



## **Collaborative Agreement**

**between**

### **Audencia Business School and Fundación Guatefuturo**

Audencia Business School and Fundación Guatefuturo both have an interest in strengthening bilateral cooperation in the field of education between Guatemala and France and enhancing the links between Audencia Business School and its academic counterparts in Guatemala. An important means of fostering such cooperation and links is the provision of loan-scholarship opportunities to talented Guatemalan students wishing to pursue graduate degree programs at Audencia Business School. The purpose of this agreement is to provide shared financing for Guatemalan students at Audencia Business School, within the framework of a joint graduate loan-scholarship program.

The joint graduate loan-scholarship program will operate as follows:

1. Students in Guatemala interested in the program will seek admission, following the normal application procedures, and meeting all the standard admission requirements established by Audencia Business School, including all English language requirements.
2. Students unconditionally accepted by Audencia Business School will submit a loan-scholarship application to Guatefuturo, following the normal application procedures, and meeting all the standard requirements established by Guatefuturo.
3. Students who are offered a place for full-time study in Audencia Business School, and who are selected for a loan-scholarship by Guatefuturo, will then be eligible for shared financing under this agreement.
4. Audencia will provide a 35% tuition fee waiver as a discount of the tuition fees to all eligible students admitted and enrolled in the following graduate programs:
  - MSc in International Management
  - MSc in Supply Chain and Purchasing Management
  - Master in European and International Business Management
  - MSc in Food and Agribusiness Management
  - Master in Management Grande Ecole
  - MSc in Management Engineering Grande Ecole
  - MSc in Data Management for Finance
  - Full-Time MBA

5. The parties agree that if a student receives internal funding from Audencia Business School, this funding will be non-cumulative with the Tuition Fee Support agreed upon in Article 4 of this agreement. In this case, Audencia Business School will apply the highest percentage of tuition waiver.
6. Guatefuturo will provide the remainder of the tuition and fees, as well as a stipend for living expenses, according to its established norms, i.e. up to US\$25,000 per year for a maximum of two years. Students will have to provide from other sources any further amount required to meet the full costs of their programme of study.
7. Each institution will designate a named coordinator to implement and monitor the programme. In particular, named coordinators will be responsible for ensuring:
  - a) That Audencia Business School provides Guatefuturo with all relevant promotional material and prospectuses to encourage interest in its programs in Guatemala.
  - b) That Audencia Business School provides all Guatemalan students unconditionally accepted in Audencia Business School with information about the loan-scholarship program and encourages them to contact and submit an application to Guatefuturo.
  - c) That Guatefuturo forwards details of the selected students to Audencia Business School.
  - d) That the necessary financial arrangements are made for confirmed students.

The named coordinators are:

For Audencia Business School  
Lea Pennober  
International Admissions Manager  
for Latin America

For Guatefuturo  
Marta Barrera de Donis  
Loan-scholarship  
and Administrative Coordinator

7. Both institutions will publicize the agreement to prospective Guatemalan graduate students.

This agreement shall remain in force from the date of signature by the undersigned representatives of each party and may be reviewed or renegotiated at the request of either party. Either party may terminate the agreement on thirty days written notice to the other party.

*GERMAIN Christophe*

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Christophe Germain  
Dean and Director General  
Audencia Business School



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Juan José Ramírez Ochoa  
Executive Director  
Guatefuturo

Date: 18/07/2022 | 02:10 PDT

Date: June 27<sup>th</sup> of 2022