



**SOCRATES - ERASMUS PROGRAMME
Learning Agreement**

Academic Year 2010/2011 Spring semester (=6)

Field of study: INTERNATIONAL SALES AND MARKETING

Name of student: Sending Institution: Country:
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Details of the proposed study programme: Marketing Management programme

Receiving Institution: Lillebaelt, Campus Tietgen Business College Country: Denmark
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Course Unit Code (if any)	Course Unit Title (as indicated in the information pack)	Number of ECTS Credits
Developing the sales basis		10
The sales performance		5
Follow up and retention		5
Elective course element		10
TOTAL		30 ECTS

Student's signature	Date
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Sending institution

We confirm that this Programme of study/ learning Agreement is approved	
Dean's signature	Departmental Co-ordinators signature
Date	Date

Receiving institution

Departmental Co-ordinator's signature

Lars Høst-Madsen

Institutional Co-ordinator's signature

Date

Date