

## LEARNING AGREEMENT (INCOMING STUDENTS)

ACADEMIC YEAR 20\_\_/20\_\_ – FIELD OF STUDY:

International Program in Business  
IPB Spring (January – April)

Name of student:	.....	
Sending institution:	.....	Country: .....

Receiving institution:	DHBW Mosbach – Baden-Württemberg Cooperative State University Mosbach, Germany ERASMUS Code: D MOSBACH01	
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### 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/Module Title	Course Code	Number of ECTS credits
Organization and Human Resources: <ul style="list-style-type: none"> <li>• Organizational Behavior</li> <li>• Human Resources</li> </ul>	WBWIPB_S_ORG	5
Quantitative Methods: <ul style="list-style-type: none"> <li>• Direct Cost Accounting</li> <li>• Operations Research</li> <li>• Quantitative Market Research</li> </ul>	WBWIPB_S_QUAN	5
Specialization: <ul style="list-style-type: none"> <li>• Industrial Marketing</li> <li>• Negotiation</li> </ul>	WBWIPB_S_SP	5
Economics: Money and Currency	WBWIPB_S_ECON	3
Business Law inc. Labor & Bankruptcy	WBWIPB_S_LAW	2
E-Commerce	WBWIPB_S_IS	3
Intercultural Management and Social Competence	WBWIPB_S_CULT	3
German Language and Culture*	WBWIPB_S_GER	4*
<b>Total ECTS credits</b>		<b>30</b>

Student's signature: .....	Date: .....
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#### SENDING INSTITUTION

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

Departmental coordinator's signature

Institutional coordinator's signature

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Date: .....

Date: .....

#### RECEIVING INSTITUTION (DHBW Mosbach, IPB)

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

Prof. Dr. Christine Azarmi, Head of IPB

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Date: .....