



ANU
AMERICAN
NATIONAL
UNIVERSITY

ಉಪ-ನಿರೀಕ್ಷಕರಾದ
ಕೆ.ಬಿ.ಎಚ್. ಬೆಂಗಳೂರು

Articulation Agreement Between
American National University and
International Institute of Business Studies

Parties: The parties to this Agreement are American National University and International Institute of Business Studies (hereinafter IIBS).

Effective Date: This Agreement goes into effect on the last date it is signed by the Parties.

Terms:

This Agreement defines the terms agreed to by the parties regarding holders of a Business Management Certificate - Post Graduate Diploma in Management (PGDM)/(PGCM) Post Graduate Certificate In Management from IIBS from IIBS and their eligibility to transfer to American National University. It is agreed that those individuals who receive a Post Graduate Diploma in Management (PGDM) or Post Graduate Certificate in Management (PGCM) and meet all of the criteria listed below will be accepted without further review of credentials, with junior standing at American National University in the Business Administration - Management also in MBA in Business Administration degree program. This program to program arrangement will be referred to herein as the Program.

The criteria that shall be met by students participating in this Program are as follows:

- The student will have received either a Post Graduate Diploma in Management (PGDM) or a Post Graduate Certificate in Management (PGCM) at IIBS on or after the effective date of this Agreement.
- The student will have taken all of the required courses listed in Appendix A and Band incorporated herein by this reference.
- The student's cumulative grade point ratio must be 2.0 or equivalent or higher.
- A grade of "C" or equivalent of "C", or above, is required in all courses to be applied toward the bachelor's degree.
- The student must have taken all the courses in English at International Institute of Business Studies in order to meet the requirements for admission into the Business Administration - Management and MBA program at American National University.

Both IIBS and American National University agree to the following responsibilities:

- Both parties will use best efforts to inform potential students about the program. Examples of possible informational activities may include, but are not limited to, media announcements, brochures or fliers, information sessions for students at IIBS.
- Minor curriculum changes are made at the intersection of the departments of both IIBS and American National University.
- The term of this Agreement will be 5 years from the effective date. The parties can renew this agreement by mutual written agreement for additional 5 year terms. Either party can terminate this agreement for any reason with a 6-month written notification. This Agreement will continue in effect until it is modified by mutual written consent of the parties or cancelled by either party.

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Any Student Agreements signed prior to modification, termination or ending of the term of the Agreement will be honored by both parties.

- d. This Agreement will be construed in accordance with the laws of the United States and India.

IIBS agrees to the following responsibilities:

- a. IIBS will appoint one of its academic advisors as the individual responsible for coordinating the implementation of the Program.
- b. IIBS will provide a letter indicating the school's Accreditation/University Affiliation/Government approval in India.
- c. IIBS will provide American National University an official transcript for each student who has completed either a Post Graduate Diploma in Management (PGDM) or a Post Graduate Certificate in Management (PGCM) and intends to enroll at American National University stating the medium of instruction in English.
- d. IIBS will provide a current catalog to American National University with a full description of the Business Management program.
- e. IIBS will provide a current description of how IIBS faculties are evaluated.
- f. IIBS will provide American National University documentation showing the qualifications of IIBS faculty to teach in the IIBS Business Management program.
- g. IIBS will provide a description of the instructional facilities at the IIBS.
- h. IIBS will provide a description of the plan for safety and security of students, faculty, and staff at IIBS.
- i. Students opting to participate in this Program will be required to meet all of the American National University transfer credit requirements in effect at the time of their most recent enrollment at IIBS.

American National University agrees to the following responsibilities:

- a. American National University will accept all courses as outlined in Appendix A and B with a grade of "C" or equivalent of "C" or above, as part of the Post Graduate Diploma in Management (PGDM)/ Post Graduate Certificate in Management (PGCM) at IIBS.
- b. American National University will enroll students into the Masters of Business Administration program using the information provided in the American National University Catalog in effect during the student's most recent enrollment at IIBS. Transfer credits ("C" or equivalent of "C" or higher) from IIBS will be used to meet the graduation requirements outlined in Appendix A and B. (Appendix A and B will be revised annually, or as necessary to reflect curriculum changes.)
- c. American National University will identify individuals within the Department who serve as the coordinator and point of contact for American National University regarding the Program.
Ramon Flores – Vice President of International Development and Pushpanjali Mishra – Representative

Signatures: The signatures of the authorized representatives identified below indicate agreement to the terms set forth herein.

Mr. Frank Longaker
President of
American National University

Jay Prakash
15/09/18

Dr. Jay Prakash
Chairman
International Institute of
Business Studies

Date

Date

Witness (Name and Signature)

1.

2.

Appendix A

Students will complete Post Graduate Diploma in Management (PGDM) program at International Institute of Business Studies (IIBS) in Master of Business Administration of 1+1 program.

After completing this program, the students will enroll at American National University to complete remaining credits of coursework towards a business degree. Upon successful completion of the remaining credits at American National University by that the students will be awarded a Masters of Business Administration.

LIST OF THE COURSES

No	IIBS Module Name	Credits	American National University Module Code	American National University Module Name	Credits
1st Year					
1.	Management Process	3	MB630	Operations Management	4
2.	Organizational Behavior and Development	3	MB517	Dynamics of Organizational Behavior	4
3.	Business Ethics' / Human Values	3	MB505	Business and Society	4
4.	Organizational Communication	3	MB511	Management Communications	4
Specialization Transfers					
5.	Marketing Management	3	MB528	Marketing Management	4
6.	Human Resources	3	MB520 MB524 MB518 (one of these)	Organizational Sustainability 21st Century Leadership	4
7.	Finance	3	MB565 ACC513 (one of these)	International Finance Financial Management	4
8.	International Business	3	MB625	International Management	4
9.	Retail Management	3	MB625	International Management	4
10.	Business and Insurance	3	MB625	International Management	4
11.	Business Analytics	3	ACC610	Financial reporting	4
12.	Hospital Management	3	MB520	Organizational	4

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				Sustainability	
13	Economics	3	ACC650	International Accounting and Multinational Enterprises	4
14	Information Systems	3	IT 590 IT620 (one of these)	Enterprise architecture and IT Governance Decision Models and Technology Management	4
15	Operations Management	3	MB611	Project Management Life Cycle	4

Students have the option to specialize in

- General MBA
- Organizational Behavior
- International Business
- Accounting Management
- Healthcare Management
- Hospitality Management
- Information Technology

Syllabus Mapping and Credit Transfer:

Syllabus will be provided by IIBS and all credits transferred will be done in accordance with American National University's accreditation compliance and catalog at the time of student transfer. Any changes to the PGDM and PGCM program from IIBS will reflect changes in the credit transferred into American National University.

Course Fees:

Graduate Programs – Masters

Cost per Credit \$442 per credit hour

Number of Credits per course = 4

Cost per course (class) = \$1748

Number of courses (classes) for entire Master's Program = 14

**This does not include any scholarships or grants a student may receive.

Study in US.

All students who attend American National University through this Joint Partnership with IIBS and transfer credits towards the degree listed will be eligible for the University Partnership Scholarship effective at the time of the transfer. As of 3/12/2018, this scholarship is \$305 per course (subject to change, can be higher rate of scholarship but never lower) for as many courses as the student enrolls in order to complete the desired degree.

Tuition for Study in US per course = \$1748 - \$305 = \$1463

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Minimum Tuition after credit transfers = $\$1463 \times 7 \text{ courses} = \$10,241$ (maximum up to 50% credit transfer)

If a student has to take more than 7 courses because of credit transfer and program studied, add \$1463 for every course needed to take for completion of degree.

Study Online

All students who attend American National University through this Joint Partnership with IIBS and transfer credits towards the degree listed will be eligible for the International Gateway Grant effective at the time of the transfer. As of 3/12/2018, this scholarship is \$425 per course for graduate programs and \$800 off per course for undergraduate programs (subject to change, can be higher rate of scholarship but never lower) for as many courses as the student enrolls in order complete the desired degree.

Tuition for Study Online per course = $\$1748 - \$425 = \$1,038$

Minimum Tuition after credit transfers = $\$1463 \times 7 \text{ courses} = \$7,266$ (maximum up to 50% credit transfer)

If a student has to take more than 7 courses because of credit transfer and program studied, add \$1,038 for every course needed to take for completion of degree.

* Upon receiving the degree students will be eligible for Optional Practical Training OPT granted by US Immigration (USCIS). Assistance will be provided to students from this partnership in obtaining employment. Employment paid or unpaid is not guaranteed and success is dependent on the student and willingness to work towards employment with ANU staff.

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Appendix B

Students will complete Post Graduate Certificate in Management (PGCM) program at International Institute of Business Studies (IIBS) in Master of Business Administration of 1+1 program.

After completing this program, the students will enroll at American National University to complete remaining credits of coursework towards a business degree. Upon successful completion of the remaining credits at American National University by that the students will be awarded a Masters of Business Administration.

LIST OF THE COURSES

Post Graduate Certificate in Management (Human Resource Development)

No	IIBS Module Name	Credits	American National University Module Code	American National University Module Name	Credits
Module I					
1	HR01 - Human Resource Management	3	BUS227	Human Resource Management	4
2	HR02 - Organizational Behaviour	3	BUS217	Organizational Behavior	4
3	HR03 - Performance Management	3			
4	HR04 - Training & Development	3			
5	HR08 - Managerial Leadership	3	MB524	21 st Century Leadership	4
6	HR06 - International Human Resource Management	3	MB584	Managing International Human Resources	4
7	GM100-Project Work	3	BUS420	Project Management	4

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5	Merchandise Management & Pricing	3	Same as MB528	Marketing Management	4
6	Managing Retail Operations	3	Same as MB528	Marketing Management	4
7	Supply Chain Management & IT Application	3			
8	GM100-Project Work	3	BUS420	Project Management	4

Post Graduate Certificate in Management (Pharmaceutical Marketing)

No	IIBS Module Name	Credits	American National University Module Code	American National University Module Name	Credits
Module I					
1	Management Function & Organizational Behaviour	3	MB517	Dynamics of Organizational Behavior	4
2	Principles & Practices of Pharmaceutical Marketing Management	3			
3	Pharmaceutical Sales and Distribution Management	3			
4	Pharmaceutical Regulatory /Legal Issues	3			
Module II					
5	Pharmaceutical promotion and Advertising Management	3			
6	Strategic Management and International Marketing	3	MB625	International Marketing	
7	GM100-Project Work	3	BUS420	Project Management	4

Students have the option to specialize in

- General MBA
- Organizational Behavior
- International Business
- Accounting Management
- Healthcare Management
- Hospitality Management
- Information Technology

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Syllabus Mapping and Credit Transfer:

	Services		above	Management	
7	GM100-Project Work	3	BUS420	Project Management	4

Post Graduate Certificate in Management (Finance)

No	IIBS Module Name	Credits	American National University Module Code	American National University Module Name	Credits
Module I					
1	Security Analysis & Portfolio Management	3			
2	International Financial Management	3	ACC650	International Accounting and Multinational Enterprises	4
3	Management of Financial Services	3	ACC522	Management Control	4
4	Project Appraisal & Finances	3	MB611	Project Management Life Cycle	4
Module II					
5	Option Future & Other Derivatives	3			
6	Strategic Cost Management	3	ACC513	Financial Management	4
7	GM100-Project Work	3	BUS420	Project Management	4

Post Graduate Certificate in Management (Retail Management)

No	IIBS Module Name	Credits	American National University Module Code	American National University Module Name	Credits
Module I					
1	Management Function & Organizational Behaviour	3	MB528	Marketing Management	4
2	Fundamentals of Retailing	3			
3	Essentials of Marketing	3	Same as MB528	Marketing Management	4
4	Customer Attraction and Relationship Management	3			
Module II					

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Syllabus will be provided by IIBS and all credits transferred will be done in accordance with American National University's accreditation compliance and catalog at the time of student transfer. Any changes to the PGDM and PGCM program from IIBS will reflect changes in the credit transferred into American National University.

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