



UNIVERSITY OF
SOUTH CAROLINA

Office of Institutional Research, Assessment & Analytics

December 3, 2024

Dr. Kevin Sightler, Director of Substantive Change
Commission on Colleges
Southern Association of Colleges and Schools
1866 Southern Lane
Decatur, GA 30033-4097

Dear Dr. Sightler:

The University of South Carolina Columbia is submitting the attached documentation to notify SACSCOC of the intended dual academic award between the Audencia Business School in Nantes, France and the Darla Moore School of Business at the University of South Carolina Columbia beginning Fall 2025.

Contact information for all parties to the agreement is listed as follows:

For University of South Carolina
Michael Amiridis
President
University of South Carolina - Columbia
206 Osborne Administration Building
Columbia, SC 29208

For Audencia Business School in Nantes, France
Sebastien Tran
General Director
Audencia Business School
8 Rte de la Jonelière, 44300
Nantes, France

The University of South Carolina will welcome Audencia Business School's students enrolling in the following eligible programs: Master of Science in Financial Markets & Sustainable Investments, Responsible Procurement and Supply Chain Management, Data Sciences for Marketing, Business Strategy & Consulting, Food & Agribusiness Management, Sustainable Luxury, Cultural & Arts Management, and Master in Management. Upon completion of the program, students will earn a Master of International Business from the University of South Carolina.

Students must meet the degree requirements of each institution and each institution will award separate degrees. No changes are being made to the curriculum, admissions, or other university policies. This degree has been approved by the University of South Carolina Board of Trustees and the South Carolina Commission on Higher Education.

The University of South Carolina is accredited by the Southern Associate of Colleges and Schools Commission on Colleges to award master's degrees. Our dual degree partners in Nantes, France are not accredited by SACS Commission on Colleges and the accreditation of University of South Carolina does not extend to or include Audencia Business School or its students. Further, although the University of South Carolina agrees to accept certain coursework from Audencia Business School to be applied toward an award from University of South Carolina, that coursework may not be accepted by other colleges or universities in transfer, even if it appears on a transcript from University of South Carolina. The decision to accept coursework in transfer from any institution is made by the institution considering the



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acceptance of credits or coursework.

We do not anticipate any new costs associated with this dual degree program. The signed Memorandum of Understanding and contact information for the program representative at Audencia Business School is attached.

Please let us know if you have any questions regarding this notification.

Sincerely,

Douglas Miles

Donald Miles, Executive Director OIRAA
SACSCOC Accreditation Liaison

Enclosure

Substantive Change Notification for the Dual Degree between the Audencia Business School and the Darla Moore School of Business at the University of South Carolina

A copy of the signed MOU/contract between the Audencia Business School and the Darla Moore School of Business at the University of South Carolina can be found in Appendix A. The anticipated start date of the agreement is August 1, 2025. The address and contact persons for each institution are as follows:

Audencia Business School:

Sebastien Tran
General Director
Audencia Business School
8 Rte de la Jonelière, 44300
Nantes, France

University of South Carolina:

Micheal Amiridis
President
University of South Carolina- Columbia
208 Osborne Administration Building
Columbia, SC 29208

Provide documentation that the institution meets the provisions of Standard 10.9 (Cooperative academic arrangements), including the analysis of credits accepted in transfer.

Credit earned through cooperative academic agreements appears as transfer credit on the student's transcript. The University of South Carolina Columbia does not transcript courses or credits earned at other institutions as its own.

Academic Affairs Policies ACAF 2.05 *Consortial Academic Contracts and Agreements* (Appendix B) and ACAF 2.06 *International Academic Agreements* (Appendix C) ensure the quality and integrity of the courses or credits recorded on a University of South Carolina transcript when offered through a cooperative academic arrangement. ACAF 2.05 and ACAF 2.06 define the standards and processes according to which consortial academic contracts and agreements are developed, governed and reviewed. Since the agreement is with the Audencia Business School, a non-SACSCOC-accredited institution, the following disclaimer statement must be used in any materials describing the relationship and the University of South Carolina is responsible for reviewing, approving, and monitoring the non-SACSCOC partner institutions' statements of relationship to ensure

conformity with the disclaimer:

The University of South Carolina is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award Associate, Baccalaureate, Masters, and Doctoral degrees. Audencia is not accredited by SACS Commission on Colleges and the accreditation of University of South Carolina does not extend to or include Audencia or its students. Further, although University of South Carolina agrees to accept certain course work from Audencia to be applied toward an award from University of South Carolina, that course work may not be accepted by other colleges or universities in transfer, even if it appears on a transcript from University of South Carolina. The decision to accept course work in transfer from any institution is made by the institution considering the acceptance of credits or course work.

Provide prototypes of official academic documents (e.g. student transcript, degree, diploma, certificate) involved in the agreement.

University Response for Audencia Business School:

A prototype of the official diploma containing the language that will be used on the official document as well as the presence of the seals for the institution for the Audencia Business School can be found in Appendix D.

University Response for Darla Moore School of Business at the University of South Carolina:

A prototype of the official diploma containing the language that will be used on the official document as well as the presence of the seals for the institution for the Darla Moore School of Business at the University of South Carolina Columbia can be found in Appendix E.

Provide documentation describing the physical and learning resources that will support collaboration.

University Response for Audencia Business School:

Audencia Business School is a member of the Conférence des Grandes Écoles, which certifies Mastère Spécialisé training programs to ensure that they meet the expectations of the job market. Audencia Business School is one of 1% of schools worldwide to receive triple accreditation from EQUIS, AACSB and AMBA for a maximum of 5 years, reflecting its commitment to teaching excellence.

Audencia Business School has 7,200 students, 169 permanent teaching staff and 500+ employees. Audencia is now present on several campuses: 80,000m² in 11 cities and 3 countries for a total of 13 campuses, 5 in France and 8 in abroad locations. These campuses are located in:

- Nantes, France
- Paris, France
- La Roche-sur-Yon, France
- Shenzhen, China
- Chengdu, China
- Beijing, China
- Shanghai, China
- São Paulo, Brazil
- Belo Horizonte, Brazil
- Curitiba, Brazil
- Belém, Brazil

All Audencia students have access to the online platform Knowledge Hub, which is equipped with:

- online resources for Academic Research
- Press materials
- Market Research
- Economics, Law & Finance databases
- Open Data
- Teaching Cases
- Basic Library materials: e-books, e-journals, etc
- Basic Library materials: hard copy books, hard copy journals, etc

At each campus, students have access to on campus library space, equipped with work rooms, reading rooms, study carols, freely accessible computers, as well as printers, photocopiers and scanners. Hours of accessibility for students are Monday-Friday, 8:00am-8:00pm. In addition, the Atlantic Campus, specifically, has:

- 1080 m²

- 220 seats
- 4 self-service computers
- 8 group work rooms equipped with screens and bookable on Affluences

University Response for Darla Moore School of Business at the University of South Carolina:

The Darla Moore School of Business is located on the University of South Carolina's main Columbia campus with classes at the Moore School being held in 36 classrooms across 10,682 sq. ft. of collaborative learning space. Notable features include a 500-seat lecture and performance hall, a 250-seat lecture hall, and additional classroom spaces of varying sizes. There are eight different classroom configurations which allow for flexibility to meet a variety of teaching needs. Additionally, students can take advantage of a café, computer lab, graduate lounge, the Dr. Olin S. Pugh Trading Room, study commons, multiple public and private collaborate learning spaces, and a rooftop pavilion which was designed to enhance the buildings sustainability and provides additional spaces for meetings.

Provide documentation that faculty involved in the collaboration are qualified to teach assigned components or courses and a description of how the SACSCOC-accredited institution(s) will monitor these qualifications (Submit a completed SACSCOC Faculty Roster Form.)

A completed Faculty Roster Form for the instructors teaching in the Master of International Business (M.I.B) degree program at the University of South Carolina can be found in Appendix F.

Appendix A

MEMORANDUM OF UNDERSTANDING

AND

COOPERATION AGREEMENT

DOUBLE DEGREE PROGRAM

BETWEEN

**AUDENCIA BUSINESS SCHOOL
NANTES, FRANCE**

AND

**UNIVERSITY OF SOUTH CAROLINA
DARLA MOORE SCHOOL OF BUSINESS
COLUMBIA, SC USA**

1. Objectives and Definitions

The goal of this Memorandum of Understanding is to establish a double degree course of study between Audencia Business School (hereafter referred to as Audencia) and the Darla Moore School of Business, University of South Carolina (hereafter referred to as South Carolina). For purposes of the agreement, the institutions have agreed to refer to the course of study as a "double degree program", which recognizes that two distinct degrees, one given by each institution, are components of the program. Each institution confers its own degree for work done to meet the graduation requirements for the specific degree of that institution.

This agreement shall facilitate opportunities for highly qualified students from both institutions to further enhance their business competence, cultural and social skills. Furthermore, it is meant as a unique opportunity for students to study from a truly international perspective and thus enhance their possibilities in the international labor market.

In this agreement "home institution" refers to the institution at which a student is initially accepted and "host institution" to the institution which has agreed to receive a double degree student. "Audencia student" applies to students who are initially accepted into an Audencia masters program, "South Carolina student" to students initially accepted in the Master of International Business at the Moore School and "Double degree student" corresponds to a student participating in the double degree program.

2. Curriculum

2.1 General Principles

Each academic institution will welcome the partner institution's students enrolling in the:

- Master of Science in Financial Markets & Sustainable Investments, Responsible Procurement and Supply Chain Management, Data Science for Marketing, Business Strategy & Consulting, Food & Agribusiness Management, Sustainable Luxury, Cultural & Arts Management, and the Master in Management at Audencia, and
- Master of International Business (MIB) at South Carolina,

with a view to awarding a degree to the students of the partner institution meeting the requirements set out in this agreement.

The intended length of study for the double degree program shall be two years. Double degree students will study at their home institution for the first academic year and then study at the host institution for their second academic year.

The program requirements for each degree must be fulfilled. Each institution will be the sole judge of whether a student has completed the requirement for the degree that it awards. Each institution may change the requirements for their degree according to their own governance process and give notification to the partner institution. If a student does not meet the requirements of the host institution's degree, the home institution reserves the right to award its own degree to the student.

At Audencia, the Director of Masters programs approves applications for graduation upon completion of the Masters Programmes.

At South Carolina, the Dean of the Graduate School approves applications for graduation upon completion of the MIB degree requirements.

2.2. Recognition of course work and credit transfer

Recognition of coursework will be based on the transcripts of records provided by each partner institution. By participating in the double degree program, students allow the Registrar to release their transcripts.

Double degree students will be required to complete at Audencia [sixty (60) ECTS] and at South Carolina thirty (30) credit hours (1 credit hour equal to 2 ECTS). Each institution will determine if, and the amount of, credit hours or ECTS that may be transferred towards its degree.

3. Selection and Admission of Students

A maximum number of five (5) Audencia students and five (5) South Carolina students will be admitted to the double degree program in the beginning of the program, and annually thereafter. The total number of students may vary from year to year with the exact number to be determined by mutual agreement of the program directors of Audencia and South Carolina. The numbers needed to maintain an exchange balance may also be modified by mutual agreement.

Each home institution will be responsible for selecting their participating students. Each home institution will nominate students to the host institution. The host institution shall make the final admission decision regarding those nominated to their degree program based upon the existing admission criteria of the host institution.

Candidates for the two degrees will be evaluated on the strength of their application and supporting documents, including GMAT, GRE or other comparable academic admissions examinations. Students must meet the admission criteria of both institutions to complete the double degree course of study.

Audencia students must meet the standard English Language requirements for overseas non-native speakers at the time of admission. Applicants to South Carolina are required to achieve a TOEFL score of at least iBT 100 or 600 paper-based. The South Carolina MIB admissions committee will also consider alternative language proficiency testing including the International English Language Testing System (IELTS), Test of English for International Communication (TOEIC), PTE Academic Test. An applicant must score at least a 7.0 on the IELTS, 800 on the TOEIC, at least a 64 on the PTE.

An Audencia student whose native language is not English, but has graduated from or is attending a degree program from a U.S. institution or a program where the instructional language is English, and is certified by a written confirmation from the applicant's home university International Office, may be waived from the language requirement. Students meeting the English Language qualification as noted above may also be waived from the ENFS testing at South Carolina.

4. Rules and Regulations

Double degree students from each institution studying at the host institution under the double degree agreement shall be subject to the same rights and privileges as well as rules and regulations as local students. Double degree students will be enrolled at the host institution for the time spent there. The rules and regulations of the host institution apply during the time spent there.

5. Financial Issues

The partner institutions agree to the principle that double degree students will pay tuition only to their home institution. Audencia students attending South Carolina are not subject to application, transcript, and matriculation fees, but they are subject to the International Exchange fee (currently \$200). Any additional South Carolina-required fees will be included in the factsheet distributed annually to partner institutions. South Carolina students attending Audencia are subject to the 0 fees (currently 0).

All students must have and maintain adequate medical and accident insurance. Audencia students at South Carolina are required to purchase the University of South Carolina health insurance policy or provide proof of comparable coverage. Students from South Carolina at Audencia must have a medical insurance policy with sufficient coverage (medical care due to illness, hospitalization, repatriation, accidents and damages to third parties). Such insurance is needed for the entire duration of their exchange, commencing from their departure from the home country until their subsequent return. South Carolina students must purchase overseas emergency medical insurance procured through South Carolina Study Abroad Office.

Double degree students are responsible for the costs of travelling, books and educational supplies, transportation, accommodation, living expenses and any other expenses incurred during the course of their stay.

South Carolina will facilitate access to graduate student housing for participants in this dual degree but cannot guarantee on-campus housing availability. Student participants will pay for the cost of accommodation during their participation in the exchange. Student participants who remain in their accommodation during vacation periods are responsible for any additional cost incurred. Audencia does not provide on-campus housing but will provide assistance in locating suitable accommodations. The cost of accommodation is the responsibility of the double degree student.

6. Program and Quality Management

Both institutions agree to provide the necessary means, resources and prerequisites to implement and operate the double degree program. Each institution will nominate a program coordinator to ensure that the double degree program will be managed according to the terms and conditions of this agreement.

Full information should be provided to the host institution on the courses that participants have taken at their home institution in order to coordinate the course choice at the host institution.

Transcripts and records of the academic performance of each double degree student will be provided at the end of each semester.

Both institutions will promote the double degree program in an appropriate way. Therefore, each institution authorizes the partner institution to use its name and logo for purposes related exclusively to the double degree program.

The double degree program shall be reviewed yearly by both program coordinators. Evaluations by double degree students shall be part of this process.

7. Career Services

Full-access to Career Services of the two partner schools will be granted to participating students of the program.

8. Alumni

Participating students will be granted Alumni status at each partner school upon graduation from their respective program.

9. Confidential Information and Data Protection [Audencia needs to edit]

Each institution remains exclusively and fully responsible for Personal Data processing performed on its own behalf. The partner institutions shall respect their obligations pursuant to national law and, insofar as the students concerned are located on European Union territory, the Regulation (EU) 2016/679 of 27 April 2016 on the protection of natural persons regarding the processing of personal data and on the free movement of such data (General Data Protection Regulation).

The students concerned must have the right of access, rectification, erasure and portability of their personal data. They must also have the right to object to or to limit the processing of their personal data and the right to issue directives regarding the fate of their data after their death. These rights may be exercised at any time simply by contacting the Data Protection Officers (DPOs) of the institutions concerned:

- For Audencia: dpo@audencia.com
- For South Carolina: privacy.officer@sc.edu

The partner institutions shall communicate to each other any rectification or erasure request that affects the personal data of students.

The personal data of students necessary for permitting performance of this agreement is transmitted by each institution to the other, with the latter ensuring that the said personal data is retained solely for the period required for performance of this agreement or to comply with a legal or regulatory obligation and that the personal data is not subject to any subsequent processing not expressly authorized by the student concerned or the other institution, in accordance with applicable laws and regulations.

The partner institutions shall both take all appropriate measures to ensure the security and confidentiality of the personal data of students that is processed. The personal data of students

is not transmitted to third parties outside the scope of this agreement and is not used for direct marketing purposes, except with the prior express consent of the students concerned.

Since South Carolina is located outside of the European Union, in a country whose personal data protection legislation differs from that of the European Union, stringent physical, organizational, procedural, and technical and personnel measures shall be applied to ensure the security and confidentiality of personal data of the Audencia students concerned.

10. Modifications

Audencia and South Carolina agree to the full and complete performance of the mutual covenants contained herein.

Any amendment or modification to the present text shall be submitted for review to the competent authorities and shall not become binding unless reduced to writing and signed by the legal representatives of both parties. Changes to the double degree program must not affect students already enrolled, unless the changes are advantageous to the students.

Neither party to this Agreement shall have the right to assign any duty or responsibility arising hereunder without the written consent of the other party.

11. Terms

This Agreement shall take effect on August 1, 2024 and shall be for a period of five (5) years terminating on July 31, 2029. This Agreement may be renewable on the same terms and conditions for another five (5) years, with written agreement signed by representatives of both parties.

This Agreement may be terminated upon twelve (12) months written notice by either party; provided that the student participants current in the program are allowed to continue through the conclusion of the academic year then in progress under the terms agreed upon prior to the termination of this Agreement.

For conditions of the double degree program not covered by this agreement, or for problems that arise during the course of the program, both parties agree to refrain from unilateral action and to consult and negotiate mutually acceptable decisions amicably and in good faith.

13. Force Majeure

Neither partner institution shall be liable for failure to perform its obligations under this agreement if such failure results from circumstances which could not have been contemplated and which are beyond the partner institution's reasonable control.

14. Intellectual Property

The parties convene that this Agreement does not grant Audencia or South Carolina any license of use or rights over the intellectual property of the other party. The use of trademarks and/or denominations representative of either party are strictly prohibited without the owner's written consent.

15. Accreditation Disclaimer Statement

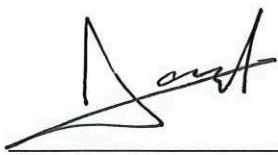
South Carolina is accredited by the Southern Association of Colleges and Schools Commission on Colleges (SACS) to award Bachelor, Master and Doctoral degrees. Audencia is not accredited by SACS Commission on Colleges and the accreditation of South Carolina does not extend to or include Audencia or its students. Further, although South Carolina agrees to accept certain course work from Audencia to be applied toward an award from South Carolina, that course work may not be accepted by other colleges or universities in transfer, even if it appears on a transcript from South Carolina. The decision to accept course work in transfer from any institution is made by the institution considering the acceptance of credits or course work.

16. Official Text

This Agreement is written in English only.

Signatures

Dean,
Date: _____



Nicolas Arnaud
Director of Programs,
Audencia Business School
Date: 06.11.2023

Michael D. Amiridis
President, University of South Carolina
Date: _____



Desi Schmitt
Associate Dean for International Affairs
Audencia Business School
Date: 06.11.2023

Appendix B

NUMBER: ACAF 2.05 (NEW)
SECTION: Academic Affairs
SUBJECT: Consortial Academic Contracts and Agreements
DATE: February 17, 2017
Policy for: All Campuses
Procedure for: Columbia and Regional Palmetto College Campuses
Authorized by: Executive Vice President for Academic Affairs and Provost and Vice President for System Planning
Issued by: Office of the Provost

I. Policy

The University of South Carolina engages with institutions and agencies nationally and internationally to collaborate in the offering of consortial academic programs. These collaborations are typically regulated by a formal consortial contract or agreement that outlines expectations and obligations for each institution or entity. This policy defines the standards according to which consortial academic contracts and agreements are developed, governed and reviewed.

All university consortial academic contracts and agreements are subject to the authority of the Board of Trustees. The Office of the Provost oversees their development and review for the Columbia and Regional campuses. Within the Office of the Provost, Global Carolina is charged with oversight of contracts and agreements with international institutions, as per University policy [ACAF 2.06](#).

A. Definitions

As used in this policy, the term “consortial academic contract/agreement” applies to any formal contract/agreement governing and supporting educational programs that:

1. Establishes a dual degree, a joint degree, joint certificate or comparable arrangement resulting in the award of one or more degrees.
2. Involves partnership with an academic institution or agency inside or outside the United States.
3. Is executed on behalf of or in the name of the University of South Carolina or any of its campuses, colleges, schools, departments, or units.

B. Required Approvals (may take up to 6 months prior to start date)

1. College: All proposed or renewed agreements must be approved by the academic unit head(s), and the college or school dean(s). The Academic Program Liaison (APL) for the college, school, or regional Palmetto College campus will serve as the main information resource on procedures for their respective unit.
2. Student Affairs: The enrollment and student financial and support services implications of consortial academic contracts and agreements may require acknowledgement by the following:
 - a. Office of Admissions, if the consortial agreement involves special admissions or enrollment provisions for program participants
 - b. University Registrar, if special coding or tracking of students in the program will be required
 - c. Office of Financial Aid, if the program impacts the awarding of financial aid to student participants
 - d. Associate Vice President for Enrollment Management, if the program impacts the overall enrollment makeup of the undergraduate student body, and/or if the program participants will be receiving scholarship aid
 - e. Senior Associate Vice President for Student Affairs and Academic Support, if program participants will be receiving special tuition rates or program fees, if they will require student support services, such as special accommodations, housing, and advising.
3. Provost Office: The Office of the Provost will evaluate all consortial academic agreements and contracts against the purpose of the institution every five years or when subject to renewal. The evaluation will consider the following factors: consistency with university mission, agreement activity, appropriateness of administration, adequacy of risk and safety management, academic soundness, and ongoing viability. In addition, approval may be required by one or more of the following. .
 - a. Vice Provost and Director for Global Carolina must approve international consortial agreements.
 - b. Associate Provost of Academic Programs must approve domestic consortial agreements.
 - c. Vice Provost and Dean of the Graduate School must approve consortial agreements pertaining to graduate degrees.
4. University: The University Budget Office advises the Provost regarding fiscal issues tied to consortial academic contracts and agreements. The Office of

General Counsel processes and maintains records of all consortial agreements, each of which must be reviewed and signed by the Office of the Board of Trustees. No other individuals at the university are approved to sign agreements referencing the University of South Carolina. See also University Policy **BTRU 1.04**, “Authority to Sign Contracts.”

C. Approval Criteria

1. Each consortial academic contract/agreement must provide for the following:
 - a. A clear indication of the responsibilities of all parties to the agreement;
 - b. Provision for ensuring the quality of the programs and courses offered through the agreement;
 - c. Provision for evaluating the agreement in relation to the mission of the University;
 - d. An assessment of the risk and safety management practices.
2. The consortial academic contract/agreement should contain the anticipated beginning date of the agreement, a description of the agreement, and the complete address and location of all parties involved in the agreement.
3. The consortial academic contract/agreement must be approved by all USC authorities before the program commences.
4. If the proposed or renewal agreement is related to a new or existing academic program or degree, the academic unit head(s) must also follow the procedures outlined in University Policy **ACAF 2.00**, “Creation and Revision of Academic Programs” to ensure compliance with the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) and the South Carolina Commission on Higher Education (CHE) regulations.
5. The following disclaimer statement must be used in any materials describing the relationship with a non-SACSCOC-accredited institution, inside or outside the United States. USC is responsible for reviewing, approving, and monitoring the non-SACSCOC partner institutions’ statements of relationship to ensure conformity with the disclaimer:

The University of South Carolina is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award Associate, Baccalaureate, Masters, and Doctoral degrees. [Name of partner institution] is not accredited by SACS Commission on Colleges and the accreditation of University of South Carolina does not extend to or include [name of partner institution] or its students. Further, although University of South Carolina agrees

to accept certain course work from [name of partner institution] to be applied toward an award from University of South Carolina, that course work may not be accepted by other colleges or universities in transfer, even if it appears on a transcript from University of South Carolina. The decision to accept course work in transfer from any institution is made by the institution considering the acceptance of credits or course work.

6. Specific criteria used when reviewing proposed and renewal agreements to assess the connection to the university's academic mission, institutional interest, and potential for success include:
 - a. the perceived level of demand for the proposed program or record of demand for an existing program requesting renewal;
 - b. the prospects for substantive collaboration to occur;
 - c. the caliber of the partnering college or outside entity;
 - d. the compatibility of institutional mission; and
 - e. the existence of agreements with other partnering institutions or agencies that may compete with or duplicate proposed agreement
7. Additional criteria used to review program agreements may include:
 - a. whether the partnering institution/agency (and the university when appropriate) has relevant coursework that the student can take;
 - b. for international agreements: the quality of the language instruction at the partnering institution;
 - c. the administrative support and facilities available for students at the partnering institution;
 - d. the alignment between the academic calendar of the partnering institution and the University's academic calendar; and
 - e. the ability of students from partnering institutions to meet admissions requirements.

D. Existing Consortial Program Review and Renewal

1. Consortial academic contracts and agreements will usually have five year terms unless otherwise stated in the agreement. The office responsible for contract or agreement management will be designated in the contract or agreement, and will

work with the Office of Academic Programs for agreements with U.S. institutions or agencies, or under Global Carolina for international agreements.

2. Global Carolina will initiate and coordinate regular reviews of international agreements as per ACAF 2.06. The Office of Academic Programs will initiate and coordinate regular reviews of non-international agreements outside of the College of Education.
3. Programs established under agreements specifying automatic renewal should be contacted by the responsible office designated according to I.D.1 above to ensure that the programs are reviewed before the automatic renewal occurs.
4. The responsible office designated according to I.D.1 above will notify the Office of the Provost in writing regarding the outcome of all agreement or program reviews. Additionally, copies of all agreement or program renewals should be forwarded to the Office of the Provost.
5. The responsible office designated according to I.D.1 above is responsible for maintaining the official list of their respective agreements and programs on the Columbia and Regional campuses.

II. Related Policies

University Policy ACAF 2.00 Creation and Revision of Academic Programs

University Policy ACAF 2.06 International Academic Agreements

University Policy BTRU 1.04 Authority to Sign Contracts

III. Reason for Policy

To provide policy and procedural criteria for the establishment and renewal of consortial academic contracts and agreements, whether national or international.

Appendix:

Domestic Consortial Agreement Review/Renewal Form

DOMESTIC CONSORTIAL AGREEMENT REVIEW / RENEWAL FORM

Department/College

Contact Person (as listed on original contract approval form)

Contact Person (if changed)

Type of Agreement

Sent for Review

Expiration

Agreement Partner (name, location)

1. What activity has occurred under the agreement since its approval?

2. How is activity covered by the agreement consistent with USC Columbia's mission?

3. How is activity covered by the agreement academically sound?

4. How is activity covered by the agreement appropriately administered?

5. How are risk and safety issues related to activity covered by the agreement addressed?

6. Is the agreement viable with respect to facilities, finances, and resources? If not, specify actions to be taken and when.

7. Based on the review, the Department/College recommends that the agreement listed above be

Approved for Continuation/Renewal

Approved for Termination

Reviewer of Agreement

Reviewer Title

Reviewer Contact Information (phone)

Reviewer Email

Signed approval of the recommendation listed above by the following responsible parties:

Department Head Approval (if applicable)

Date

Dean Approval

Date

Office of the Provost Approval

Date

Appendix C

NUMBER: ACAF 2.06
SECTION: Academic Affairs
SUBJECT: International Academic Agreements
DATE: August 14, 2009
REVISED: February 17, 2017
Policy for: All Campuses
Procedure for: Columbia and Regional Palmetto College Campuses
Authorized by: Executive Vice President for Academic Affairs and Provost and Vice President
for System Planning
Issued by: Office of the Provost

I. Policy

The University of South Carolina collaborates with academic and research institutions in many countries across the world. These collaborations are often accompanied by a formal affiliation agreement that outlines expectations and obligations for each institution. This policy defines the types of possible agreements and establishes the protocol for approval of a new international program or review of an existing international program.

Global Carolina oversees the review and development of university agreements with international institutions for the Columbia and regional Palmetto College campuses.

A. Definitions

1. Memorandum of Understanding: An agreement between the university and another university or organization that establishes an institutional relationship to pursue joint initiatives or general areas of collaboration in research, exchange of information and student/scholar mobility.
2. Research Affiliation: An agreement to support research collaboration in a particular area or areas. The agreement will define intellectual rights for all work products resulting from the collaboration as outlined in University Policy ACAF 1.33 Intellectual Property Policy.
3. Academic Joint and Dual Degree Programs: An agreement to offer a joint or dual degree with another institution. New and modified academic programs must follow the approval process outlined in this policy as well as the approval process outlined in University Policy ACAF 2.00 Creation, Modification and Termination of Academic Programs.

4. Other Collaborative Degree Programs: Programs governed by specific agreements typically involving an articulated transfer of credit from one institution to another for the award of a single or multiple degrees. May also include bridge programs that involve non-credit study prior to course work for academic credit.
5. Faculty Exchange: An agreement between the University and another institution to allow faculty to exchange for the purpose of teaching or research at the partnering institution.
6. Student Exchange - Undergraduate or Graduate: An agreement between the university and another institution to allow mutually acceptable students from one institution to take classes for credit at the partnering institution. In a reciprocal exchange, students will continue to pay tuition to the home institution in most cases. In other types of affiliations, the student will pay tuition and other fees to the host institution.
7. Contracts with Third-Party Study Abroad Program Providers: An agreement that facilitates the participation of University students on study abroad programs administered by a third party.
8. Contracts with Third-Party Logistics Providers: An agreement or contract with a third party organization to provide travel or other logistical arrangements for University administered programs.

B. Third-Party Service Providers

The university partners with a number of external service providers to assist with planning and execution of international programs. However, the university does not have any exclusive agreements with any provider. For student-oriented programs, faculty and administrators should make every effort to convey appropriate options available to students that meet the required levels of academic rigor and student support.

C. Required Approvals

1. Academic Program Liaisons (APL)

An Academic Program Liaison (APL) is designated for each college/school on the Columbia campus, for each Comprehensive campus, and for the regional Palmetto College campuses. The APL serves as the main information resource on academic program actions and as the academic program liaison to the Provost's Office for their respective units. The list of current Academic Program Liaisons can be found at

http://www.sc.edu/about/offices_and_divisions/provost/planning/academicprograms/academic-program-liasons.php.

Draft documents and notifications may be forwarded by the APL, but all formal

program actions must be forwarded directly by the dean or chief academic affairs officer.

2. Contractual and bidding procedures as outlined in University Policy BUSA 7.00 Purchasing should be followed when necessary.
3. All new proposed or renewal agreements must be approved by the academic unit head(s), the dean(s), Global Carolina, the Office of the Provost, and the Office of General Counsel.
4. If the proposed or renewal agreement is related to a new or existing academic program or degree, the academic unit head(s) must also follow the procedures outlined in University Policy ACAF 2.00 Creation and Revision of Academic Programs to ensure compliance with the Southern Association of Colleges and Schools (SACSCOC) and the South Carolina Commission on Higher Education (CHE) regulations.
5. All contracts and agreements must be reviewed and signed by the Office of the Board of Trustees before the international program commences. No other individuals at the university are approved to sign agreements referencing the University of South Carolina. See also University Policy BTRU 1.04 Authority to Sign Contracts.

D. Approval Criteria

The proposed and renewal agreements must satisfy the approval criteria noted in ACAF 2.05.

E. Risk Management Restrictions

The university reserves the right to deny participation in or put a moratorium on any active program or agreement if it is determined that there is a significant risk present for any students, faculty or the institution itself.

1. Student Programs

- a. The university will not approve new or renewal agreements for student-oriented programs that involve university student travel to countries on the University Travel Warning List. An exception may be made when there is a compelling reason to do so. Academic units may petition the Student International Travel Oversight Committee for an exception. (See University Policy ACAF 2.09 International Travel Policy for Students.)
- b. Students from institutions in those countries may apply to an existing University program here in the United States. Individual university students will only be approved to attend a program in any country on the State

Department Travel Warning List after successfully completing the petition process administered by Global Carolina. The university reserves the right to revoke its approval should the safety or health situation in that country worsen.

F. Existing Program Review, Renewal and Tracking (Columbia and Regional Palmetto College Campuses only)

1. Affiliation agreements with other institutions will usually have five year terms unless otherwise stated in the agreement.
2. Global Carolina will initiate and coordinate a review of the agreement or program activity in the last year of each term, following the same approval steps as if it were a new proposal. If there has been no activity for the previous five years, then the program and agreement will be terminated and a review for renewal is not required.
3. Programs established under agreements specifying automatic renewal should be contacted by Global Carolina at the end of the fourth year, and a review conducted during the fifth year to ensure that the programs are reviewed before the automatic renewal occurs.
4. Global Carolina will notify the Provost's Office in writing regarding the outcome of all agreement or program reviews. Additionally, copies of all agreement or program renewals should be forwarded to the Provost's Office.
5. Global Carolina is responsible for maintaining the official list of university international agreements and programs on the Columbia and regional Palmetto College campuses. The Office of the Provost will evaluate all international academic agreements and contracts against the purpose of the institution every five years or when subject to renewal. The evaluation will consider the following factors: consistency with university mission, agreement activity, appropriateness of administration, adequacy of risk and safety management, academic soundness, and ongoing viability.

II. Procedure

A. Procedure for Comprehensive Campuses

Each Comprehensive campus should develop individual campus-based procedures to implement this policy.

B. Procedure for Columbia and Regional Palmetto College Campuses

1. Required Documents and Forms

The following materials should be assembled in preparation for the approval

process as outlined below in Section II.B.2. The final packet received by the Office of General Counsel must include each of the following documents:

- a. A Contract Approval form with signatures at each appropriate level;
- b. Three original copies of draft new or renewal agreement;
- c. A letter of support from dean(s); and
- d. A certification of an official translation if the contracts or agreements are in a language other than English (required).

2. Chain of Approval

- a. Agreements not related to new or existing academic programs or degrees must be reviewed according the chain of approval outlined below.
 - i. At the first stage of development of a new program or affiliation agreement, the academic unit head or campus, college or school dean (hereafter referred to as "dean") should contact the APL for the college, school or campus. (See section I.C.1. above.) The APL should then contact Global Carolina regarding the review process and requirements and to receive preliminary approval to proceed with the proposed program.
 - ii. Following a preliminary discussion with Global Carolina Programs, a draft or renewal agreement is developed in the department or academic unit.
 - iii. The draft agreement and accompanying forms are forwarded to dean for approval.
 - iv. The dean will forward the approved proposal to Global Carolina with a letter of support. The dean's letter of support indicates commitment of the college/school to provide the financial, space or other resources necessary to ensure success of the program.
 - v. After review, Global Carolina forwards the proposal to the Provost's Office and the Office of General Counsel for approval. Revisions made as necessary.
 - vi. After Provost Office and General Counsel approval, the agreement and accompanying paperwork is forwarded by the Provost's Office to the Office of the Board of Trustees for final review and signature.
 - vii. The Office of the Board of Trustees returns the original signed copy

of each agreement to the Office of General Counsel. Copies of the signed agreements will be sent to Global Carolina for distribution to the originating academic unit and to partnering institutions.

- viii. Global Carolina will coordinate any remaining signatures required as necessary.
- b. Agreements related to new or existing academic programs or degrees must follow the steps above and must also be submitted through the faculty governance review process as outlined in University Policy ACAF 2.00 Creation and Revision of Academic Programs. In some cases, the proposals will also need CHE and SACSCOC approval prior to implementation.
- c. Contracts with Third-Party Logistics Providers do not require dean or Provost Office approval if the program itself was approved in an earlier process as outlined above in Section II.B.1. These agreements should be approved by the academic unit head(s) and Global Carolina only and then forwarded on to the Office of General Counsel and the Office of the Board of Trustees for final review and approval.

III. Related Policies

[ACAF 1.33 Intellectual Property Policy](#)

[ACAF 2.00 Creation and Revision of Academic Programs](#)

[ACAF 2.05 Consortial Academic Contracts and Agreements](#)

[ACAF 2.09 International Travel Policy for Students](#)

[BTRU 1.04 Authority to Sign Contracts](#)

[BUSA 7.00 Purchasing](#)

[International Agreement Review/Renewal Form](#)

[International Agreement Process](#)

[International Agreement Review/Renewal Process](#)

[International Agreement Types](#)

V. Reason for Revisions

Policy updated to reflect new policy on Consortial Academic Contracts and Agreements.

Appendix D

RÉPUBLIQUE FRANÇAISE

Ministère de l'Enseignement Supérieur et de la Recherche

Audencia

Établissement d'enseignement supérieur privé

Diplôme d'Audencia Programme Grande Ecole Grade de Master

Vu le code de l'éducation, notamment ses articles L. 443-1, L. 443-2 et L. 641-5 et D. 612-34,
Vu l'arrêté du 8 mars 2001 relatif aux diplômes délivrés par les établissements d'enseignement supérieur technique privés et consulaires reconnus par l'État ;
Vu l'arrêté du 25/06/2021 portant autorisation d'Audencia à délivrer un diplôme visé par l'État conférant le grade de master à leurs titulaires ;
Vu les procès verbaux du jury ;

Le Diplôme d'Audencia Programme Grande Ecole, est délivré à Yang CHEN née le 20/10/1996 à HEILONGJIANG (CHINE)

au titre de l'année universitaire 2022-2023 et confère le **grade de master** pour en jouir avec les droits et prérogatives qui y sont attachés.

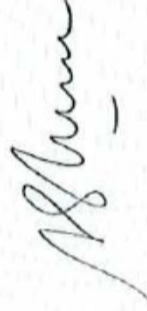
Fait à Nantes, le 5 juillet 2023

Le Directeur Général
d'Audencia



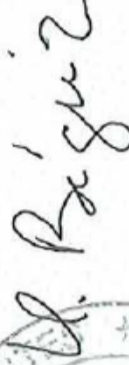
Christophe GERMAIN

Le Président du Jury



Arnaud STIMEC

La Rectrice de la Région académique Pays de la Loire
Chancelière des universités



Katia BÉGUIN

Appendix E

University of South Carolina



Let it be known to all

That the Board of Trustees by virtue of authority vested in it by the State of South Carolina upon recommendation of the Faculty of the

Graduate School

has conferred upon

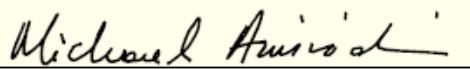
John D. Sample

the degree of

Master of International Business

together with all the rights, honors, privileges, and responsibilities to that degree appertaining.

Given at Columbia, South Carolina this 3rd day of May
in the year of Our Lord two thousand and twenty-four and
in the two hundred and twenty-third year of the University's founding.

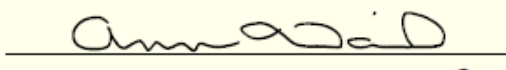


President





President, Board of Trustees



Dean



Secretary of the University

Appendix F

Faculty Roster Form

Qualifications of Full-Time and Part-Time Faculty

Name of Institution: University of South Carolina

Name of Primary Teaching Department: Darla Moore School of Business

Academic Term(s) Included: Fall 2023, Spring 2024

Date Form Completed: 11/21/2024

1	2	3	4
NAME (F, P)	COURSES TAUGHT Including Term, Course Number & Title, Credit Hours (D, UN, UT, UG, G)	ACADEMIC DEGREES & COURSEWORK Relevant to Courses Taught, Including Institution & Major List specific graduate coursework, if needed	OTHER QUALIFICATIONS & COMMENTS Related to Courses Taught
Albino Pimentel, Joao (F)	IBUS 738: International Business and Sustainable Development (3)(G)	Doctorate (Academic): Strategy and Management (PhD) (HEC Paris, 2012)	Doctoral Dissertation Title: Three Essays on the Influence of Political Connections on Firms' International Expansion Strategy
Alvarez-Garrido, Elisa (F)	IBUS 720: International Entrepreneurship (3)(G)	Doctorate (Academic): Management (PhD)(University of Pennsylvania, 2010)	Doctoral Dissertation Title: Know How, Know Whom, Know Where: A Global Analysis of Investor Experience and Startup Performance
Brown, Dirk (P)	IBUS 709: International Intellectual Property Management (3)(G) IBUS 718: Consulting and Organizational Development in MNCs (3)(G)	Doctorate (Academic): Materials Science and Engineering (PhD) (Cornell University, 1996) Master's (Professional): Business Administration (MBA) (San Jose State University, 1998)	IBUS 709 Alternate Credential Form (Appendix G) IBUS 718 Alternate Credential Form (Appendix H)
Buchan, Nancy (F)	IBUS 734: International Business Negotiations (3)(G)	Doctorate (Academic): Marketing (PhD) (University of Pennsylvania, 1998)	Doctoral Dissertation Title: Culture, Fairness, and Trust: Contrasting Influences on Negotiation Behavior and Outcomes

			in China, Korea, Japan, and the United States
Carter, Kealy (F)	DMSB 716: Global Marketing Management (3)(G)	<p>Doctorate (Academic): Business Administration [Concentration: Marketing] (University of South Carolina Columbia, 2014)</p> <p>Master's (Professional): International Business (International MBA) (University of South Carolina Columbia, 2007)</p>	
Erickson, Kenneth (F)	IBUS 521: Ethnographic Methods in International Marketing (3)(G)	Doctorate (Academic): Anthropology (PhD) (University of Kansas, 1995)	IBUS 521 Alternate Credential Form (Appendix I)
Kostova, Tatiana (F)	<p>IBUS 703: International Management (3)(G)</p> <p>IBUS 705: Sustaining the Global Enterprise (3)(G)</p> <p>IBUS 750: Exploring Global Business (3)(G)</p>	Doctorate (Academic): Business Administration (PhD) (University of Minnesota Twin Cities, 1996)	Doctoral Dissertation Title: Success of the Transnational Transfer of Organizational Practices Within Multinational Companies

<p>Kwok, Chun-Yau (F)</p>	<p>IBUS 701: International Financial Management (3)(G)</p> <p>IBUS 711: Global Corporate Valuation (3)(G)</p>	<p>Doctorate (Academic): Marketing (PhD) (University of Texas at Austin, 1984)</p> <p>Related Coursework: BA 385T: Capital Management BA 391: Spec Studies Bus Admn International Business FIN 394: Managerial Microeconomics ECO 387L: Empirical Macroeconomics ECO 397: Foreign Investments and Multintls FIN S397: Invest Theory and Mgmt Quant FIN 394: Quantative Corporate Finance IB 395: Business Environment - Japan FIN 394: Seminar in Valuation Theory IB 395: Macro Environ Intl Business IB 395: Multinational Business Finance BA N691: Spec Studs Bus Adm- Internat Bus</p>	
<p>McDermott, Gerald (F)</p>	<p>IBUS 706: Nation States, Regional Networks and Global Markets (3)(G)</p>	<p>Doctorate (Academic): Political Science (PhD) (Massachusetts Institute of Technology, 1998)</p> <p>Related Coursework: 17.156- Theories: State and Economy 17.162- States: History and Theory HAA.4792- Political Economics of Socialism 17.154- Politics and Industrialization 17.534- Western Europe Politics 15.342- Organization and Environments</p>	<p>Doctoral Dissertation Title: The Communist Aftermath: Industrial Networks and the Politics of Institution Building in the Czech Republic</p>

Ostergaard, Sarah (P)	IBUS 708: International Business Legal Environments (3)(G)	<p>Juris Doctor: Law (JD) (University of Virginia, 2001)</p> <p>Related Coursework: LAW3 678: International Law LAW2 608: European Community LAW3 673: International Litigation LAW3 675: International Business Trans LAW5 645: International Commercial Arbitration LAW3 652: European Legal Systems LAW3 718: Intro to French Private LAW4 659: Foreign Affairs Law</p>	
Saleeby, John (P)	IBUS 735: International Mergers and Acquisitions (3)(G)	Master's (Professional): Business Administration (MBA) (University of South Carolina Columbia, 1990)	IBUS 735 Alternate Credential Form (Appendix J)

<p>Van Essen, Marc (F)</p>	<p>IBUS 704: Comparative Corporate Governance (3)(G)</p> <p>IBUS 790: Specialized Study in International Business (3)(G)</p>	<p>Doctorate (Academic): Management (PhD) (Erasmus University Rotterdam, 2010)</p> <p>Related Coursework: Advanced Topics in Organization Theory Applied Econometrics Applied Microeconomics: Organizations and Incentives</p> <p>Master's (Academic): Economics and Law (MS) [Specialization: Corporate Governance] (Utrecht University, 2007)</p> <p>Related Coursework: Corporate Governance: International Perspectives Financial Architecture of the Firm Markets and Strategy Corporate Law and Economics</p> <p><i>International transcripts did not include course subjects or numbers.</i></p>	
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Abbreviations: F, P: Full-time or Part-time; D, UN, UT, UG, G: Developmental, Undergraduate Nontransferable, Undergraduate Transferable, Undergraduate, Graduate; Dual: High School Dual Enrollment Course

Appendix G



**Instructor of Record Qualifications
Alternate Credentials**

Instructor of Record's name Dirk Brown

College/School submitting documentation DMSB

In accordance with the policies and procedures set forth in ACAF 1.20, this form should be used when an instructor of record is being credentialed based on qualifications other than academic degree in the teaching discipline, graduate coursework, or status as a graduate teaching assistant. Credentials will most likely include work experience, research, certification, or licenses related to course subject matter, but may also include other experiences that make the instructor uniquely qualified to teach the course(s) listed below.

Please list the course for which alternate credentials are being submitted, and describe the credentials that qualify the instructor to teach the course. Describe the learning outcomes of the course(s) and how those outcomes relate to the instructor's qualifications. Ensure that readers outside of the teaching discipline can understand the instructor's qualifications. *Documentation supporting stated credentials must be submitted with this form.*

Course Name: Global Intellectual Property Strategy & Management	Course Subject/Number: IBUS 709
Course Learning Objectives:	
<p>By the end of this course students should be able to:</p> <ul style="list-style-type: none"> • Develop a comprehensive IP strategy using the accumulated knowledge acquired during this course • Understand the legal framework for various types of IP in the US and major industrial countries. • Value intellectual property under different contexts. • Negotiate business agreements in licensing/litigation/cooperation using quantitative analyses to support how best to use IP. 	
Alternative Credentials & Related Learning Objectives:	
<p>Dr. Brown not only has a PhD in Materials Science & Engineering, but also an MBA. In addition to his educational background, Dr. Brown has started, or has advised, several start up companies, including Pandoodle. He currently leads the McNair Center for Entrepreneurism for UofSC. His educational & business background makes him well suited to teach this entrepreneurship course.</p>	

I attest that, to the best of my knowledge, the information and documentation being submitted for this instructor of record are complete and accurate.

Signature of College or School Dean/Representative

JUN 27 2019

Date

Appendix H



UNIVERSITY OF
SOUTH CAROLINA

Instructor of Record Qualifications
Alternate Credentials

Instructor of Record's name Dirk Brown

College/School submitting documentation Darla Moore School of Business

In accordance with the policies and procedures set forth in ACAF 1.20, this form should be used when an instructor of record is being credentialed based on qualifications other than academic degree in the teaching discipline, graduate coursework, or status as a graduate teaching assistant. Credentials will most likely include work experience, research, certification, or licenses related to course subject matter, but may also include other experiences that make the instructor uniquely qualified to teach the course(s) listed below.

Please list the course for which alternate credentials are being submitted, and describe the credentials that qualify the instructor to teach the course. Describe the learning outcomes of the course(s) and how those outcomes relate to the instructor's qualifications. Ensure that readers outside of the teaching discipline can understand the instructor's qualifications. *Documentation supporting stated credentials must be submitted with this form.*

Course Name: Consulting and Organizational Development in MNCs	Course Subject/Number: IBUS 718
Course Description:	
Restructuring and transformation initiatives within multinational organizations as internal consultants and/or change agents.	
Other than sharing an understanding of global business, this course aims at developing two essential management consulting skills:	
<ul style="list-style-type: none"> • Integration. Business problems rarely present themselves as discrete issues from either the finance, accounting, strategy, marketing, or human resources discipline. Rather, business problems are complex; they require a management consultant to come up with creative solutions drawing on multiple means at the same time. • Communication. Management consultants and business managers alike are not only valued for their functional and technical expertise, their skills at extracting information and constructing solutions, but even more for their ability to succinctly communicate and aid top management in its decision making process. 	

Alternative Credentials & Related Content:

Dirk Brown is the faculty director of the University of South Carolina's McNair Institute for Entrepreneurism and Free Enterprise and a clinical assistant professor of international business at the Darla Moore School of Business. Brown is a seasoned executive with a strong track record of developing, marketing and licensing disruptive, proprietary technologies. He is the founding CEO of Pandoodle Corporation, a digital media technology company with offices in California, New York and South Carolina. Previously, he was CEO of Neoconix, a venture capital-funded electronics technology company serving Fortune 100 customers with worldwide sales and manufacturing.

Earlier in his career, Brown was executive vice president of operations and marketing at High Connection Density, with P&L responsibility for all of the company's product lines, and before that a member of technical staff at Advanced Micro Devices. He holds over 25 patents, has written over 30 technical papers and journal articles, and is an active member in a number of professional societies.

Brown holds an MBA from San Jose State, a Ph.D. (materials science) and M.Eng. (applied physics) from Cornell University and a B.Sc. (Eng) in applied physics/electrical engineering from Queen's University in Canada.

Education

- MBA, San Jose State (1998)
- Ph.D., Cornell University (1995); M. Eng., Cornell University (1991)
- B.S., Queen's University, Canada (1990)

The domain of international business (according to AIB and JIBS) is that it is a multidisciplinary, comprised of 6 sub-domains: 1) MNCs, 2) MNCs and institutional actors, 3) cross-border activities of firms, 4) how cultural, economic, legal and political actors impact firms, 5) international dimensions of organizational forms, and 6) cross-country comparative studies of business, business processes, and organizational behavior. Dr. Brown's training, experience, and expertise clearly falls in line with this domain statement.

I attest that, to the best of my knowledge, the information and documentation being submitted for this instructor of record are complete and accurate.



Signature of Department Chair

3/30/2023

Date



Signature of Dean

3/30/23

Date

Appendix I



Instructor of Record Qualifications **Alternate Credentials**

Instructor of Record's name Kenneth Erickson

College/School submitting documentation Darla Moore School of Business, International Business Department

In accordance with the policies and procedures set forth in ACAF 1.20, this form should be used when an instructor of record is being credentialed based on qualifications other than academic degree in the teaching discipline, graduate coursework, or status as a graduate teaching assistant. Credentials will most likely include work experience, research, certification, or licenses related to course subject matter, but may also include other experiences that make the instructor uniquely qualified to teach the course(s) listed below.

Please list the course for which alternate credentials are being submitted, and describe the credentials that qualify the instructor to teach the course. Describe the learning outcomes of the course(s) and how those outcomes relate to the instructor's qualifications. Ensure that readers outside of the teaching discipline can understand the instructor's qualifications. *Documentation supporting stated credentials must be submitted with this form.*

Course Name: Business Anthropology	Course Subject/Number: IBUS 521
Course Learning Objectives:	
<ol style="list-style-type: none">1. Identify and define the strengths and limitations of anthropological theory and method applied to business and its stakeholders across a variety of business verticals.2. Identify and discuss substantive findings from this approach regarding business operation and its social and environmental consequences in extractive industries, manufacturing, the food industry, retail, product design and business schools.3. Demonstrate ethical practice working through the University Institutional Review Board Process to conduct basic field research and analysis using the theory and methods of anthropological inquiry4. Demonstrate reporting skills in multiple formats, including a video or a screencast created to report their research work.5. Demonstrate skill in leading discussions and providing feedback to colleagues.6. Create a journal-quality book review for publication.	

Alternative Credentials & Related Learning Objectives:

Ken C. Erickson is an assistant clinical professor at the Sonoco International Business Department at the Darla Moore School of Business. Prof. Erickson is president and CEO of Pacific Ethnography, a business research boutique that uses anthropological methods to address product design and marketing issues for global and national businesses.

Prior to joining the Moore School, he was profesor *agregado* in the master's program in consumer behavior at Adolfo Ibañez University, Santiago, Chile; lecturer in anthropology at California State University, Long Beach, and at Copper Mountain College; and research associate professor at the University of Missouri, Kansas City. At the University of South Carolina, Erickson is charged with making ethnographic and anthropological research tools accessible and useful to future international business leaders. Prof. Erickson is an applied cultural anthropologist who is currently exploring cultural patterns in everyday life as these are expressed and contested through product purchase, use and sharing — that is, along the product itinerary. For example, research in China on a taken-for-granted product such as chewing gum opens new perspectives on both interpersonal life and enterprise effectiveness. Chewing gum in China can be part of the expression of masculinity and sociability at the small group level; it also brings to light the marketing and distribution problems of linking a global enterprise to both small, local retail businesses and big-box retailers.

Prof. Erickson, with some anthropologist colleagues, is also writing up some comparative ethnographic, cross-category research of organizational culture and business outcomes, documenting how internal organizational silos are made visible (and problematic) at retail. Erickson's teaching emphasizes hands-on experience with cultural and language difference, whether dramatic (like the differences between Chinese and Brazilian retail settings) or subtle (like the differences among operational units in an enterprise). Students can expect to balance direct field experience with reading and discussing the scholarly work that undergirds such hands-on exploration. Erickson is a fluent speaker of Spanish and is sometimes capable in Mandarin, Vietnamese, French and Swedish. He is almost a journeyman stoneware potter.

Prof. Erickson is an applied cultural anthropologist who is presently exploring cultural patterns in everyday life as these are expressed and contested through product purchase, use and sharing — that is, along the product itinerary.

Education:

Ph.D., University of Kansas, Anthropology, 1995

Certificate of Public Broadcasting Management, The Wharton School, 1982

B.A., (cum laude), Washington State University, 1976

The domain of international business (according to AIB and JIBS) is that it is a multidisciplinary, comprised of 6 sub-domains: 1) MNCs, 2) MNCs and institutional actors, 3) cross-border activities of firms, 4) how cultural, economic, legal and political actors impact firms, 5) international dimensions of organizational forms, and 6) cross-country comparative studies of business, business processes, and organizational behavior. Dr. Erickson's training, experience, and expertise clearly falls in line with this domain statement.

I attest that, to the best of my knowledge, the information and documentation being submitted for this instructor of record are complete and accurate.



Signature of College or School Dean/Representative

June 8, 2020

Date

Appendix J



Instructor of Record Qualifications
Alternate Credentials

Instructor of Record's name John Saleeby

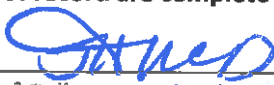
College/School submitting documentation Darla Moore School of Business

In accordance with the policies and procedures set forth in ACAF 1.20, this form should be used when an instructor of record is being credentialed based on qualifications other than academic degree in the teaching discipline, graduate coursework, or status as a graduate teaching assistant. Credentials will most likely include work experience, research, certification, or licenses related to course subject matter, but may also include other experiences that make the instructor uniquely qualified to teach the course(s) listed below.

Please list the course(s) for which alternate credentials are being submitted, and describe the credentials that qualify the instructor to teach the course(s). The justification statement should be thorough and written so that readers outside of the teaching discipline can understand the instructor's qualifications. When possible, please describe the learning outcomes of the course(s) and how those outcomes relate to the instructor's qualifications. *Documentation supporting stated credentials must be submitted with this form.*

Course Dept(s)/Number(s)	Course Title(s)
International Business/IBUS 735	International Mergers and Acquisitions
Justification Statement	
<p>John is employed by ABB Inc. as Vice President of Corporate Business Development for North America. ABB is a global, publicly traded leader in power and automation industries. In this role, he supports ABB's growth in the region through both organic and inorganic avenues, including Mergers & Acquisitions. His 13 years of experience in this role are preceded by nearly two decades of market strategy and business development experience at division and business unit levels. Additionally, he has been involved in various roles in a wide range of M&A transactions, including privately owned and publicly traded companies, both as a foreign company acquirer of businesses in North America and as an acquirer of businesses with global footprints. He has managed all phases of projects, from investment concept and thesis, to identification, approach, valuation, diligence, contracts, closing and integration planning activities. These factors correlate to the learning outcomes for IBUS 735 which includes applying common M&A processes and managing all phases of a typical internal and domestic acquisition, driving company focus on critical success factors, and proposing, screen and develop rationale and expectations for pre-transaction acquisitions.</p>	

I attest that, to the best of my knowledge, the information and documentation being submitted for this instructor of record are complete and accurate.


Signature of College or School Dean/Representative

JUN 15 2018
Date