

### PROGRAM MODIFICATION PROPOSAL FORM

Name of Institution:  
University of South Carolina

Briefly state the nature of the proposed modification (e.g., adding a new concentration, extending the program to a new site, curriculum change, etc.):

Dual Degree: Darla Moore School of Business (DMSB), Masters in International Business and Strategic Masters in International Business (SMIB), ESSEC Business School, France

Current Name of Program (include degree designation and all concentrations, options, and tracks):  
Masters in International Business (MIB)

Proposed Name of Program (include degree designation and all concentrations, options, and tracks):  
Same as above

Program Designation:

- |   |   |
|---|---|
| <input type="checkbox"/> Associate's Degree   | <input checked="" type="checkbox"/> Master's Degree                   |
| <input type="checkbox"/> Bachelor's Degree: 4 Year  | <input type="checkbox"/> Specialist                                   |
| <input type="checkbox"/> Bachelor's Degree: 5 Year<br>Ph.D. and DMA)  | <input type="checkbox"/> Doctoral Degree: Research/Scholarship (e.g., |
| <input type="checkbox"/> Doctoral Degree: Professional Practice (e.g., Ed.D., D.N.P., J.D., Pharm.D., and M.D.) |   |

Does the program currently qualify for supplemental Palmetto Fellows and LIFE Scholarship awards?

- Yes  
 No

If No, should the program be considered for supplemental Palmetto Fellows and LIFE Scholarship awards?

- Yes  
 No

Proposed Date of Implementation: Fall 2019

CIP Code: 521101

Current delivery site(s) and modes: USC Columbia (Main Campus) – 51102

Proposed delivery site(s) and modes: USC Columbia (Main Campus) – 51102

Program Contact Information (name, title, telephone number, and email address):

Dr. Kendall Roth

Senior Associate Dean of International Programs and Partnerships

803.777.3604

[kroth@moore.sc.edu](mailto:kroth@moore.sc.edu)

Institutional Approvals and Dates of Approval:

Board of Trustees Executive and Governance Committee – August 17, 2018

Board of Trustees Academic Affairs and Faculty Liaison Committee – September 19, 2018

Full Board of Trustees – October 19, 2018

Commission on Higher Education (CHE) ACAP – \_\_\_\_\_

### **Background Information**

Provide a detailed description of the proposed modification, including target audience, centrality to institutional mission, and relation to strategic plan.

As noted on page 7 of the CHE Policies and Procedures, a Program Modification is required for the creation of a dual program using two existing (already approved) programs, in which case a justification must be provided for any shared coursework and the Commission recommends that no more than 25% of the major coursework be shared for the programs (i.e., fulfill major, not general education or elective requirements). This dual degree program is being submitted as a Program Modification because the Masters in International Business (MIB) degree is existing and already approved by CHE/SACSCOC/AACSB and the SMIB ESSEC international degree program is also AACSB approved.

As noted on page 21 of the CHE Policies and Procedures, a dual degree program is defined as: a combined or simultaneous program that involves a student working for two different degrees, either at the same institution or at different institutions. This Program Modification for this dual degree meets this definition as each institution confers its own degree and all students accepted by both partners into the dual program will receive a master's degree both institutions (fulfilling degree requirements of both institutions). This dual degree program gives students the opportunity to acquire the MIB from USC and the SMIB from ESSEC.

The Darla Moore School of Business (DMSB) has a current MIB dual degree program with Aalto University, a highly regarded business schools in Finland. This Program Modification for a dual degree is an extension of that program with another top institution: ESSEC Business School of France. ESSEC is AACSB accredited and in 1997 was the first institution outside of North America to receive this designation. The ESSEC SMIB is ranked in Financial Times as the #4 MIB program worldwide and is an AACSB accredited institution.

At the heart of its mission lies the University's responsibility to not only the state, but society, to promote the dissemination of knowledge, cultural enrichment, and an enhanced quality of life. USC Columbia is a globally recognized, high-impact research university committed to a superior student experience. The University continues to serve a diverse population of students. The depth and breadth of its graduate programs engage South Carolina students, with students from other states and countries to help develop culturally adept citizens. As the flagship institution of the state system, USC Columbia leads the way in providing all students with the highest-quality education, including the knowledge, skills, and values necessary for success and responsible citizenship in a complex and changing world through engagement in nationally and internationally ranked program.

The DMSB excels in graduate international programs as well and works diligently to produce world-class leaders for the global business environment. The DBSB is among the highest-ranked schools in the world for international business education and research. Known worldwide for its top-ranked programs in international business, including the No. 1 ranked undergraduate program for international business, the Moore School is home to a world-class faculty and eight major research centers. Founded in 1919, the Moore School has a history of innovative educational leadership, blending academic preparation with real-world experience through internships, consulting projects, study abroad programs and entrepreneurial opportunities. The Moore School has grown into a thriving site of academic excellence with an enrollment of more than 5,500 undergraduate students and more than 800 graduate students. The school offers a wide range of programs in nine undergraduate concentrations, seven master's degree and two Ph.D. degrees as well as executive education programs and consulting services to the business community and is well-suited, and has experience, in viable dual degree international programs.

### **Assessment of Need**

Provide an assessment of the need for the program modification for the institution, the state, the region, and beyond, if applicable.

The demand source is supplied in collaboration with the partner institutions and they attest to the interest of their students to enter the dual degree program and sign the contractual agreement. No more than 5 students may be enrolled; however, it is estimated that 2 students will be enrolled each semester. The estimate enrollment will be 2 students from ESSEC each year. It will take a student approximately 2 years to graduate from the USC 30-credit hour degree (ESSEC 75 ECTS). Six (6) ESSEC ECTS is equivalent to 3 USC credit hours. ESSEC courses range from 4-7.5 ECTS credits. All USC courses are 3 credit hours.

USC students will benefit from the international students studying in this program and from studying in France. Course discussions and experiences will be enhanced and student group work and collaborations will be heightened in both countries. Integrating the international students with USC Columbia students and vice versa will continue to help DMSB excel in its international effort which will in turn increase their ability to recruit high quality students and faculty. South Carolina also has many global companies and plans to attract more and introducing international students to South Carolina has the potential to enhance collaborations with global companies in South Carolina.

**Transfer and Articulation**

Identify any special articulation agreements for the modified proposed program. Provide the articulation agreement or Memorandum of Agreement/Understanding.

The dual degree contract is included in this Program Modification.

**Description of the Program**

Projected Enrollment						
Year	Fall Headcount		Spring Headcount		Summer Headcount	
	New	Total	New	Total	New	Total
2019-2020	2	2	0	2	0	2
2020-2021	2	4	0	4	0	4
2021-2022	2	4	0	4	0	4
2022-2023	2	4	0	4	0	4

Explain how the enrollment projections were calculated.

As noted above, it is estimated that two (2) students from ESSEC will enroll each year. Students are admitted each fall and, also as noted above, it takes approximately 2 years to complete the degree. The table above notes only the time in which international students are taking courses at USC Columbia.

The structure of both programs provides for flexibility in specialization and/or elective courses to meet degree requirements. Thus, the general intent of this dual degree curriculum design is not to transfer credit for similar courses across institutions. Rather, the design emphasizes providing students the ability to pursue additional specializations that the other institution does not provide. ESSEC students will take 18 credit hours of core and elective courses from the USC International Trade and Investment Track. Twelve (12) credit hours of these courses will transfer to meet 20 ECTS of the ESSEC specialization course requirements. ESSEC students will transfer the Business & Society and Geopolitics SMIB core courses for IBUS 706; the Applied Strategic Management and Strategic Management of International Operations for IBUS 705; and 12 ECTS credit of core courses for MIB electives. USC students will take the core course from either the Global Strategy or Asian Strategy tracks that will count toward MIB elective requirements. In addition, USC students will fulfill the ESSEC Thesis and Internship requirements (30 ECTS).

Attach a curriculum sheet identifying the courses required for the program.

ESSEC SMIB Program Requirements	Course Transfers from/to Each Institution	Moore School MIB Program Requirements
Fundamental & Core Classes (35 ECTS)	For ESSEC students, 12 ECTS Core classes from ESSEC transfer to USC Core Classes	Core Courses (12 credit hours)
Specialized Courses (28 ECTS)		IBUS734 International Business Negotiations
Internship (10 ECTS)		IBUS704 Comparative Corporate Governance
Professional Thesis (20 ECTS)		IBUS705 Global Business Management
		IBUS706 Nations States, Regional Networks and Global Markets
ESSEC has two specialized course tracks: Global Strategy and Asian Strategy tracks. Global Strategy core courses are: Management and Leadership E-business Strategy Strategic Innovation in Service Economy Design Thinking and Creativity Leadership for Strategy Builders Entrepreneurship Strategic Branding when Going International	For USC students, 24 ECTS from the selected ESSEC specialization track courses will transfer to the USC MIB elective requirements.	Electives (18 Credit Hours) These courses are chosen from the list of elective offerings approved by the program faculty director
International Marketing Management	For ESSEC students, 12 ECTS will be transferred to MIB elective requirements	Elective 1
Strategic Growth Management		Elective 2
Asian Strategy core courses are: E-strategy in an Asian Context Branding Strategies for Emerging Markets Global Strategies for Emerging Markets Islamic Business Management Asian Leadership Entrepreneurship in Asia Mandarin Managing International Business in Asia Strategic IP Management when Doing Business in Asia		Elective 3
		Elective 4
		Elective 5
		Elective 6
		Moore School has established three specialization tracks within the elective framework. All ESSEC students are required to pursue the International Trade and Investment track. The following economic/international business electives are specified for this track:
		International Financial Management
		Global Economics
		International Trade Economics
		International Monetary Economics
		Comparative Innovation Systems
		International Mergers and Acquisitions
		Market Development and Global Strategy
		Risk Management and Security Strategies
		Global Competitive Analysis
		Global Corporate Evaluation

The MIB degree allows for flexibility for students and the following helps explain the credit hours and transferred courses.

12 ITESM unit course credits = 3 USC credit hours

- Six (6) ESSEC ECTS is equivalent to 3 USC credit hours.
- ESSEC courses range from 4-7.5 ECTS credits. All USC courses are 3 credit hours.
- Each institution will be the sole judge of whether or not a student has met any progression requirements for its degree.

- **NOTE:** There are no changes in program learning outcomes/objectives, credit hours, admission requirements, courses, etc. for the MIB program at USC Columbia. This dual program is simply a collaborative effort with ESSEC, France. All USC policies for admission, procedures and standards will be followed.

**Curriculum Changes**

<b>Courses Eliminated from Program</b>	<b>Courses Added to Program</b>	<b>Core Courses Modified</b>

There are no curriculum changes.

**New Courses**

List and provide course descriptions for new courses.

There are no new courses.

**Similar Programs in South Carolina offered by Public and Independent Institutions**

Identify the similar programs offered and describe the similarities and differences for each program.

There are no similar dual degree programs in the state.

<b>Program Name and Designation</b>	<b>Total Credit Hours</b>	<b>Institution</b>	<b>Similarities</b>	<b>Differences</b>

**Faculty**

State whether new faculty, staff or administrative personnel are needed to implement the program modification; if so, discuss the plan and timeline for hiring the personnel. Provide a brief explanation of any personnel reassignment as a result of the proposed program modification.

No new faculty, staff or administrative personnel are needed to implement the program modification.

### Resources

Identify new library, instructional equipment and facilities needed to support the modified program.

**Library Resources:** 0

**Equipment:** 0

**Facilities:** 0

No new library resources, equipment or facilities are needed to support the modified program.

### Impact on Existing Programs

Will the proposed program impact existing degree programs or services at the institution (e.g., course offerings or enrollment)? If yes, explain

Yes

No

### Financial Support

MIB/SMIB Dual Degree DMBS and ESSEC						
Sources of Financing						
Category	1st	2nd	3rd	4th	5th	Total
Tuition	\$ 33,660.00	\$ 48,960.00	\$ 67,320.00	\$ 67,320.00	\$ 67,320.00	\$ 284,580.00
Program-Specific Fees **	\$ 560.00	\$ 840.00	\$ 1,120.00	\$ 1,120.00	\$ 1,120.00	\$ 4,760.00
Federal, Grant, or Other Funding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total (NOT including funding to university)</b>	<b>\$ 34,143.00</b>	<b>\$ 49,807.00</b>	<b>\$ 68,231.00</b>	<b>\$ 68,231.00</b>	<b>\$ 68,231.00</b>	<b>\$ 288,643.00</b>
Estimated New Costs by Year						
Category	1st	2nd	3rd	4th	5th	Total
Program Administration and Faculty and Staff Salaries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Facilities, Equipment, Supplies, and Materials	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Service Support (Estimated 8.5%)***	\$ 2,861.10	\$ 4,161.60	\$ 5,722.20	\$ 5,722.20	\$ 5,722.20	\$ 24,189.30
<b>Total ****</b>	<b>\$ 2,861.10</b>	<b>\$ 4,161.60</b>	<b>\$ 5,722.20</b>	<b>\$ 5,722.20</b>	<b>\$ 5,722.20</b>	<b>\$ 24,189.30</b>
<b>Net Total (i.e., Sources of Financing Minus Estimated New Costs)</b>	<b>\$ 31,281.90</b>	<b>\$ 45,645.40</b>	<b>\$ 62,508.80</b>	<b>\$ 62,508.80</b>	<b>\$ 62,508.80</b>	<b>\$ 264,453.70</b>
*Assuming 1 resident and 1 non-resident student in year 1; 2 resident and 1 non-resident student in year 2; 2 resident and 2 non-resident thereafter. Resident rate @ \$15,300 and non-resident rate @ \$18,360						
**Estimated to be \$280 per student						
***This budget is base on the new USC Columbia budget model with a services support of approximately 8.5% provided to the University.						
**** Additional students can be accommodate with existing capacity. Therefore no additional expenses are incurred.						

### Budget Justification

Provide a brief explanation for all new costs and sources of financing identified in the Financial Support table.

The tuition from students is the main source of financing for this program. As provided in Note 4 above, USC Columbia is approving a new budget model for Fall 2019. The Service Support paid to the university from the DMSB is estimated to be 8.5%.

### Evaluation and Assessment

<b>Program Objectives</b>	<b>Student Learning Outcomes Aligned to Program Objectives</b>	<b>Methods of Assessment</b>
Students will acquire in-depth knowledge in the core foundational courses of business to understand the operations of global business...	Students will have the knowledge of diverse institutional arrangements around the globe.	Thesis
Students will acquire in-depth knowledge of government policies on business.	Students will have understanding of the impact of government policies on business. Students will have knowledge of governance-related issues.	Thesis
Students will develop negotiation skills	Students will have knowledge of tools and concepts associated with complex negotiation skills.	Thesis

Will any the proposed modification impact the way the program is evaluated and assessed? If yes, explain.

- Yes  
 No

Will the proposed modification affect or result in program-specific accreditation? If yes, explain; and, if the modification will result in the program seeking program-specific accreditation, provide the institution's plans to seek accreditation, including the expected timeline.

- Yes  
 No

Will the proposed modification affect or lead to licensure or certification? If yes, identify the licensure or certification.

ACAP

11/29/2018

Agenda Item 6h

Yes

No

Explain how the program will prepare students for this licensure or certification.

If the program is an Educator Preparation Program, does the proposed certification area require national recognition from a Specialized Professional Association (SPA)? If yes, describe the institution's plans to seek national recognition, including the expected timeline.

Yes

No



**MEMORANDUM of UNDERSTANDING**  
**between**  
**ESSEC BUSINESS SCHOOL (FRANCE)**  
**and**  
**DARLA MOORE SCHOOL OF BUSINESS,**  
**University of South Carolina**  
**(USA)**

**Double-Degree Program**

To promote academic excellence and cross-cultural understanding at our respective institutions, Darla Moore School of Business, University of South Carolina (USA), hereinafter referred to as "South Carolina", and ESSEC Business School (France), hereinafter referred to as "ESSEC", agree to establish the following reciprocal Double-Degree Program, which will give students from South Carolina's Master in International Business and students from ESSEC's Advanced Master SMIB the opportunity to qualify for a Master in International Business from South Carolina and an Advanced Master in Strategy and Management of International Business from ESSEC, simultaneously through the mutual acknowledgement of examinations, and based upon principles of respect and reciprocity:

Both institutions agree to consult with each other prior to entering into another Double-Degree Agreement within their respective countries.

PARTIES' RECITALS

1.1 **ESSEC Business School** (trading under the name of "ESSEC BUSINESS SCHOOL") a French non-profit organization, incorporated under the laws of France, having its registered office avenue Bernard Hirsch 95021 Cergy Pontoise, duly represented by its Dean **Prof. Vincenzo Esposito Vinzi**, (Hereinafter referred to as "ESSEC").

1.2 **ESSEC Business School** has its address at:

Avenue Bernard Hirsch  
BP 50105  
95021 Cergy-Pontoise Cedex,  
France.

1.3 **The Darla Moore School of Business** is a College within the University of South Carolina, which is a public higher education institution in South Carolina, USA, that is duly represented by President, **Rd. Harris Pastides**.

1.4 The University of South Carolina has its address at:

The University of South Carolina  
Office of the President  
Osborne Administration Building, Room 206  
915 Bull Street  
Columbia, SC 29208 USA

The Parties agree as follows:

For the purposes of this Agreement, the following definitions shall apply:

- a. "Host Institution" shall stand for that institution receiving students.
- b. "Home Institution" shall stand for that institution sending students.
- c. The term "academic term" shall stand for an equivalent number of terms between the two schools.
- d. "Double-Degree students" are students participating in the Double-Degree Program in which each student will earn the equivalent of one degree at each of the two participating institutions. A modified program structure is defined in this Agreement and Annex.

#### Student Numbers

Each year during the life of this Agreement, each university may send up to five (5) students to be enrolled at the other institution. The number of students may be changed by mutual agreement. A balance in total numbers of students exchanged will be sought over a five-year period.

#### Program Schedule and Scope

1. Double-Degree students will attend parts of the Advanced Master SMIB at ESSEC and parts of the Master in International Business at South Carolina. The Double-Degree Program is divided into stages that are visually represented in Part A of Annex 1 and a detailed description of the program elements is presented in Part B of Annex 1.
2. ESSEC students who participate in the Double-Degree Program must be regularly enrolled, for the duration of the program, in the Advanced Master SMIB at ESSEC; they will also be regularly enrolled in the Master in International Business at South Carolina for the academic period they spend at South Carolina and until completion of all curricular activities, including the professional thesis and mission.

South Carolina students who participate in the Double-Degree Program must be regularly enrolled, for the duration of the program, in the Master in International Business at South Carolina; they will also be regularly enrolled in the Advanced Master SMIB for the academic period they spend at ESSEC and until completion of all curricular activities, including the professional thesis and mission.

#### Changes to the Double-Degree Program Schedule and Scope

1. Teaching activities may be modified upon mutual written consent between the partner institutions. Changes made to the Double-Degree Program may not affect students already enrolled in the Double-Degree Program, unless such changes are advantageous to the students.
2. Each partner institution will ensure that the quality of the Double-Degree Program will be assessed in accordance with the relevant provincial, national and/or international quality assessment protocols.
3. Each institution must inform the other of any changes in the accreditation status of its degree.

#### Selection Criteria

1. Each institution will nominate candidates for participation in the Double-Degree Program. In addition to academic and any other criteria that the home institution may consider, the following criteria must be met for a student to qualify for nomination:
  - a. Candidates applying to South Carolina who meet the admission requirements of the Master in International Business, including language requirements. Students that do not hold a degree from a U.S. institution, have not graduated from a program with English as the instructional language, or are not currently enrolled in a program with English as the instructional language, must submit a valid (two years old or less) test score demonstrating their command of the English language. The minimum score for the Test of English as a Foreign Language (TOEFL) is 80 (Internet-based) or 570 paper-based; and 6.5 for the International English Language Testing System (IELTS Intl. Academic Course Type 2 Exam), prior to beginning a program at South Carolina
  - b. Candidates applying to ESSEC who meet the admission requirements for the Advanced Master SMIB, including language requirements.

Students will be selected based on academic merit, past work and extracurricular experiences, as well as a demonstration of strong motivation to participate in the program.

2. Each institution agrees to nominate only students with sufficient language skills to participate successfully in the academic program within the partner institution.

The home institution will let the host institution know the exact number of exchange students on October 15<sup>th</sup> of a given academic year at the latest.

The home institution will send a complete file for each Double-Degree applicant to the host institution. The file of each student will be sent before the noted deadline on which parties will agree each year:

- a. A copy of the student's GMAT or GRE score (min. 600 required)
- b. A copy of the student's, TOEFL or IELTS score or ESSEC will validate that the students English level is at an equivalent level.
- c. Official transcripts of the student's current university-level studies
- d. A copy of the student's passport obtained with the permission of the student.
- e. Application form
- f. Curriculum Vitae.

The student's application file must be received by the host institution before November preceding the beginning of the student's term of study in the Double-Degree Program at the host institution.

#### General Terms and Conditions of the Double-Degree

1. Credits will be granted by the student's home institution for approved work successfully completed at the host institution during the exchange period. An official transcript of results will be provided by the host institution to the Double-Degree Program Administrator of the home institution as soon as possible after completion of the student's period of study at the host institution.

Each Double-Degree student must take examinations for the courses in which they participated. The modalities of these learning controls and examinations will be determined in a shared agreement by the contracting parties according to their regulations of examination. The achievements of every Double-Degree student will be reported to both institutions at the end of each year.

Each institution will provide instructors' comments, evaluations or study progress reports if so requested by the other institution.

It is acknowledged and accepted by both institutions that students will receive their degree from SOUTH CAROLINA and ESSEC only after completing the academic degree requirements for both partner institutions, including the successful completion and defense of a professional thesis within the context of a working experience.

If a student wishes to only complete the degree for their home institution, they must formally withdraw from the Double-Degree Program, withdraw from the degree program at the host institution, and notify the home institution of this decision.

Failure to comply with the requirements set by the host institution will not necessarily lead to a failure in awarding of the home institution degree. Students who have met the credit

requirements set by the home institution, but who have not met all the credit requirements stipulated by the host institution, might be awarded only the home institution degree. That will be the decision of the graduation jury. In such cases, credits will be given for all approved courses passed at the host institution and counted towards the home degree as in the case of traditional international exchange programs. Students must comply with all home institution requirements.

1.1 The grading system to be used by each institution is as follows:

ESSEC	USC Grading System	USC Grading System
20	A+	
19		
18		
17	A	4.0
16	A-	
15	B+	3.5
14	B	3
13	B-	
12	C+	2.5
11	C	2
10		
9	C-	
8		
7	D+	1.5
6		
5	D	1
4		
3	D-	
2		
1		
0	F	0.0

2. Double-Degree students will be subject to the same assessment procedures for the courses in which they are enrolled as students of the host institution.
3. Double-Degree students will be entitled to take part in any introductory or orientation courses or programs that may customarily be arranged for international students at the host institution.

4. Double-Degree students will be subject to the rules and regulations of the host institution. They will also have the same rights, privileges, and access to facilities enjoyed by students enrolled in degree programs on the host campus.
5. Double-Degree students will be responsible for completing the required immigration procedures needed to pursue studies in the country of the host institution. The host institution will provide the necessary admission documents to enable the Double-Degree student to apply for permission to study in the host country.

### Double-Degree Deliverance

South Carolina and ESSEC Business School agree to grant their respective degrees to double-degree students who have successfully completed the academic and other program requirements of the double-degree program.

Students participating in this program and having fulfilled all its requirements will be granted the Master in International Business from South Carolina and the ESSEC Advanced Master in Strategy and Management of International Business from ESSEC Business School.

South Carolina Master in International Business for ESSEC students:

- Validation of 30 credit hours.
- Average on all grades on the Program of Study but be at least 3.00, with no course below a grade of 2.0
- GPA for courses numbered 700 or above must be at least 3.00
- Grades earned on graduate credits transferred from other universities are not included in the grade point average.

ESSEC Advanced Master SMIB Degree Requirements for South Carolina students:

- Validation of a minimum of 20 ECTS, no more than three grades below 10/20 and no fail/zero to any course
- 4-6 months of professional work experience
- Professional Thesis writing and defense no later than 6 months and 2 weeks after starting the working experience

### Tuition and Other Fees

1. Students participating in the Double-Degree Program will pay tuition fees at their home institution. They will be exempt from paying tuition fees to the host institution if reciprocity applies; however, they will pay whatever fees are required of them by their home institution to participate in the Double-Degree Program.

Exceptions may be fees for special labs, materials, field trips and other administrative fees charged to students enrolled in specific classes. These extra costs should be communicated

well in advance to the student by the institution concerned. At South Carolina administrative fees include the matriculation fee and the international student fee.

2. Each Double-Degree student will be responsible for all costs associated with his/her books, travel, transportation, accommodation and living expenses while at the host institution.

### Insurance

All participating students are required to carry adequate health insurance and to provide proof to the host institution upon arrival.

### Accommodation

Each institution will make reasonable efforts to assist students participating under the terms of this Agreement in finding housing accommodation.

### Intellectual Property

The parties recognize that this Agreement does not grant ESSEC or the University of South Carolina any license of use or rights over the intellectual property of the other party. The use of trademarks and/or denominations representative of either party are strictly prohibited without the owner's express and written consent.

### Terms of the Agreement

1. Each institution is responsible for the operation of the Program at its own institution and agrees to appoint an overall administrator for this Double-Degree Program. For South Carolina, this will be the MIB Faculty Director. For ESSEC, this will be the International Relations Manager for Graduate Programs.
2. ~~Each institution, at its own expense, shall indemnify, hold harmless and defend the other institution and its directors, officers, employees and agents, against any adverse consequences that the other institution suffers arising from or relating to any negligent act or omission or wilful misconduct by the indemnifying institution including by any of its agents, officers, employees, students, or volunteers, that occurs in connection with the indemnifying institution's obligations under this Agreement. For purposes of this Agreement, "adverse consequences" shall include all actions, claims, complaints, demands, hearings, injunctions, judgments, orders, proceedings, rulings, suits, costs, damages, expenses, liabilities, losses, and fees including, without limitation, legal fees and associated costs, which result from the indemnifying institution's breach of its obligations under this Agreement.~~
3. The Parties shall each maintain their own third-party liability insurance coverage sufficient for their respective legal liabilities pertaining to implementation of this agreement, ~~specifically without limitation, including those associated with the foregoing indemnity.~~

4. The applicable privacy laws of France and privacy policies of ESSEC will apply in relation to any matter concerning privacy or protection of personal information of students enrolled at ESSEC, and in relation to any personal information provided by ESSEC to South Carolina.
5. This Agreement will come into effect upon signature by the presiding officers (or designates) of both institutions. The Double-Degree Program will commence on August 29th, 2018 for a period of five (5) years. The Agreement may be extended by mutual written agreement of the parties.
6. This Agreement may be amended by mutual consent at any time through exchange of letters between the two Parties. Changes made to this Agreement may not affect students already enrolled in the Double-Degree Program, unless such changes are advantageous to the students. Such amendments, once approved by the Parties, will be added to this Agreement as appendices.
7. The Parties will confer concerning the renewal of this Agreement six (6) months prior to the date of expiration.
8. For conditions of the exchange not covered by this Agreement, or for problems that arise during the Double-Degree Program or concerning the interpretation of this Agreement, both parties agree to refrain from unilateral action and to first consult and negotiate mutually acceptable decisions/resolutions.
9. ~~In the event that a resolution cannot be reached under Clause 6, the Parties agree that any claim or dispute arising out of or in connection with this Agreement shall be governed by the laws of the courts of the objecting institution.~~ 
10. This Agreement may be terminated by either institution by official written notification duly signed by the presiding officer of the notifying party. Such notification must be made prior to the selection of Double-Degree students for the following academic year.
11. If an imbalance of exchange places exists at the time of termination of this Agreement, the institution having hosted the larger number of students shall be entitled to rectify any imbalance by sending additional students to the other institution under the terms of this Agreement within two (2) years from the date that this Agreement is officially terminated. During this period, the terms of the current Agreement will apply.
12. In signing this Double-Degree Agreement, the two institutions jointly affirm that the essential values of intellectual integrity, freedom of inquiry and exchange of ideas and equal dignity of all persons must govern this partnership and the administration of the exchange.

#### Dispute Resolution & Resolution Law

Any dispute arising out or in connection with the present MOU or any other agreement in respect to this collaboration shall be amicably settled through friendly negotiation with the view to settlement.

In the event that there is no settlement through negotiation, all disputes arising out or in connection with the present MOU shall be finally settled under the Rules of Arbitration of the International Chamber of Commerce by one arbitrator appointed in accordance with the said rules.

### **Accreditation Statement**

The University of South Carolina is accredited by the Southern Association of Colleges and Schools' Commission on Colleges to award the MIB degree. ESSEC Business School is not accredited by the Commission on Colleges and the accreditation of the University of South Carolina does not extend to or include ESSEC Business School or its students. Although the University of South Carolina accepts certain course work in transfer toward a credential from ESSEC Business School or collaborates in other ways for generation of course credits or program credentials, other colleges and universities may or may not accept this work in transfer, even if it appears on a transcript from the University of South Carolina. This decision is made by the institution subsequently considering the possibility of accepting such credits.

In WITNESS HEREOF, the parties hereunto affix their signatures:

For, and on behalf of,  
University of South Carolina.

*H. Pastides*

Dr. Harris Pastides  
President, University of South Carolina

*Oct 26, 2018*

Date

For, and on behalf of,  
ESSEC Business School

*V. Esposito Vinzi*

Vincenzo Esposito Vinzi  
Dean and President, ESSEC Business School

*May 29<sup>th</sup> 2018*

Date

*C. Koenig*

Prof. Christian Koenig, Associate Dean for  
International Relations

*May 25, 2018*

Date

*F. Papier*

Felix Papier  
Dean for Masters Programs

Date



## Appendix 1: Programs' Descriptions (as of March 2018, subject to change)

### Part A: Programs' structures

<b>ESSEC SMIB STUDENTS – Track 7 International Trade &amp; Investment (DARLA MOORE USA)</b>				
<b>Period</b>	<b>Designation</b>	<b>Site</b>	<b>Hours</b>	<b>ECTS</b>
T0 & T1 (Aug-Dec 2018)	Fundamental & Core courses	ESSEC – Cergy or Singapore Campus	226.5 h + 50h*	35 + 6*
T2 (Jan-May 2019)	1) Master in International Business: International Trade & Investment Career Track	DARLA MOORE Columbia Campus	18 credit hours	20 for ESSEC / 36 for USC
May 2019- plus 4 to 6 months	4 to 6 months Internship or professional experience	Worldwide	-	10
May 2019 + 4 to 6 months	Defense of the Professional Thesis based on the professional experience	Worldwide	-	20

\*For elective courses.

Note: in Singapore Mandarin courses are compulsory (4 ECTS) on top of business courses (25h)

<b>DARLA MOORE Master in International Business STUDENTS – DD with ESSEC SMIB program</b>				
<b>Period</b>	<b>Designation</b>	<b>Site</b>	<b>Hours</b>	<b>ECTS</b>
	Fundamental Courses	DARLA MOORE	420	75
	<i>One of the 2 following tracks:</i>			
T2 (Jan-Apr 2019)	Global Strategy	ESSEC - Cergy Campus	175 h + 37.5 h*	28 + 6*
	Doing Business in Asia	ESSEC- Singapore Campus	175 h + 37.5 h*	28 + 6*
May 2019- plus 4 to 6 months	4 to 6 months Internship or professional experience	Worldwide	-	10
May 2019 + 4 to 6 months	Defense of the Professional Thesis based on the professional experience	Worldwide	-	20

\*For elective courses.

Note: in Singapore Mandarin courses are compulsory (4 ECTS) on top of business courses

Part B: Detailed programs

ESSEC SMIB (Singapore) DETAILED PROGRAM

Code	Course Title	Hours	ECTS	Track	Nature
<b>Singapore Term 0 &amp; 1</b>					
SGSE S0001	Induction	N/A	0	all	Compulsory
SGSE S0001	e-Learning Training	N/A	0	all	Compulsory
SEMI S0001	Presentation of Teambuilding Projects & Asian Strategy Challenge Rules	N/A	0	all	Compulsory
EOCA 32500	Asian Economies	25	4	all	Compulsory
CPTC 32005	Financial Accounting	22,5	3	all	Compulsory
CPTG 32205	Costs Analysis	7,5	1	all	Compulsory
DEVC 32400	Management and Society Seminar <i>(Project Dignity @ Dignity Kitchen)</i>	7	P/F	all	Compulsory
DEVN 32213	Negotiation for Managers	12,5	2	all	Compulsory
MGTS 32211	Strategic Tools for Strategy Building	12,5	2	all	Compulsory
MGTM 32107	Applied Strategic Management	25	4	all	Compulsory
EOCA 32002	Geopolitics	12,5	2	all	Compulsory
DEVD 32223	International Business Law	12,5	2	all	Compulsory
FINE 32220	Introductory Finance	25	4	all	Compulsory
FINE 32221	Valuation	25	4	all	Compulsory
MKGM 32100	Fundamentals of Strategic Marketing Management	25	4	all	Compulsory
MGTM 32103	Cross-cultural Issues When Going International	12,5	2	all	Compulsory
MGTA 32001	Innovation in a Service Economy	12,5	2	all	Compulsory

LGCH 32501	Mandarin Beginners (Beginners level)	25	2	all	Compulsory for all except Chinese French course for Chinese
LGCH 32501	Mandarin Intermediate (Intermediate level 4)	25	2	all	Compulsory for all except Chinese French course for Chinese
LGFR 12130	French Beginners 1 (Beginners level 1)	25	2	all	Compulsory for all except French Mandarin course for French
MKGM 32212	Bop Marketing	12,5	2	all	Elective
MKGC 32210	C-centric Strategy	12,5	2	all	Elective
SEMI S0001	Career Workshop	N/A	0	all	Compulsory
EXPE 32403	Professional Conferences	N/A	0	all	Compulsory
SGSE S0002	SMIB For Smiles presentation	N/A	0	all	Compulsory
<b>Singapore Term 2</b>					
SEMI S0001	Networking session SMIB Full-Time & SMIB EXEC	N/A	0	all	Compulsory
SEMI S0001	Presentation of the Professional Thesis	N/A	0	all	Compulsory
EXPR 32908	Study Tour Program Project Management/Onsite Participation (Business Trip) Destination: Bangkok, Thailand	N/A	P/F	all	Compulsory
SEMI S0001	Study Tour pre-departure meeting	N/A	0	all	Compulsory
MGTP 32426	Imagination Week	25	4	all	Compulsory
MKGM 32501	E-Strategy in an Asian Context	25	4	all	Compulsory

MKGM 32213	Strategic Branding in APAC	12,5	2	all	Compulsory
MGTA 32401	Islamic Business Management	25	4	all	Compulsory
CPTG 32211	Value Creation & Performance Management	12,5	2	all	Compulsory
LGCH 32501	Mandarin Intermediate (Intermediate level)	25	2	all	Compulsory for all except Chinese French course for Chinese
LGCH 32501	Mandarin Advanced (Advanced level 1)	25	2	all	Compulsory for all except Chinese French course for Chinese
LGFR 12140	French Beginners 2 (Beginners level 2)	25	2	all	Compulsory for all except French Mandarin course for French
FINE 32222	Introduction to Project Finance	12,5	2	all	Elective
FINM 32238	Financial Markets (with Asian Focus)	12,5	2	all	Elective
MGTS 32231	Global Strategies for Emerging Markets	12,5	2	Corporate	Elective
MGTE 32105	Leadership & Entrepreneurship in Asia	25	2	Corporate	Compulsory
MGTM 32239	Asian Business Models	12,5	2	Corporate	Compulsory
DEVN 32209	Negotiate Business Deals in China	12,5	2	Corporate	Compulsory
EXPI 32907	Asian Strategy Challenge	12,5	4	Consulting (compulsory) & Corporate (Elective)	Elective & Compulsory for Consulting track

MGTS 32234	Management Consulting	12,5	2	Consulting	Compulsory
MGTS 32235	Strategic Consulting in Asia: Tools & Issues	25	2	Consulting	Compulsory

### ESSEC SMIB (Cergy) DETAILED PROGRAM

Cergy Term 0					
	Induction	N/A	0	All	Compulsory
	Management & Society	7	1	All	Compulsory
	Contemporary Economic Challenges	25	4	All	Compulsory
	Negotiation	12,5	2	All	Compulsory
	Management	12,5	2	All except outgoing students	Compulsory
	Financial Accounting	25	4	All	Compulsory
Cergy Term 1					
	Geopolitics	12,5	2	All	Compulsory
	International Business Law	12,5	2	All	Compulsory
	Strategic Tools for Strategy Building	12,5	2	All	Compulsory
	Applied Strategic Management	12,5	2	Corporate	Compulsory
	Competitive Strategy - Part I	12,5	2	Consulting	Compulsory
	Valuation	15	2	All	Compulsory
	LBO	10	2	All	Compulsory
	Introductory Finance	25	4	All	Compulsory
	Fundamentals of Strategic Marketing	25	4	All	Compulsory
	Introduction to Consulting	7	P/F	All	
	Professional Conferences	N/A	P/F	All	Compulsory
	Etudes de Marché	25	2	All (15 seats only - shared with MIA)	Elective
	C-Centric Strategy	12,5	2	All	Elective
	Big Data and Strategic Issues	12,5	2	All	Elective
	Career Day	N/A	P/F	All	Compulsory

	French for Beginners / Intermediate	20	2	All	Compulsory for non-French natives
<b>Cergy Term 2</b>					
	Digital Week Competition	25	4	All except outgoing students	Compulsory
	E-business Strategies & Operations	25	4	All	Compulsory
	Responsible Leadership and Societal Business Practices	12,5	2	All	Compulsory
	Project Finance	12,5	2	All	Elective
	M&A	12,5	2	All	Elective
	Strategic Innovation in Service Economy	12,5	2	All	Compulsory
	Design Thinking & Creativity	12,5	2	All	Compulsory
	Strategic Branding Issues when Going International	12,5	2	All	Elective
	Strategic Growth Management	12,5	2	Corporate	Compulsory
	Value Creation & Performance Management	12,5	2	Corporate	Compulsory
	Public Speaking and Soft Skills	12,5	2	Corporate	Compulsory
	Strategic Global Sourcing	12,5	2	Corporate	Compulsory
	Strategic Supply Chain Management	12,5	2	Corporate	Compulsory
	Marketing B2B	12,5	2	Corporate	Compulsory
	Marketing KAM	12,5	2	Corporate	Compulsory
	Competitive Strategy - Part II	12,5	2	Consulting	Compulsory
	Value Creation & Performance Management	12,5	2	Consulting	Compulsory
	Consultancy Soft Skills Seminar	12,5	2	Consulting	Compulsory
	Consulting	25	4	Consulting	Compulsory
	Consulting - Elevator Session	1	P/F	Consulting	Elective (1h/student)
	Consulting Commercial Services	12,5	2	Consulting	Compulsory
	Corporate Talks	NA	P/F	Corporate	Compulsory
	Case Cracking	11,5	P/F	Consulting	Compulsory

	French for Beginners / Intermediate	20	2	All	Compulsory for non-French natives
	Study Tour Program Project Management/Onsite Participation (Business Trip) Destinations: TBC	NA	P/F	All	Compulsory
	Study Tour pre-departure meeting	N/A	0	All	Compulsory

### DARLA MOORE MASTER IN INTERNATIONAL BUSINESS - DETAILED PROGRAM

ESSEC Students would follow the International Trade & Investment Career Track

<b>Methods bootcamp in August</b>
IBUS 704 - Comparative Corporate Governance
IBUS 705 - Global Business Management (Tatiana)
IBUS 706 - Nation States, Regional Networks and Global Markets
IBUS 734 - International Business Negotiations
<b>International Trade &amp; Investment</b>
Required -- IBUS 701 - International Financial Management (Chuck)
Take any three of the following:
DMSB 713 Global Economics
ECON 503 International Trade Economics
ECON 504 International Monetary Economics
IBUS 729 - Comparative Innovation Systems
IBUS 735 - International Mergers and Acquisitions
IBUS 727 - Market Development and Global Strategy
IBUS 728 - Risk Management and Security Strategies in International Business
IBUS 731 - Global Competitive Analysis
IBUS 711 - Global Corporate Valuation
Non-Business courses options:

GEOG 721 City & Social Transformation in Comparative International Contexts
ENVR 501 Global Food Politics
POLI 710, 734 -- on International Political Economy & Regimes
POLI 591 Special Topics: The Creation of the Modern Middle East
POLI 591 Special Topics: Politics of European Integration
POLI 591 Conflict & Instability in the Middle East In International Affairs

## **ANNEX 2: Double-Degree Program Administrators**

Each institution agrees to appoint an overall administrator of the Double-Degree Program. The administrator will serve as the contact on campus, responsible for arrangements associated with visits, ensuring that necessary approvals are in place, receiving official transcripts from the partner institution, and attending to the general welfare of the exchange students.

The administrators of this Double-Degree Program are:

### **DARLA MOORE:**

Name: Director, MIB  
Address: Darla Moore School of Business  
1014 Greene Street  
Columbia, SC 29208 USA  
Telephone: 803.777.3604  
E-mail: [angel.earle@moore.sc.edu](mailto:angel.earle@moore.sc.edu)

### **ESSEC Business School:**

Name: International Relations Office OR Academic  
Direction MS SMIB  
Address: ESSEC Business School  
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[maman@essec.edu](mailto:maman@essec.edu)