



ÉCOLE  
SUPÉRIEURE  
DE COMMERCE  
ET DÉVELOPPEMENT



International School of  
Business & Research  
Bangalore

## STUDENT EXCHANGE AGREEMENT

between

ISBR Business School

And

ESCD 3A

### Two parties of this Agreement

ESCD 3A\_France located 45\_47 Rue Sergent Michel Berthet FRANCE

And

ISBR Business School \_located at Bangalore INDIA.

The purpose of this Agreement is to further mutual understanding between ESCD 3A Lyon and ISBR BUSINESS SCHOOL, and to enhance each institution's teaching, learning, and internationalization objectives.

ISBR BUSINESS SCHOOL and ESCD 3A agree to institute this exchange program under the following terms:

### 1. Academic Year

- a) The academic year at ESCD 3A, consists of two (2) semesters, "Fall Semester" and "Spring Semester".
- b) The academic year at ISBR BUSINESS SCHOOL consists of two (2) semesters: "Fall Semester" and "Spring Semester"
- c) The duration of the exchange will be for one academic semester. However, exchanges of one academic year will be permitted, if approved by both parties.

### 2. Number of Participants

- a) ESCD 3A and ISBR BUSINESS SCHOOL will send up to **10 (ten) exchange students per semester or 5 (five) exchange students per year** during the duration of this agreement, unless this number is varied by mutual agreement.
- b) Both institutions will review the program annually for any imbalances in the number of exchange students, and will adjust the number of students over the duration of the Agreement, as necessary, to maintain a reasonable balance in the exchange.

### 3. Selection of Participants, and Admission

- a) The home institution will screen applicants from its institution for the exchange. The host institution will reserve the right of making final judgement on the admissibility of each student nominated for the exchange.
- b) The exchange student must satisfy all admission requirements, including the language proficiency requirement of the host institution



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- c) Students participating in this program will continue as candidates for the degree of their home institution. Transfer of credit for work undertaken will be subject to the discretion of the home institution.
- d) The exchange student will enjoy the same rights and privileges, and be subject to the same rules and regulations as the students of the host institution.
- e) Each institution reserves the right to require candidates to complete the standard admission documents and to provide the results of any required entrance examinations. Full information should be provided on the courses that participants have taken at their home institution.
- f) The exchange will encompass all disciplines taught at the two institutions. Any exclusion would be discussed case by case.

#### 4. Financial

- a) All exchange students shall pay tuition fees and other compulsory costs to their home institution,
- b) All payment for travel, medical insurance, accommodation, food, books and supplies shall be the responsibility of the individual participant. Neither institution shall be held liable for such charges.
- c) Exchange students entering are required to have full medical insurance prior to departure from their home country.
- d) If requested, students selected for the program shall satisfy the host institution that they have adequate funds for return transportation to the host institution, and for additional living costs during their enrolment at the host institution apart from those costs already specified in this Agreement.

#### 5. Responsibilities

- a) ESCD 3A and ISBR BUSINESS SCHOOL agree to accept the prescribed number of exchange students, to enroll them as full-time students, for either one or two semesters of the academic year, as determined by this Agreement
- b) At the conclusion of the exchange ESCD 3A and ISBR BUSINESS SCHOOL agree to provide an official transcript on the achievements of the exchange student, but where official approval is required by the student before the release of the transcript, such approval will be sought by the host university.
- c) ESCD 3A and ISBR BUSINESS SCHOOL agree to assist each exchange student by:
  - providing pre-departure material, and post-arrival orientation,
  - providing, each exchange student with the necessary documents to enable the exchange student to obtain the correct visa,
  - information for appropriate accommodation,
  - establishing an institutional body, or utilize an existing body, to oversee the exchange program, and to consider and rule on those policy matters related to the program,
  - designating an administrative contact to deal with all correspondence related to this program, providing student support and advisory services.



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## **2. Staff Exchange and joint Research**

ESCD 3A and ISBR BUSINESS SCHOOL will consider setting up staff exchange and joint research to facilitate international Academic exchange activities within their respective fields of teaching and research.

ESCD 3A and ISBR BUSINESS SCHOOL agree to exchange up to 1 Professor each during 1 or 2 weeks.

The visiting Professor will be able to teach one module at host institution and eventually participate in joint research activities.

All payment for travel, medical insurance, accommodation, food and supplies shall be the responsibility of its home institution. Host institution shall be held liable for such charges.

## **6. Other Responsibilities**

- a) The exchange student shall be entitled to the use of the host institution's facilities on the same basis as students of the host institution.
- b) Dependants are permitted to accompany the exchange student. However, all issues relating to airfares, visas, accommodation, and other matters regarding a/the student's dependant(s) shall become the entire responsibility of the exchange student.

## **7. Renewal, Termination, and Amendment**

- a) This Agreement will commence from the date of signing and continue thereafter for a period of three (3) years, subject to revision or modification by mutual agreement.
- b) For conditions of the exchange not covered by this Agreement, or for problems that arise during the course of the Exchange Agreement, both parties agree to refrain from unilateral action and to consult and negotiate mutually acceptable decisions.
- c) Amendments to this Agreement may be made at any time, by correspondence, and only when agreed upon by both parties. Any amendments shall be added to the terms as appendices
- d) Either institution may terminate this agreement by giving notice in writing to the other institution of no less than six (6) months. Any student who may have commenced at either institution before the date of termination may complete their courses of study by special agreement between the two institutions.
- e) The institutions shall confer concerning the renewal of this Agreement six (6) months prior to its expiration.

**APPENDIX 1: List of courses at ESCD 3A**

COURSES	Hours	Hours	Credits	Credits
	Semester 5	Semester 6	Semester 5	Semester 6
<b>Semester 5: from 09/23/19 to 01/08/20</b>				
<b>Semester 6: from 01/20/20 to 04/26/20</b>				
<b>UE 1 - International</b>				
Geopolitics I	20		4	
Geopolitics II	5		2	
Ethics	20		2	
<b>UE 2 – Strategy – Finance</b>				
Entrepreneurship	20		2	
Strategy	20		2	
Investment Law	20		2	
Cost Management I		20		2
Cost Management II	20		2	
<b>UE 3 – Management</b>				
Human resources	20		2	
Information System	10		2	
<b>UE 4 – Languages</b>				
French lessons	20	20	2	2
Other Language lessons	20	20	2	2
<b>UE 5 – Profesional Works</b>				
Serious Game	30		4	
Final dissertation	5	5		10
<b>Choice of Specialization</b>				
<b>UE 6 – International Business</b>				
Operational Marketing		20		2
Study Case Marketing		20		2
International Marketing Strategy		20		2
International transport Management and Incoterms		20		2
International Trade Law		20		2
Intercultural Negotiation		20		2



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#### APPENDIX 1: List of courses at ESCD 3A

- BUS 300 Foundations of Business ( 3 credit hours)
- BUS 305 Principles of Accounting (3 credit hours)
- BUS 310 Concepts of Microeconomics ( 3 credit hours)
- BUS 311 Concepts of Microeconomics ( 3 credit hours)
- BUS 315 Introduction to Business Writing (3 credit hours)
- BUS 317 Introduction to Business Law (3 credit hours)
- BUS 320 Foundations of Statistics (3 credit hours)
- BUS 323 Introduction to Organizational Behavior (3 credit hours)
- BUS 325 Introduction to Leadership (3 credit hours)
- BUS 330 Principles of Marketing (3 credit hours)
- BUS 334 Essentials of Corporate Finance (3 credit hours)
- BUS 340 Introduction to Information System (3 credit hours)
- BUS 345 Fundamentals of Decision Making (3 credit hours)
- BUS 349 Foundations in Operations Management (3 credit hours)
- BUS 350 Introduction to Sales Management (3 credit hours)
- BUS 355 Essentials of Entrepreneurship (3 credit hours)
- BUS 367 The Necessities of International Marketing and Culture (3 credit hours)
- BUS 385 Principles of Advertising (3 credit hours)
- BUS 387 Introduction to Business Research (3 credit hours)
- BUS 390 Development of Business Strategy (3 credit hours)

For ESCD 3A  
Mme B. FAVRE  
Director for international Affairs  
FIGS Education

For ISBR BUSINESS SCHOOL  
Mr Manish KOTHARI  
Managing Director  
ISBR Bangalore

Date: 11/11/2019

Date: 11/11/2019