



**AGREEMENT TO ESTABLISH A DOUBLE MASTER'S  
DEGREE PROGRAMME**

between

**University of Sassari**

**Department of Economics and Business**

and

**Babeş-Bolyai University Cluj-Napoca**

**Faculty of Business**

**Double - Master's Degree - Agreement**

Between

**University of Sassari**  
Piazza Università 21, 07100 Sassari

represented by  
Professor Massimo Carpinelli, Rector of the University of Sassari, hereafter named "UNISS"

and

Babeş-Bolyai University Cluj-Napoca  
1 Mihail Kogălniceanu Street, 400084, Cluj-Napoca

represented by  
Professor Daniel David, Rector of Babeş-Bolyai University of Cluj-Napoca, hereafter named "UBB"

named hereafter "the institutions"



### Article 1. Regulations

according to the Italian Ministerial Decree n. 270 /2004, Article 3, comma 10 which establishes that "on the basis of specific agreements, Italian Universities can award joint degrees with other Italian or foreign universities",

the University of Sassari

and

Babeș-Bolyai University Cluj-Napoca

recognize the benefit of common and complementary aspects of their mutual educative offers and seek to strengthen their international activities by establishing the following Double Degree programme starting in the 2020-2021 academic year:

**Laurea Magistrale in Innovation Management for Sustainable Tourism (LM-77)**  
**Master in Business Administration in International Hospitality and Tourism**

### Article 2. Programme

The Double Degree programme is a two-year programme. It consists of 130 credits (ECTS) and includes student exchange during the second year of study (semester 3 and semester 4).

UBB Students		UNISS Students	
S1	UBB	S1	UNISS
S2	UBB	S2	UNISS
S3	UNISS	S3	UBB
S4	UNISS	S4	UBB

Students will obtain 60 credits (ECTS) each year and 10 credits (ECTS) for the Defence of the Master Thesis, according to the tables of equivalent courses of UNISS and UBB, which are approved by the relevant authorities of both institutions and presented in the appendix subject to the approval by both parties to reflect curricula evolution.

### Article 3. Registration procedures

For each academic year of the Double Degree programme, the students will register and pay the tuition fees to their home institution. They will register additionally at the host institution during their period abroad without paying further tuition fees. They will have the same rights and duties as all the other students.

Students participating at the programme will have to cover living expenses (travel, accommodation etc.) on their own. Students may apply for a scholarship/grant offered by their home institution or other European, national, or local funds.



#### Article 4. Admission Requirements

The number of students who will participate in this programme will be jointly determined by both institutions on a yearly basis, aiming for a balance. (maximum 10 participants: 5 UNISS and 5 UBB).

Original admission criteria at both home universities are to be respected mutually. Admission pre-requisites might apply in the various degrees, both at UNISS and UBB and will be assessed on a case-by-case basis. An adequate knowledge of the English language, with a minimum B2 level of the Common European Framework of Reference for Languages is required. Selections will be held separately by the two institutions but will have to be accepted by the counterpart.

#### Article 5. Exams and Academic Regulations

The students are subject to all the regulations and procedures of the university at which they are currently studying. They complete the courses and academic activities and take all the corresponding exams. Both institutions agree to arrange dates for exams and for their possible revision in a way that enables students to complete the programme without delay and within the standard period of study. The universities also agree to allow one revision possibility for students of the respective partner institution in case they should fail an exam. The revision is to take place shortly afterwards within the same semester. If the repetition of an exam at the institution that offers it should not be possible for organisational or other reasons that lie outside the students' area of responsibility, the universities are obliged to possibly offer an alternative method of examination at the partner university.

The teaching language is English; other languages may be used when appropriate.

Both institutions use the ECTS credit system. In accordance with their national legislation, the partner universities must use specific, national grading scales.

The conversion of the grades will be done on the basis of the conversion table presented in the appendix.

At the end of each year the host institutions issue a certificate documenting the records received by each student enrolled in the programme.

#### Article 6. Final Thesis

The defence of the Master thesis at UNISS and at UBB shall be carried out at the home university or at the partner university.

Students must submit a final thesis according to the rules of their university of origin but joint supervision will be possible either with a professor of the university of origin or with a professor of the other institution on the panel, either in person or via ICT. The integrated panel will be composed of professors of both universities at least twice per year.



#### Article 7. Degree Awarding

After successful completion of the two academic years as described in article 2 and 3, UNISS and UBB will each award the corresponding diploma according to their own regulation and procedures. Students who have successfully completed the programme will be awarded a double degree, UNISS will award the Laurea Magistrale in Innovation Management for Sustainable Tourism (LM-77), UBB will award Master in Business Administration in International Hospitality and Tourism, each university will give its own diploma supplement. The certificates clearly have to state with reference to the partner university that the academic degree was awarded within a double degree programme.

#### Article 8. Coordinating Committee

The two institutions share the organisation and management of the activities of this programme and establish a Coordinating Committee, composed of two professors one from each university who will be responsible for the management of the programme. Prof. Lucia Giovanelli will coordinate the program on behalf of UNISS and Prof. Marius Dan Gavriltea will coordinate the program on behalf of UBB.

#### Article 9. Quality Assurance

The institutions will cooperate in order to set an integrated approach to quality assurance of the joint programme. Standards and guideline for quality assurance in the European Higher Education Area will be applied.

#### Article 10. Signature, validity, renewal, termination, amendments and resolution of conflicts

The present agreement, signed by the two partners, is valid for a period of 4 years, starting with the 2020-2021 academic year and will be renewed upon written notification, by signing an addendum.

The agreement can be cancelled, by each institution, before 31<sup>st</sup> December of each year, for the following academic year. In case of cancellation of this agreement, all students already enrolled in this programme have the right to complete their studies within the following two years.

Amendments to the appendices of this agreement must receive mutual consent by the departments/faculty and be stated in writing before the end of March/May each year.

In case of conflicts both parties try to find a mutual agreement. If not possible a mediator will be appointed to solve the dispute.

For the University of Sassari

The Rector

Professor Massimo Carpinelli

Date \_\_\_\_\_



For Babeș-Bolyai University

The Rector

Professor Daniel David, Ph.D.

Date 10.06.2021





Appendix 1

Double-Degree in

*Laurea magistrale in Innovation Management for Sustainable Tourism (LM-77)*  
awarded by University of Sassari

and

*Master Degree in Business Administration in International Hospitality and Tourism,*  
awarded by Babeș-Bolyai University, Cluj-Napoca

Table of equivalent courses

1 <sup>st</sup> year			
UNISS courses	ECTS	Babeș-Bolyai University	ECTS
Economics of sustainable tourism	12	Economics and Politics of International Tourism Events Management Estate and Facilities Management	6 3 3
Strategic management and governance for tourism companies	12	Lodging Operations and Business Strategies Tourism Information Systems	6 6
International Tourism Marketing	6	International Tourism Marketing	6
Legal Models for Sustainable Tourism and Mobility LAB	12	Insurance in International Hospitality and Tourism Commercial Contracts in International Hospitality and Tourism European Funds for Hospitality and Tourism	4 4 4
Data analysis and forecasting methods for sustainable tourism	12	Accounting and Financial Reporting Forecasting in Tourism	6 6
Elective course	6	Taxation in Hospitality and Tourism Hospitality and Tourism Sales Management	3 3

2 <sup>nd</sup> year			
UNISS courses	ECTS	Babeș-Bolyai University	ECTS
Natural capital and ecosystem services	6	Business negotiations for Hospitality and Tourism in sustainability context	6
Equality Sustainability and Well-being Measurement LAB	6	IT&C solutions for hospitality and tourism	6
Innovation Management and Tourism Service Design	12	Entrepreneurship, innovation and development of new tourism products Reports and analysis for decision process Advanced research and data analysis in hospitality and tourism	6 5 1



Financial instruments laboratory for sustainable tourism	6	Economic and Financial Analysis in Hospitality and Tourism* Elective 4*	4 2
Affine/Elective**	6	Elective 1 Elective 2	3 3
Affine/Elective**	6	Cross-cultural competences in International Hospitality and Tourism Elective 3	4 2
Final dissertation	12	Dissertation Writing Scientific Research in Business Administration in International Hospitality and Tourism Internship on Business Administration in International Hospitality and Tourism * Advanced research and data analysis in hospitality and tourism	3 3 3 3
Elective course	6	Elective 3* Elective 4*	3 3
Defence of the Master Thesis	10	Defence of the Master Thesis	10



Appendix 2

**Conversion Table**

**Mark for single modules / single exams**

Grades UBB		Grades UNISS	
<4	insufficient	<18	insufficient
5	sufficient	18-23	sufficient
6	satisfactory	24-25	satisfactory
7-8	good	26-27	good
9	very good	28-29	very good
9,5-10	excellent	30 - 30 e lode	excellent

**Mark for the final thesis**

The students will discuss the thesis in front of an integrated panel. The integrated panel will be composed of professors of both universities.

In *Master Degree in Business Administration in International Hospitality and Tourism*, awarded by Babeş-Bolyai University Cluj-Napoca UBB there is no mark for the final thesis, but only for the Defence of the Master Thesis.

In *Laurea magistrale in Innovation Management for Sustainable Tourism (LM-77)* awarded by the University of Sassari the final graduation mark is given on the basis of 110. The procedure for calculating this mark is the following:

- First, the student's weighed average grade point is multiplied by 11 and divided by 3 to obtain a base mark (e.g., grade point average  $28.65 \times 11 = 315.15 : 3 = 105.05$  base mark).
- Then, the panel adds points awarded for the Final dissertation ("Tesi di Laurea") are to the base mark following the discussion of the dissertation (e.g., 105.05 base mark + 4.95 dissertation = 110 final graduation mark).
- When the base mark is high and the dissertation is very good, a laude can be awarded by the Commission.

The same panel will award 10 credits for the "Defence of the Master Thesis", according to the rules of UBB.

This 10 credits will be registered in *Laurea magistrale in Innovation Management for Sustainable Tourism (LM-77)* as "extra credits" (sovranumerari). The score will be converted according to the UNISS conversion scale for UNISS students.

Grades UBB		Grades UNISS	
<4	insufficient	<18	insufficient
5	sufficient	18-23	sufficient
6	satisfactory	24-25	satisfactory
7-8	good	26-27	good
9	very good	28-29	very good
9,5-10	excellent	30 - 30 e lode	excellent