

Business Administration Double Degree Programs at HSKL



**Hochschule
Kaiserslautern**
University of
Applied Sciences



Bundesministerium
für Bildung
und Forschung



Deutscher Akademischer Austauschdienst
German Academic Exchange Service

International Bachelor Program

International Business Administration
(IBA), possible Double-Degree

Since 2019



**Hochschule
Kaiserslautern**
University of
Applied Sciences



**UNIVERSIDAD NACIONAL
DEL LITORAL**
SANTA FE, ARGENTINA

IBA – Double Degree Course of Study

- Semester 1-4:**
- Study at HSKL



Semester 8:

- Study at HSKL
- Bachelor Thesis



Semester 5-7:

- 2 semesters at UNL, Santa Fe,
1 practical semester in
Argentina

IBA – Course of Study

INTERNATIONAL BUSINESS ADMINISTRATION

SEM						
1	FUNDAMENTALS OF GENERAL BUSINESS ADMINISTRATION	MICROECONOMICS	MATHEMATICS	LANGUAGES BASICS	INTERNAL AND EXTERNAL ACCOUNTING	
2	INTRODUCTION INTERNATIONAL MANAGEMENT	FUNDAMENTALS OF CIVIL LAW	FINANCING AND INVESTMENT	LANGUAGES ADVANCED	STATISTICS	MACRO-ECONOMICS
3	BUSINESS ENGLISH	FINANCIAL AND MATHEMATICAL ECONOMICS	STUDY METHODS 1	LAW OF MERCHANTS	INTERNATIONAL ACCOUNTING AND TAXATION	
4	FUNDAMENTALS OF MARKETING	ORGANISATION AND INFORMATION TECHNOLOGY	INTERNATIONAL BUSINESS WEEK	BUSINESS ETHICS AND INTERCULTURAL MANAGEMENT	BUSINESS SPANISH	STUDY METHODS 2
5	SEMESTER ABROAD					
6	PRACTICAL SEMESTER					
7	COMPANY ANALYSIS	HUMAN RESOURCE MANAGEMENT	INTERNATIONAL BUSINESS STRATEGY	INTERNATIONAL BUSINESS CASE COMPETITION	INTERNATIONAL ACADEMIC RESEARCH AND WRITING	SAP
8	CONTROLLING IN SME	BUSINESS FRENCH	FOREIGN TRADE FINANCE	BACHELOR THESIS		COLLOQUIUM

 INTERNATIONAL

 BUSINESS ADMINISTRATION



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Possible
Double Degree



IBA - Advantages

International perspective

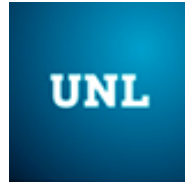
- **International** student community
- Focus on **languages**: English, Spanish and third language
- At least one semester **abroad** and one **practical** (working) semester
- Double Degree possible: two semesters studying and one semester working in Argentina

Low cost

- **No tuition fee**
- Enrolment fee 113.00€ per semester
- **Student residences** right at the campus
- Possible application for **scholarships** for study abroad

UNL, Santa Fe

- 35000 students
- 4700 professors



UNIVERSIDAD NACIONAL
DEL LITORAL
SANTA FE, ARGENTINA



International Master Program

International Management and
Finance (IMF), Double-Degree

Since 2014



**Hochschule
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**UNIVERSIDAD NACIONAL
DEL LITORAL**
SANTA FE, ARGENTINA

IMF - Study Plan & Modules

	1st semester (HSKL)	2nd semester (UNL)	3rd semester (HSKL)
Management	International Marketing & Corporate Communication	Elective modules (4 out of 9) <ul style="list-style-type: none"> • Advanced Mgmt • Information Systems for Decision Making • Business and Economics • Corporate Finance • Business Valuation • Global Competitiveness Program • Business Simulation • Hidden Champions, Strategic Mgmt, Internationalization • Management in International Financial and Capital Markets 	
Finance	Elective modules (1 out of 5) <ul style="list-style-type: none"> • Asset Mgmt • Cash and Treasury Mgmt • Commercial Bank Mgmt • International Finance • Reinsurance Finance Seminar	Internship	Elective modules (1 out of 5) <ul style="list-style-type: none"> • Asset Mgmt • Cash and Treasury Mgmt • Commercial Bank Mgmt • International Finance • Reinsurance
Language & Culture	Language & Culture I	Language & Culture II	
Thesis			<ul style="list-style-type: none"> • Master Thesis • Colloquium
	30 ECTS	30 ECTS	30 ECTS

IMF - Advantages

International perspective

- Master program in **English** language
- No German language skills required
- International student community
- 1 semester in Germany, 1 semester & internship in **Argentina**, flexible location for Master thesis
- **Double-degree Master** (Master of Arts & Maestría Internacional en Administración y Finanzas)

Low cost

- **No tuition fee**
- Enrolment fee 113.00€ per semester
- **Student residences** right at the campus
- Possible application for **scholarships** for study abroad in Argentina

IMF - Internships

YScheer

Henkel

comlet
Engineering your success

saar^{LB}


Deutsche Börse Group


Fraport


JOHN DEERE


AMEGA biotech
WHERE SCIENCE TURNS
INTO PRODUCTS

MAHLE
Driven by performance


ZELLTEK
INTEGRANTE DE
AMEGA BIOTECH


BASF
We create chemistry


Mercedes-Benz

:hager 
Culzoni
DESDE 1977
Todo en Piscinas

Desde  1912
Santa Fe


**FRESENIUS
KABI**
caring for life

Upcoming Double Degree Master Programs



**Hochschule
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Upcoming Double Degree Master Programs

- International Management and Finance (IMF) in cooperation with Università Politecnica delle Marche (UNIVPM) in Ancona, Italy.
Expected start: Summer Semester 2024
- Financial Services Management (FSM) in cooperation with Università Politecnica delle Marche (UNIVPM) in Ancona, Italy.
Expected start: Summer Semester 2024
- Financial Services Management (FSM) in cooperation with University of the Sunshine Coast (USC) in Sippy Downs, Queensland, Australia.
Expected start: Summer Semester 2024

“Double degrees between UNL and the Hochschule Kaiserslautern: experiences and good practices”

Best Practice Days

2023

Where we come from...



UNIVERSIDAD
NACIONAL
DEL LITORAL



UNIVERSIDAD
NACIONAL DEL LITORAL

A century-old University

The university is the result of the 1918 University Reform movement in Argentina, which advocated for the creation of democratic and self-governing institutions to provide free, open and public higher education.



A century-old University

UNL is based in the province of Santa Fe, in the central area of Argentina. The university's main buildings and halls are located in the city of Santa Fe, but the university also has schools and institutes in nearby cities, namely Esperanza, Reconquista, Avellaneda, Gálvez, Rafaela and Sunchales.



UNL facts and figures

UNIVERSITY COMMUNITY (2020)

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- + 50,000 undergraduate students
- + 2,000 pre-university students
- + 3,400 postgraduate students
- + 2,000 students who completed undergraduate degrees
- + 400 students who completed postgraduate degrees
- + 3,000 academic staff
- + 500 academic staff working at pre-university institutions
- + 2,000 researchers
- + 1,100 non-academic staff

ACADEMIC OFFERING

Levels

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- + 140 undergraduate degrees and programs which comprise upgrade courses, especially aimed at students with a non-university degree; associate's degrees, which take 2 to 3 years to complete and *licenciaturas* or bachelor's degrees, which take 4 to 6 years to complete
- + 90 postgraduate programs

RESEARCH AND OUTREACH PROJECTS

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- + 600 ongoing research projects
- + 40 ongoing outreach projects

17 DOUBLE DEGREE PROGRAMS

(Graduate and Undergraduate) with institutions from Germany, Brazil, France and Italy



Double degree Bachelor in International Business Administration



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Kaiserslautern
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Applied Sciences

Hochschule Karlsruhe
University of
Applied Sciences

HKA

2 semesters of course + 1 semester of Internship in companies.

Students mobility 2020-2023

7 students from Hochschule Kaiserslautern
7 students from Hochschule Karlsruhe



5 students to Hochschule Kaiserslautern
5 students to Hochschule Karlsruhe

Faculty and Staff mobility 2020-2023

3 Faculty from Hochschule Kaiserslautern
4 Faculty from Hochschule Karlsruhe



4 Faculty to Hochschule Kaiserslautern
4 Faculty to Hochschule Karlsruhe

SPECIAL CALL FOR TEACHING DEGREE COURSES IN GERMAN UNIVERSITIES

Dean's Resolution No. 160/22

11 Course proposals received from UNL faculty

3 selected: 2 financially supported by UNL and 1 by Hochschule Kaiserslautern.

Achievements

- Total mobilized students from Argentina to Germany 2020-2023: **10**
- **3 UNL students** are expected to be graduated by the end of 2023.
- Preparation of Argentine students traveling to Germany:
 - Training in the German language before and during the experience, in the UNL Language Center. During the experience is not mandatory.
 - Contact with Argentine students in Germany who help them find accommodation and send them relevant information.
 - Meeting with the German students at UNL to practice the language.
 - Meeting with FCE authorities before the trip.
 - Development of an instruction manual of steps to follow upon arriving in Germany.
- Agreement between universities to deliver money for maintenance scholarships due to problems obtaining foreign currency in the exchange market in Argentina.

- Total mobilized students from Germany to Argentina 2020-2023: **14**
- 1 KA student graduated.
- Reception of German students at the School of Economics (FCE):
 - Welcome meeting with authorities.
 - Welcome and fellowship events with foreign and UNL students.
 - Accompaniment by international tutors that allow better insertion into university life at UNL and into local culture (through recreational and tourist activities).

Things to improve

- Provide accommodation options for German students in Santa Fe.
- Strengthen the learning of German and Spanish languages.



Master of Arts (Double Degree) in International Management and Finance



UNIVERSIDAD
NACIONAL
DEL LITORAL



UNIVERSIDAD
NACIONAL
DEL LITORAL



Hochschule
Kaiserslautern
University of
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3 semesters + Internship in companies.

Master of Arts in International Management and Finance

Graduates in our Master's Degree are capable of:

Develop your analytical, critical and innovative capacity.

Act in environments of uncertainty and competition, with strategic vision, leadership potential, and solid ethical training.

Acquire professional skills and intercultural training

The methodologies applied in the degree emphasize the search for a balance between theoretical training and its application based on the analysis of real cases.

Students mobility since 2014



49 UNL students
40 HSKL students
45 students graduated by 2022



Faculty and Staff mobility

Teaching and research teaching mobility, at least 2 per year (except on COVID)

Coordination and Academic Direction missions, at least 1 per year (except on COVID)

Accredited and Categorized "A" (Res. CONEAU 171/2020).

This project has helped grow and highlight the importance of the FCE in the UNL in the local and regional environment.

The students have positively evaluated their experience and considered the exchange to be very fruitful, both from an academic and cultural point of view.

We accelerate the process of UNL Digital Diploma's Expedition, it takes approx 1 month

Work has been carried out in a joint, coordinated, harmonious and mutual aid manner between the authorities, teachers and support staff of both institutions.

Things to Improve

- Provide UNL accommodation options for German students in Santa Fe.
- Improve the internship offers on more and more diverse companies

Esteban Quintana (Argentinian)

Economist at University of Buenos Aires

Magister candidate UNL-HSKL

Double degree

- Career until now very focused only in Argentina
- Increase knowledge learning by doing about management in international fields
- Get to know other cultures
- First experience studying abroad, in Santa Fe and then in Germany

Influence

- Lasting influence of this program on my “mobility” is a truth.
- Open minded to different professional environments, in different countries.
- More a “goer” than a “planner”

Obstacles

- Personal obstacles, like leaving a stable life in argentina, be more open minded to different environments
- Uncertainty about future carrear, in terms of finishing the program, with all compulsory assingments, specially internship.
- Maybe, possibility of having more online classes.



International Business Administration

Double Degree Program in Santa Fe,
Argentina

Moritz Liedy

- 24 y/o
- Student in International Business Administration





The Double Degree Program

- ▶ 3 Semesters at the UNL in Santa Fe
- ▶ 2 Semesters of studying
- ▶ 1 Semester working





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Why The Double degree Program?

Use my International
Background

Get to know another
Country and Culture

Experience Working in
another Country

Two Degrees: From the
Hochschule
Kaiserslautern and the
UNL

How do I benefit from the Double Degree?

- ▶ Supporting international customers
- ▶ Working in a foreign environment
- ▶ Ability to adapt to another culture

