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SVEUČILIŠTE
U DUBROVNIKU
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UNIVERSIDAD
DE MÁLAGA

FIU

Chaplin School of
Hospitality & Tourism
Management

FLORIDA INTERNATIONAL UNIVERSITY

Tour_Hosp_Man

Erasmus Mundus Design Measures Action

The Multiple Degree Agreement

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Final workshop

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Tour_Hosp_Man project

The main objective of the Erasmus Mundus Joint Master (EMJM) in Tourism Systems and Hospitality Management (Tour_Hosp_Man) is to encourage the development of new, innovative, high-level integrated transnational study programme at Master level in the field of tourism economics and hospitality management.

This project defines the design measures to implement a multiple degree with an agreement among three European Universities (University of Palermo – UNIPA, Applicant and beneficiary of funds; University of Malaga – UMA; University of Dubrovnik - UNIDU) starting from already-established double degree agreements.

More specifically, the project aims at some specific measures:

- 1. a multiple degree agreement that will assure students the possibility to pursue a double or multiple degree by spending at least one semester (30 ECTS)*
- 2. the draft of a consortium agreement among the three partner universities and the institution of a series of committees (Programme, Consortium, External Evaluation, Administrative, Selection Board) aiming at defining the administrative and didactic organisation of the programme and will define the policies and the evaluation tools (ex-ante, ongoing, and ex-post).*



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Introduction



1. What kind of Agreement
2. Structure of Agreement
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Kind of Agreement

By the end of the funding period, the jointly designed Master should:

*Lead to either a joint degree (i.e. one single diploma awarded by at least two HEIs from different countries, of which at least one must be a EU Member State or third country associated to the Programme), **or multiple degrees** (i.e. at least two diplomas awarded by two higher education institutions from different countries, of which at least one must be a EU Member State or third country associated to the Programme), or a combination.*

From the Erasmus Plus Programme Guide (2021-2027) ...



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Structure of Agreement

For the drafting of the multiple degree agreement, **the two previous agreements** between Unipa and Unidu and Unipa and Uma **were consulted and implemented.**

The structure of the document is therefore the same as that of the two previous agreements for double Master's degrees.

The agreement consists of 12 articles; the first and second contain basic information about the structure of the multiple degree and the admission of students



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INTERNATIONAL MULTIPLE MASTER'S AGREEMENT AMONG UNIVERSITY OF PALERMO, UNIVERSITY OF DUBROVNIK, AND UNIVERSITY OF MÁLAGA

The University of Palermo, hereinafter also referred to as “UNIPA”, with registered office at Piazza Marina n. 61, 90133 Palermo, Italy, VAT number 00605880822, and on its behalf and represented by Prof. Massimo Midiri, Rector of the University of Palermo;

the University of Dubrovnik, hereinafter also referred to as “UNIDU”, with registered office at Ulica Branitelja Dubrovnika 29, 20101, Dubrovnik, Croatia, VAT number HR01338491514, and on its behalf and represented by Prof. Nikša Burum, Rector of the University of Dubronik;

the University of Málaga, hereinafter also referred to as “UMA”, with registered office at Pabellón de Gobierno. Campus Universitario de El Ejido. 29071 Málaga, Spain, VAT number Q2918001-E, and on its behalf and represented by prof. D. José Ángel Narváez Bueno, Rector of the University of Málaga.

STATE

1. That all institutions share cultural, technical, educational, and scientific fields of common interest.
2. That collaboration and the exchange of experience and knowledge, as well as the provision of services between all institutions, are in their greatest interest for social and cultural progress.
3. That they are interested in promoting their international collaboration in the field of higher education and research.

They hereby sign an agreement that regulates the conditions under which students may access and opt for a multiple or a double master's degree, subject to compliance with the clauses established in this agreement, and in accordance with the current regulations at each institution, as follow:



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First – Purpose of the agreement

This multiple master's agreement aims to establish the academic and administrative conditions under which

- students enrolled at the master's degree in “*Tourism Systems and Hospitality Management*” at UNIPA,
- students enrolled at the master's degree course in “*Tourism*” at UNIDU,
- students enrolled at the master's degree course in “*Dirección y planificación del turismo*” at UMA

may access and opt for a multiple/double master's degree conferred by the universities. In particular, each student who successfully completes the study programme, including the compulsory mobility programme, will receive the national degree from the universities in which they spent at least a semester and gained 30 ECTS (European Credit Transfer System), subject to compliance with the clauses established in this agreement, and in accordance with the current regulations at each institution.



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All the Institutions consider that the three degree courses are similar and equivalent.

All procedural rules will be determined through specific agreements between international programmes managers (within an administrative agreement).

This Agreement is accompanied by a list of the courses and other curricular activities (Annex 1 composed by the following Sub-Annexes: 1.A, 1.B, 1.C, and 1.D) that students enrolled in the multiple degree programs may opt during their stay at the host university in order to obtain the multiple or double degree.

In the annex, there are the similarities and correspondences of the courses for a minimum of 30 ECTS.

In addition to the courses from Annex 1 relevant for obtaining the multiple or double degree, students may, in consultation with international programmes managers at home institution, opt for any other module delivered at the host university during their stay.

The curriculum of the tables (Annex 1) must be approved in advance by the academic bodies of all Universities, and can be modified in each academic year, after approval of the academic bodies of both Universities.

Students, according to the specific study programme attended, will be awarded:

- a) three diplomas (multiple degree): a master's degree in “*Tourism systems and hospitality management*” awarded by UNIPA, in “*Tourism*” by UNIDU, “*Dirección y planificación del turismo*” by UMA, in the case of study programme A and B (Sub-Annex 1.A and 1.B, respectively);
- b) two diplomas (double degree): a master's degree in “*Dirección y planificación del turismo*” awarded by UMA and in “*Tourism systems and hospitality management*” by UNIPA or, alternatively, a master's degree in “*Dirección y planificación del turismo*” awarded by UMA and in “*Tourism*” by UNIDU, in the case of study programme C or D (Sub-Annex 1.C and 1.D, respectively).





The specific subjects in each semester are detailed in the Sub-Annex 1A, 1B, 1C, and 1D, respectively.

The three institutions mutually acknowledge the courses to be attended in order to achieve the learning outcomes that qualify for the professional title in their countries as well as grades given to their students in the home university and in the universities to be visited. The courses are taught in English at UNIPA and UNIDU, and in Spanish at UMA. Each student begins a study programme at the home institution.

UMA students enrolled at *Direction y planificación del turismo* must have completed the four years of the Bachelor Degree in Tourism (*Grado en Turismo*) at UMA (or must possess an equivalent four-year Bachelor Degree) before participating in this multiple degree master programme. The first year of the Master's degree at UNIPA or UNIDU will be validated by courses of the Bachelor Degree in Tourism at UMA (or equivalent degree). Equivalence between the subjects of the first year of the Master in *Tourism Systems and Hospitality Management* at UNIPA or, alternatively “*Tourism*” at UNIDU and courses of Bachelor's in Tourism at UMA (or an equivalent four-year Bachelor Degree) will be evaluated and validated by academic bodies.



Second – Student application and admission

The maximum number of students who could be enrolled in each multiple or double degree programme is 10 (ten), for each academic year, by each University.

Each university will announce yearly the application call for participating to multiple or double degree programme.

The evaluation of the applications and applicant's selection will be mainly based on their motivation, academic career and the level of knowledge of the official language at hosting university (English for UMA outgoing students to UNIPA and UNIDU, Spanish for UNIPA and UNIDU outgoing students to UMA).

Incoming students must meet the general admission requirements for international students' admission, in force at the hosting university.

Before attending the courses at the host university, students admitted to the multiple/double degree programme must possess the minimum level of knowledge of the official language at the host university (B2 English for UMA outgoing students to UNIPA and UNIDU and B2 Spanish for UNIPA and UNIDU outgoing students to UMA). In the case of students who possess a level of knowledge almost correspondent to the minimum required and under previous approval of the coordinators of the multiple or double degree programme, this minimum level could be attained by taking and passing language courses at the host university's Linguistic Centre. Also in this case, the minimum level must be reached before starting the courses at the host university.

The student's final admission requires approval by the partner institution into its corresponding degree programme.

Third - Stay

Each student admitted to the multiple/double degree programme must submit his/her plan of studies to the approval of both universities.

The students participating in the multiple/double master's programme must attend one semester at one partner institution (one semester in each partner institution) to award the double (multiple) degree.

The students participating in the multiple/double master's programme must attend one semester at one partner institution to award the double degree or, alternatively, must attend one semester in each partner institution to award the multiple degree.



Fourth – Enrolment and tuition fees

The student participating in the multiple/double degree programme will pay the enrolment fees and taxes at their home university and they will be exempted from paying registration or fees for courses taken at the host institution during the period of the stay.

If incoming students at the UNIPA, UMA and UNIDU have to prolong their stay in order to comply with the, respectively, UNIPA, UMA and UNIDU curriculum, or they do not pass the courses the first time they register for them, they must pay the corresponding subsequent registration fees for the courses failed in the first registration or those taken outside the period stipulated in this agreement.

Fifth – Student obligations and rights

During the exchange period, the students will be subject to the rules and regulations of the partner institution and to all the legal and social obligations within the host country. Likewise, they will enjoy the same rights as students enrolled at the partner institutions.

Sixth – Expenses

Transport costs, medical insurance, accommodations, upkeep, and any other expenses arising during the exchange period established in the multiple/double master's programme will be charged to the student. The student must acquire health insurance that guarantees access to health care in the host countries. This insurance must cover medical and health care, death and disability caused by an accident, repatriation assistance for death by any cause, and reimbursement for medical expenses caused by an accident.

UNIPA, UNIDU and UMA will undertake all efforts for finding national and international resources to assure financial support to this programme.



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Seventh – Evaluation of the results

The academic officers of all institutions charged with the coordination of this multiple/double degree programme will meet also by video conference, at least once in a year, to evaluate the effectiveness of the learning programme and the results achieved by students, as well as the resources supplied by the universities. They could suggest the necessary modifications to improve the quality of the programme and propose them to the competent Boards of the institutions.

Eighth - Duration of the agreement

This agreement will take effect from the time of its signing by the representatives of all institutions, and will be valid for a period of five years. Following this period, the agreement may be renewed by written consent. Either one of the signatory institutions may terminate this agreement in writing, which must be sent to the partner institution 6 months in advance. If one institution wishes to terminate this agreement, all pledge to meet their commitments to the students admitted into the multiple or double master's programme before either one withdraws from it.

Moreover, the signature of this agreement does not mean any financial fulfilment to the parties.

Ninth – Academic and research exchanges

With the aim of supporting the multiple/double degree programme, UNIPA, UMA and UNIDU will promote and coordinate by mutual consent the exchange of visiting professors and researchers as well as the organisation of workshop, seminars, conferences and publications on topics of common interest. The exchange and the development of the activities above mentioned will conform to the norms and procedures in force in the partner institutions.



Eighth - Duration of the agreement

This agreement will take effect from the time of its signing by the representatives of all institutions, and will be valid for a period of five years. Following this period, the agreement may be renewed by written consent. Either one of the signatory institutions may terminate this agreement in writing, which must be sent to the partner institution 6 months in advance. If one institution wishes to terminate this agreement, all pledge to meet their commitments to the students admitted into the multiple or double master's programme before either one withdraws from it.

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Degree Awarded

Students, according to the specific study programme attended, will be awarded:

- a) three diplomas (multiple degree): a master's degree in “**Tourism systems and hospitality management**” awarded by UNIPA, in “**Tourism**” by UNIDU, “**Dirección y planificación del turismo**” by UMA, in the case of study programme A and B (Sub-Annex 1.A and 1.B, respectively);
- b) two diplomas (double degree): a master's degree in “**Dirección y planificación del turismo**” awarded by UMA and in “**Tourism systems and hospitality management**” by UNIPA or, alternatively, a master's degree in “**Dirección y planificación del turismo**” awarded by UMA and in “**Tourism**” by UNIDU, in the case of study programme C or D (Sub-Annex 1.C and 1.D, respectively)



Educational Path

Study programme A

Students enrolled at Unipa

Semester I	Semester II	Semester III	Semester IV
UNIPA	UNIDU	UNIPA	UMA
<i>Courses held in English</i>	<i>Courses held in English</i>	<i>Courses held in English</i>	<i>Courses held in Spanish</i>
18990 Demography (8 ECTS) 20742 Marketing for Tourism (6 ECTS) 18986 Tourism Economics and Regional Policy (9 ECTS) 17629 Advanced English (6 ECTS)	Quantitative Methods in Business Decision-Making (6 ECTS) Strategic Management (6 ECTS) Market Research in Tourism (7 ECTS) Integrated Marketing Communications (5 ECTS) or International Business Negotiations (5 ECTS) Sustainable Tourism (7 ECTS)	18995 Advanced Tourism Statistics (6 ECTS) 18996 Agriculture and Food Systems I.C. (10 ECTS) 18994 Spanish (8 ECTS) 18994 Training (6 ECTS)	Two courses chosen among: 112 Gestión Económico-Financiera de Empresas Turísticas (3 ECTS) 107 Dirección de Recursos Humanos en Empresas Turísticas (3 ECTS) 110 Gestión Avanzada de la Producción y la Calidad en Empresas Turísticas (3 ECTS) 109 Fundamentos del Revenue Management (Yield Management) (3 ECTS). Three courses chosen among: 108 El Mercado: Su Conocimiento, Atención y Fidelización (3 ECTS) 118 TICs Aplicadas a la Gestión de Empresas Turísticas (3 ECTS) 117 Sistemas de Información Geográfica Aplicados al Turismo (3 ECTS) 106 Creación y Comercialización de Productos Turísticos (3 ECTS). 116 Prácticas en empresas y organizaciones turísticas (6 ECTS) 119 Trabajo fin de máster (12 ECTS)

Educational Path

Study programme B

Students enrolled at Unidu



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Semester I	Semester II	Semester III	Semester IV
UNIDU	UNIPA	UNIDU	UMA
<i>Courses held in English</i>	<i>Courses held in English</i>	<i>Courses held in English</i>	<i>Courses held in English</i>
Corporate Governance (7 ECTS)	Statistics for Economics and Business (6 ECTS)	Marketing Strategies in Tourism (7 ECTS)	Two courses chosen among: 112 Gestión Económico-Financiera de Empresas Turísticas (3 ECTS)
Economics of Entrepreneurship (6 ECTS)	Strategic Management and Marketing for tourism I.C. (12 ECTS)	Strategic Management in Hotel Industry (7 ECTS)	107 Dirección de Recursos Humanos en Empresas Turísticas (3 ECTS)
Tour Operator Management (7 ECTS)	Human Resources (6 ECTS)	Tourism, Development and Tourist Policy (7 ECTS)	110 Gestión Avanzada de la Producción y la Calidad en Empresas Turísticas (3 ECTS)
Two courses chosen among:	Free Subjects (suggested) (8 ECTS)	Two courses chosen among:	109 Fundamentos del Revenue Management (Yield Management) (3 ECTS).
Capital Budgeting (5 ECTS)		Business Leadership (6 ECTS)	Three courses chosen among: 108 El Mercado: Su Conocimiento, Atención y Fidelización (3 ECTS)
Financial Modelling (5 ECTS)		Managing Quality of Processes and Audits in Hospitality Industry (5 ECTS)	118 TICs Aplicadas a la Gestión de Empresas Turísticas (3 ECTS)
Pricing Management (5 ECTS)		Event Management (7 ECTS)	117 Sistemas de Información Geográfica Aplicados al Turismo (3 ECTS)
Economic System of the EU (5 ECTS)			106 Creación y Comercialización de Productos Turísticos (3 ECTS).
			116 Prácticas en empresas y organizaciones turísticas (6 ECTS)
			119 Trabajo fin de máster (12 ECTS)

Educational Path

Study programme C

Students enrolled at UMA

Semester I	Semester II
UMA	UNIPA
<i>Courses held in Spanish</i>	<i>Courses held in English</i>
Estructura Económica del Sector Turístico. Modelos de Negocios y Nuevos Escenarios (6 ECTS)	18547 Statistics for Economics and Business (6 ECTS)
Métodos Cuantitativos Aplicados al Turismo (6 ECTS)	18992 Human Resources (6 ECTS)
Gestión Territorial Turística (6 ECTS)	13121 Traineeship Activity (6 ECTS)
Habilidades Directivas (6 ECTS)	19004 Financial Planning and Control (6 ECTS)
Tecnologías Aplicadas al E-Tourism (6 ECTS)	119 Trabajo fin de máster (12 ECTS)

Educational Path

Study programme D

Students enrolled at UMA

Semester I	Semester II
UMA	UNIDU
<u>Courses held in Spanish</u>	<u>Courses held in English</u>
<p>Estructura Económica del Sector Turístico. Modelos de Negocios y Nuevos Escenarios (6 ECTS)</p> <p>Métodos Cuantitativos Aplicados al Turismo (6 ECTS)</p> <p>Gestión Territorial Turística (6 ECTS)</p> <p>Habilidades Directivas (6 ECTS)</p> <p>Tecnologías Aplicadas al E-Tourism (6 ECTS)</p>	<p>Strategic Management (6 ECTS)</p> <p>One course chosen among:</p> <ul style="list-style-type: none"> - Market Research in Tourism (7 ECTS) - Introduction to Scientific Research Work (7 ECTS) - Quality Management (7 ECTS) <p>One course chosen between:</p> <ul style="list-style-type: none"> - Integrated Marketing Communications (5 ECTS) - International Business Negotiations (5 ECTS) <p>119 Trabajo fin de máster (12 ECTS)</p>