both Mexican and German thesis supervisors (via videoconferencing software).

Programme structure for the University of Colima students

Requirements

In order to be admitted to the programme the students are required to meet the following pre-requisites:

The successful completion of all required courses outlined in the Trade and Commerce Bachelor Academic Program at the University of Colima (undergraduate) for academic semesters 1-4, completed 100% of the total plan study credits.

Study plan in spanish language		Study plan in english language
SEMESTRE I	CREDITS	SEMESTER I
Introducción al Estudio del Derecho	5	Introduction to the study of the law
Economía de la Empresa	5	Economy of the enterprise
Ética Profesional	5	Professional ethics
Estructura Económica y Política de México	5	Economic structure and politics of Mexico
Fundamentos de la Administración	5	Fundamentals of administration
Desarrollo de Habilidades para la Investigación	5	Development of skills for research
Aplicaciones Básicas de la Informática	4	Basic computer applications
Inglés I	6	English I
Actividades Culturales y Deportivas	2	Cultural and sporting activities
Servicio Social Universitario	0	University Social Service
TOTAL CREDITOS	42	TOTAL OF CREDITS
SEMESTRE II		SEMESTER II
Régimen Jurídico del Comercio Exterior	5	Legal regime of foreign trade
Economía Pública	5	Public economic
Comercio Internacional	4	International trade
Estructura Económica y Política Mundial	5	Global political and economic structure
Ecología y Desarrollo Sustentable	4	Ecology and sustainable development
Transporte Internacional	4	International transportation
Trámites de Comercio Exterior	4	Foreign trade procedures
Inglés II	6	English II
Actividades Culturales y Deportivas	2	Cultural and sporting activities
Servicio Social Universitario	0	University Social Service
TOTAL CREDITOS	39	TOTAL OF CREDITS
SEMESTRE III		SEMESTER III
Matemáticas Financieras	6	Financial mathematics
Legislación Aduanera I	5	Customs law I
Gestión y Operación Portuaria	5	Port operation and management
Contabilidad Básica	5	Basic accounting
Merceología	8	Merceology
Derecho Fiscal	5	Tax law
Inglés III	6	English III
Actividades Culturales y Deportivas	2	Cultural and sporting activities
Servicio Social Universitario	0	University Social Service
TOTAL CREDITOS	42	TOTAL OF CREDITS
SEMESTRE IV		SEMESTER IV
Finanzas	5	Finance
Legislación Aduanera II	5	Customs Law II
Estadística aplicada al Comercio Exterior	6	Statistics applied to foreign trade
Negocios Internacionales	6	International business
Clasificación Arancelaria	6	Tariff classification
Mercadotecnia	5	Marketing
Inglés IV	6	English IV
Actividades Culturales y Deportivas	2	Cultural and sporting activities
Servicio Social Universitario	0	University Social Service
TOTAL CREDITOS	41	TOTAL OF CREDITS

Transfer to Germany

After succeeding at fulfilling all requirements of the first four academic semesters of the study plan, the student is entitled to transfer to the THD. The participant will continue his or her studies in the fall and spring terms of the 5th and 6th semesters at Deggendorf University. The THD will help the students to find suitable accommodation.

The students will be enrolled both as regular students of UdeC and THD. Tuition fees must be paid at home institution and do not have to be paid at host institution for the same concept, but students will be subject to the same charges as any regular student.

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

Studies in Germany

The student from UdeC must complete 5th and 6th semester at the THD in order to receive the Double Degree. Compulsory courses for the UdeC Double Degree students at THD must be 60 ECTS.

Mexican students at THD must approve six of the courses during one year:

Name of Courses	Credits at UdeC	Assigned course at THD	Credits at THD	Semester at THD
Dirección	5	Principles of Management	4	1
Logística del Comercio Exterior	5	Principles of Logistics and Operations Management	5	1
Administración de Personal	5	Human Resources Management	5	1
Técnicas de Negociación (Optativa)	5	Cross Cultural Management	5	6
Organización Económica Mundial	5	Case Studies in Global Management	5	6
Ley de Comercio Exterior	5	Case Studies in Global Economics and Trade	5	7
Optativa I-IV	5	Business Elective	5	3
Mercadotecnia Internacional	5	International Marketing	4	3

The next courses are elective options and can be taken by the Mexican students:

- Managing International Value Chains
- Human Resources
- Case Studies in Marketing and Sales
- Controlling multinational enterprises
- Art of negotiation
- International Finance
- International Supply Management

Mexican students must take German as a foreign language I and German as a foreign language II.

The academic semesters acquired in Universidad de Colima will be completely transferred to THD, International Management Programme.

- No courses that already have been completed at UdeC during the first four semesters can be included in the 5th and 6th semester.
- The Academic Coordinator at THD performs consulting concerning the studies in Germany.
- The Bachelor Thesis can be completed in either in Colima or Deggendorf and has to be on a topic related to the field of Foreign Trade. The thesis has to be written in Spanish language and could be presented in English language according in consultation with the Academic Advisors from Deggendorf and Colima universities.

Return to Colima and Concluding Studies

Fulfilling the above mentioned requirements the UdeC students have successfully completed their study period abroad (5th and 6th academic semesters) and continue to their 7th and 8th semesters for concluding his/her remaining studies.

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 THD and UdeC will be appointed for each thesis upon mutual agreement of both institutions. According to the specific topic and/or the specific student one thesis supervisor will be determined as the governing one and has to be bilingual (English and Spanish).

After submission of the graduation both thesis supervisors will evaluate thesis assignments. As the final step the candidate will be subjected to an inquiry session where he/she has to defend the paper answering questions and clarifying contents, if necessary in the presence of both Mexican and German thesis supervisors (via videoconferencing software).

Termination

These official guidelines will be in effect from date of signature until the date of expiration of the Collaboration Agreement between Deggendorf Institute of Technology and University of Colima (January 25th, 2020).

For Technische Hochschule Deggendorf



Prof. Dr. rer. nat. Peter Sperber
President

Place: Deggendorf, Bavaria, Germany

Date: 18 Feb. 2015

For the University of Colima



UNIVERSIDAD DE COLIMA
Jose Eduardo Hernandez Nava, M.B.A.
President

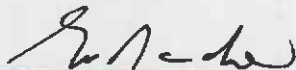
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Place: Colima, Colima, México

Date: January 29, 2015

WITNESSES

For Technische Hochschule Deggendorf



Dr. Elise von Randow
Director, Institute for International and
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ERASMUS Institutional Coordinator



Prof. Dr. Jack Bauersachs
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For the University of Colima



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