

WESTFÄLISCHE  
WILHELMS-UNIVERSITÄT  
MÜNSTER

International Student Scholar Program

Between

CALIFORNIA STATE UNIVERSITY, FRESNO

And

**MÜNSTER SCHOOL OF BUSINESS AND ECONOMICS, WESTFÄLISCHE  
WILHELMS-UNIVERSITÄT MÜNSTER**

The Agreement is entered into as of July 1<sup>st</sup> 2011 by and between California State University, Fresno, and an agency of the State of California, hereinafter referred to as CSU Fresno, and **Münster School of Business and Economics (MSBE)** of the Westfälische Wilhelms-Universität Münster, Germany.

**PROVISIONS**

This Agreement is for a program specially planned for students at **Münster School of Business and Economics** by California State University, Fresno. The intent of this Agreement is to enumerate and clarify responsibilities of the parties involved. A budget, a course selection, and a description of the courses and the seminar are being submitted as part of this Agreement and itemize the mutually agreed upon cost for the program described below.

WHEREAS, **Münster School of Business and Economics**, an educational institution of higher learning existing under the laws of **Germany**, desires to send students to CSU Fresno for one, or two semesters to participate in the International Student Scholar Program at Craig School of Business. **MSBE** voluntarily enters this Agreement and will abide by the conditions set forth hereafter.

WHEREAS, CSU Fresno, an educational institution of higher education organized and existing under the laws of the State of California, U.S.A., with its location at Fresno, California, U.S.A., is willing to provide said program which is consistent with its educational mission and agrees to abide by the conditions set forth hereafter.

NOW, THEREFORE, in consideration of the mutual promises hereafter contained, the parties agree to the following conditions:

**AGREEMENT**

1. **Definitions.** In addition to the terms defined elsewhere in this Agreement, the following terms, when used in this Agreement or in any exhibit hereto, shall have the following meanings:
  - a. "Program Fee" means the fee charged to students for participation in the American Business Experience seminar, lecture courses, academic instruction and general student activities available to all CSU Fresno students.
  - b. "Students" or "Participants" mean the individuals attending the program.
  - c. "Faculty" mean the full-time professors providing academic instruction.
  - d. "Room and Board" means the provision of a room in the university dormitory and meals served by the

university dining services.

e. "Certificate" means a document verifying the student's completion of the program.

## 2. Program

**Purpose of the program:** The purpose of the program is to provide students an opportunity to fulfill a degree requirement at the home institution, to learn about American and International Business, and to enrich CSU Fresno's campus with the presence of international students from MSBE.

**Program length:** One or Two semesters: Fall and Spring of an academic year.

**Number of students participating in the program:** to be negotiated each year.

### **Course Offering:**

CSU Fresno offers a selection of courses on a space available. A description of the courses is available online at <http://www.csufresno.edu/catoffice/current/bsness.html>. Students from MSBE will choose courses equal to at least 12 credit hours each semester. In addition to the course, the program includes the American Business seminar orientation to American business, e-business, including visits to California area businesses and industry. The program also includes a California experience program where students will be introduced to California geography and culture.

### **Accommodations:**

The students will live in university dormitories and take their meals at the university dining facilities. (Optional)

### **Identification Card:**

The students will receive a CSU Fresno student identification card and have access to university facilities, including the Henry Madden Library, University Student Union, Athletics, and computer labs during normal hours of operation.

### **Transcript:**

At the conclusion of the program, CSU Fresno will issue a transcript with letter grade and percentage verifying course completion and level of performance.

## 3. Student Admission Requirement.

The equivalent of completing INTRODUCTORY BUSINESS courses is mandatory for enrollment in the program. Students must speak and write English fluently. Students need to take TOEFL; the required TOEFL score for this agreement is:

- **Minimum of 550 on TOEFL or equivalent English proficiency exam**
- **Completed pre-business or equivalent classes or pre-requisites before registering.**

MSBE will select students to participate under the program with the consultation of International Business Programs Office at Craig School of Business.

## 4. Program Cost.

The program cost varies from year to year and will be negotiated prior to the beginning of each year's program. A list of the anticipated costs is attached to this Agreement. The program costs are composed of the following fees:

### a. Program Fee.

The course fee is the fee for academic instruction for each semester, and the American Business Seminar (For more details see cost structure page).

### b. Room & Board Fee.

**Room:**

Students can live in the university's dormitory facilities with double occupancy and have the opportunity to room with American students upon request. The cost for room in the university's dormitories changes annually and is set by the University. Information on the room cost is available in the Housing Information Brochure. (Students arriving before the beginning of the semester may stay in the dormitories for a small additional fee.)

**Board:**

The meal plan selected for this program will provide most of the meals during the program semester. Meals are served at the Residence Dining Facility according to the facility's schedule. Meals during early arrival can be obtained from other facilities on campus or in restaurants in the community at the students' expense. Information on the meal plan is included in the Housing Information Brochure. The rate for meal plans changes annually.

**5. Additional Cost.**

Airfare, visa, local transportation, additional food, recreation, books, lodging, and meals during early arrival, and personal expenses are not included in the total program cost and are the responsibility of the students. Textbooks will be required for the courses and can be purchased at the campus bookstore. The cost for books will vary depending on the courses taken.

**6. Visas.**

Students are responsible for arranging their own visas at the American Consulate in **Country**.

**7. Health Insurance.**

California State University, Fresno requires all international students with J or F visas to maintain adequate health insurance throughout the duration of their visa status. Overseas policies do not meet minimum insurance requirements and are often more expensive. The cost of health insurance for each semester is approximately \$367 for Fall and \$505 for Spring (price may change).

**8. Students' Orientation.**

An orientation meeting will be held prior to the beginning of the program. The purpose of the orientation is to inform the students about the courses and program details and to introduce them to the campus, its facilities and the local vicinity. A faculty member will give the orientation on the courses and the program.

**9. Payment terms.**

The total program costs for all students must be paid by bank draft made out to CSU, Fresno Foundation or Credit Card (Visa or MasterCard). One hundred percent of the entire program fee should be deposited to the CSU Fresno Foundation account 90 days prior to commencement of the program. Payment received past the deadline may result in disenrollment from the program.

**10. Refund policy.**

To receive a refund, written notice of withdrawal from the program must be submitted to the university in care of the Craig School of Business. Eighty percent (80%) program cost refund will be provided if written notice is received 60 days prior to commencement of the program. Refunds after program commencement will be granted only for serious and compelling reasons as determined by the program director and will be made on a pro rata basis.

**11. Indemnification.**

a. **MSBE** shall defend, indemnify, and hold California State University, Fresno its officers, employees and agents harmless from and against any and all liability, loss, expense (including reasonable attorney's fees), or claims for injury or damages arising out of the performance of this Agreement but only in proportion to and to the extent such liability, loss, expense attorney's fees, or claims for injury or damages are caused by or result

from the negligent or intentional acts or omissions of **MSBE** its officers, employees or agents.

b. California State University, Fresno shall defend, indemnify, and hold **MSBE** its officers, employees and agents harmless from and against any and all liability, loss, expense (including reasonable attorney's fees), or claims for injury or damages arising out of the performance of this Agreement but only in proportion to and to the extent such liability, loss, expense attorney's fees, or claims for injury or damages are caused by or result from the negligent or intentional acts or omissions of California State University, Fresno its officers, employees or agents.

**12. Term.**

This Agreement shall become effective upon signature and shall remain in effect for 5 years or until 120 days after either party gives written notice of termination. The program shall be reviewed and evaluated by both parties each year. Any payment obligation of the students of **MSBE** shall survive termination of this Agreement.

**13. Governing Law.**

This Agreement shall be governed by and construed in accordance with the laws of the State of California. Students from **MSBE** are obligated to abide by the laws of the State of California and the institutional regulations and policies of CSU Fresno. Violation of local law committed in the host country will subject the program participants to immediate withdrawal of immigration and academic sponsorship and to expulsion of the participants from the country.

**14. Entire Agreement; Waiver and Amendment.**

This Agreement constitutes the entire agreement between the parties hereto with respect to the subject matter hereof and the transaction contemplated hereby and supersedes all previous Agreements, written or oral. The program cost, the course offering, and the extra curricular activities will be re-negotiated each academic year and require written approval by both parties. Neither the waiver by either party hereto of any breach of, or default under, any of the provisions of this Agreement, nor the failure of either party to enforce any of the provisions of this Agreement or to exercise any right hereunder shall be construed as a waiver of any subsequent breach or default, or a waiver or modification of any such rights or provisions hereunder.

**15. Notices.**

Any notice given under this Agreement shall be in writing and addressed as set forth at the end of this Agreement or to such other addresses as either party may so designate from time to time.

**16. Authority.**

The parties covenant that each is authorized to execute this Agreement and perform the obligations imposed hereby.

Dated as of the date set forth above.

California State University, Fresno

Münster School of Business and Economics, Westfälische  
Wilhelms-Universität Münster



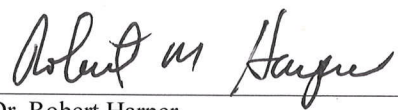
Dr. William Covino  
Provost



Prof. Dr. Thomas Apolte  
Dean, Münster School of Business and Economics

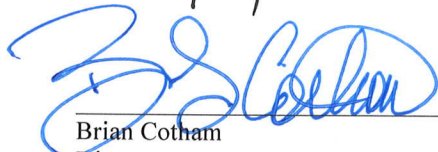
California State University, Fresno

Date:



Dr. Robert Harper  
Dean  
Craig School of Business  
California State University, Fresno

Date: 7/29/2011



Brian Cotham  
Director  
Procurement

Date: 8/8/11

Westfälische Wilhelms-Universität Münster

Date: 07/04/2011



## INTERNATIONAL SCHOLARS PROGRAM

The International Scholars Program offers selected overseas students an intensive business experience in California's global- and entrepreneur-oriented economy. Boasting the world's seventh largest economy and strategically positioned by NAFTA-EC-Pacific Rim commerce, California offers a dynamic vintage point for studying the new competitive global environment of business and agribusiness.

Students in the International Scholars Program follow a unique interactive course of study tailored to put business theory into real-world business practice. Whether participating in internships, teaming with senior business faculty on actual consulting assignments, or meeting leading entrepreneurs, International Scholars Students gain a "hands-on" residential experience without equal.

All coursework is accredited the American Assembly of Collegiate Schools of Business.

### INTERNATIONAL SCHOLARS PROGRAM CORE CURRICULUM

**Mainstream Business Courses** – Academic courses from current extensive Craig course listing (Please see University Catalog for course description under Craig School of Business). (12 units = Grade per semester)

**The American Business Seminar** – Visits to business sites; mini-lectures by Craig faculty and practitioners.

**The California Experience** – Activities to introduce participants to other students and to California geography and culture. (Not graded)

**The Internship** – School of Business internship program will be assigned to students during Spring semester if the students stay for an academic year (Fall & Spring). (3 units = Grade)

Itemized Budget for Fall of 2011 and Spring of 2012  
for Students Participating in the International Scholar Program

	Fall Semester Only	Spring Semester Only	Academic Semester 1	Year Semester 2
Application Fee	\$40	\$40	\$40	\$0
DS2019	\$25	\$25	\$25	\$0
Orientation Fee	\$55	\$55	\$55	\$0
Student Activities Fee	\$18	\$18	\$18	\$18
Health Fee	\$93	\$93	\$93	\$93
Course Tuition (12 units), Registration, Program, & Seminar Fees	\$3,744	\$3,744	\$3,744	\$3,744
<b>TOTAL COST PER STUDENTS<sup>i</sup></b>	<b>\$3,975</b>	<b>\$3,975</b>	<b>\$3,975</b>	<b>\$3,855</b>
<b>OTHER</b>				
Internship (Optional)	\$720	\$720	\$720	\$720
On/Off-Campus Room and Board (Approximately)	\$3,000	\$3,000	\$3,000	\$3,000
Health Insurance Cost	\$367	\$505	\$872	\$0
Additional unit cost above the 12 units or any unit outside the school of business is \$240 per unit:	\$240	\$240	\$240	\$240

Note 1: Students are responsible for making their own arrangement for the following items:

- Room and Board
- Transportation (Airfare & ground in US)
- Books and Supplies
- Insurance Cost

Note 2: The program cost varies from year to year and will be negotiated prior to the beginning of each year's program.

Note 3: All costs are subject to change without notice.

**Note 4: For MBA students, a Graduate Business Proficiency Fee of \$115 per unit will apply.**

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