

**COOPERATION AGREEMENT  
BETWEEN  
RENNES SCHOOL OF BUSINESS  
AND  
UNIVERSIDAD DE SAN FRANCISCO QUITO USFQ**

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In the spirit of prolific international relations and academic cooperation, Rennes School of Business (hereinafter referred to as “RSB”) and Universidad de San Francisco de Quito USFQ (hereinafter referred to as “USFQ”) wish to strengthen their ties in accordance with their mutual interests in delivering programmes of academic excellence and cultural diversity.

Hence, RSB will offer a 20% reduction fees to every student that wishes to pursue a Master Degree at RSB after graduating with a Bachelor Degree from USFQ.

This discount will apply to the following Master Programmes of RSB:

September intake – Masters in:

- Supply Chain Management (Logistics/Purchasing)
- Sustainable Management and Eco-Innovation
- International Communication and Digital Marketing
- International Marketing
- International Luxury & Brand Management
- Global Business Management
- Sports, Leisure and Tourism Management
- International Accounting, Management Control and Auditing
- International Finance
- Data & Business Analytics
- Financial Markets Analysis
- International Business Negotiation
- International Human Resource Management

January intake – Masters in:

- MSc in Global Business Management
- MSc in International Luxury & Brand Management
- MSc in International Management with specialisation in :
  - 1) Marketing
  - 2) Digital Marketing
  - 3) Finance
  - 4) Human Resource
  - 5) Innovation Management
  - 6) Supply Chain

The agreement shall facilitate auspicious opportunities for the highly qualified students from USFQ and further enhance their competence, language, cultural and social skills.

### ***Admission and Selection of Students***

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Candidates for a Master programme will be selected by RSB according to its selection criteria. They must satisfy all admission requirements of RSB, including language proficiency requirements (TOEFL (80 IBT / 210 CBT / 550 PBT) or a TOEIC (750) or an IELTS (6.5)).

USFQ has no decision on the election of students or admission process to RSB.

### ***Structure of the Study Programme***

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The duration of the Master's Programmes listed above at RSB is 14 to 16 months including 8 months' course work at RSB (from September to the following April), a Graduating Project to be submitted by October 31st and an internship. The 4-6 months of internship (from May to December) may be done in Ecuador, France or any other country and the Graduating project is under the supervision of RSB as well as the internship.

An optional Winter Session of 2 weeks in January is included in the Masters. Students may be sent to one of our partner universities in Europe. Depending on the Master degree undertaken, students will either follow a course in Corporate Social Responsibility or in International Strategic Management.

RSB Department of "Corporate Services" will provide help and support to facilitate the students' internship research and provide internship opportunities; however, it is of the students' own responsibility to find the internship.

USFQ does not have any participation of the Master's program. The master's title issued by RSB and it is the students sole responsibility to register this title to the Ecuadorian Education competent authorities.

### ***Financial***

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Tuition fees at RSB for 2019 costs €18,200 for the whole Master Degree (subject to a possible increase for the next intakes).

USFQ Alumni will automatically benefit from a 20% reduction fees.

### ***Contact data for notices regarding this agreement***

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RSB:

Contact: Caroline Jouanin

Address: 2 rue Robert d'Arbrissel

Phone: 0299546363

E-mail: caroline.jouanin@esc-rennes.com

USFQ:

Contact: Gloria Gangotena

Address: Diego de Robles y Vía Interoceánica

Phone: 2971700 ext. 1901

E-mail: ggangotena@usfq.edu.ec

### *Duration, Amendment, Review and Termination of Agreement*

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This agreement shall be in force from the academic year 2019/2020 and be binding upon the parties for a period of 3 (three) years (until December 31<sup>st</sup>, 2021). It shall be subject to revision and eventually modification or renewal by mutual written agreement after one year.

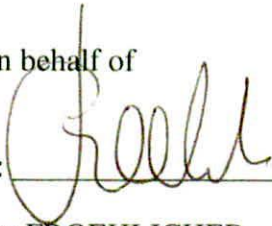
This agreement may be terminated at the request of either institution, provided such request is made in writing at least 12 months before termination is to become effective on August 1 of any specific year. Any termination or non-renewal of the agreement must take into account the rights of students already participating or admitted to the double degree programme to complete the parts of the study programme, which will be carried out under the responsibility of the host institution.

An evaluation of this agreement will be initiated by both institutions at least 12 months prior to its expiration. The agreement is based on long-term strategic cooperation interests from both institutions. RSB and USFQ will support and work towards the renewal and extension of this agreement to ascertain the continuation of the double degree programme.

In witness thereof, the parties below have offered their signatures:

For and on behalf of  
**RSB**

Signature: \_\_\_\_\_



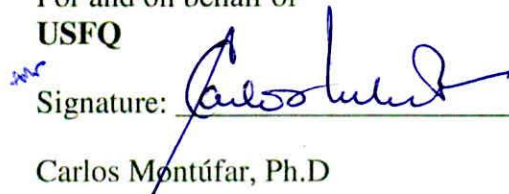
Dr Thomas FROEHLICHER

Dean & General Director

Date: 20-11-2018

For and on behalf of  
**USFQ**

Signature: \_\_\_\_\_



Carlos Montúfar, Ph.D

Rector

Date: Dec/12/18

Signature: \_\_\_\_\_



Dr Santiago GARCIA

Dean of Global Business

Date: 20-11-2018