

SOCRATES - ERASMUS PROGRAMME
Learning Agreement

Academic Year 2010/2011 Autumn semester 3 Field of study: Marketing

Name of student: Sending Institution: Country:

Details of the proposed study programme: Marketing Management programme

Receiving Institution:	Tietgen Business College/ Lillebaelt Academy of professional Higher Education
Country:	Denmark

Course Unit Code (if any)	Course Unit Title (as indicated in the information pack)	Number of ECTS Credits
International Sales and Marketing 10 ECTS	A: Strategic marketing B: Sales and negotiation	10
Economics 10 ECTS	A: Macro Economics B: Budgeting and optimizing parameters	10
Communication, organisation and management 5 ECTS	A: Organisational development B: Sales and project management	5
Elective subject 5 ECTS (Choose one)	A: Business Economics or B: German II or C: Brand and Product Management	5
Total ECTS (Compulsory)		<i>30 ECTS</i>

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



Lillebaelt, Academy of Professional Higher Education consists of the following 4 business colleges and technical colleges formerly known as: Tietgen Business College, SDE College, Kold College and Vejle Business College