

**MEMORANDUM OF AGREEMENT
BETWEEN**

**iCAM - INTERNATIONAL CENTRE FOR ASEANA MANAGEMENT
WITH
UNIVERSITAS PENDIDIKAN GANESHA**

Number:

Number: 395/UN48.14/KS/2021

Today, Wednesday, the twentieth day of January, two thousand and twenty-one, in Singaraja, we, the undersigned:

1. **Prof. Dr. John Vong, BA, MBA, CPA, Ph.D.**, Director of the International Center for ASEANA Management (ICAM) located in Oxley Biz Hub, #05-41, Ubi Road 1 Singapore, (including strategic subsidiaries namely John Partners Academy Myanmar, John Partners Academy Cambodia, and John Sophia Business School Bali) hereinafter referred to in this Cooperation Agreement as the **FIRST PARTY**
2. **Prof. Dr. I Gusti Putu Suharta, M.Si**, Director of Postgraduate of Universitas Pendidikan Ganesha, in this matter acting, for and on behalf of Universitas Pendidikan Ganesha, located at Jl. Udayana No. 11 Singaraja, Kec. Buleleng-Bali, hereinafter referred to in this Cooperation Agreement as the **SECOND PARTY**

With the Grace of Almighty God and based on the desire to support each other in implementing and improving the quality of resources, governance, and implementation of Tri Dharma of Higher Education, both parties agree to carry out collaborative activities in the field of implementing the **International Cooperation Class Education Program for Master in Management Science**, with the provisions set out in the following articles.

Article 1
PURPOSE AND SCOPE

- (1) The purpose of the Cooperation Agreement is to organize the International Cooperation Class Education Program for Master in Management Science, develop the quality of resources, and institutional governance in accordance with the functions and authorities of both parties.
- (2) The scope of this cooperation includes:
1. Promotion and recruitment of new student candidates;
 2. Development of learning resources or teaching materials;
 3. Implementation of learning;
 4. Implementation of assessment;
 5. Conducting research;
 6. Implementation of community service.

Article 2
REQUIREMENTS FOR PROSPECTIVE STUDENTS

- (1) Academic requirements
- (a) Posses a Bachelor's degree;
 - (b) Earned a minimum Grade Point Average (GPA) of Undergraduate/Applied Bachelor's degree of 2.75 (two point seventy-five);
 - (c) passed the entrance test through portfolio assessments or other selection tests;
 - (d) having a minimum TOEFL score of 475 or passing another approved English test at the minimum 65 percent out of 100 conducted by FIRST PARTY.
- (2) Administrative requirements:
- (a) certified copy of the Bachelors' degree and transcript;
 - (b) photocopy of list of scientific papers, work experience (if any);
 - (c) Curriculum Vitae;
 - (d) photo size 4x6 cm;
 - (e) TOEFL score and other English test results (can be submitted within 6 months of registration);

- (f) a completed registration form provided by SECOND PARTY;
- (g) a study-permit from the Indonesian Government (as arranged by SECOND PARTY).
- (3) Promotion and recruitment of prospective students is carried out by the FIRST PARTY with the support of the SECOND PARTY.
- (4) Recruitment of prospective students is carried all year round starting from the date of this Agreement.

Article 3

CURRICULUM

- (1) The curriculum for the International Cooperation Class Education Program for Master in Management Science is the same as the regular program curriculum (and “Regular” is defined in Addendum Section 1).
- (2) The study period for the Master of Management International Cooperation Class Education Program is the same as the study period in the regular program, which is 1.5 years (minimum) and 3 years (maximum).

Article 4

IMPLEMENTATION OF LEARNING

- (1) Academic activities are to be conducted in the academic year 2021/2022 (starting September 1, 2021).
- (2) The implementation of blended learning with 50% face-to-face and 50% online (based on the number of total academic credits of the Master Program) or follows the provisions that occur in regular classes.
- (3) Face-to-face learning activities can be done using a block system and can be taught by approved international lecturers from SECOND PARTY (of which a Block system is defined in Addendum Section 2).
- (4) Some courses can be teamed up or jointly conducted by the FIRST PARTY and the SECOND PARTY.
- (5) Development of learning resources and evaluation is done jointly by both parties.

Article 5

IMPLEMENTATION OF RESEARCH AND COMMUNITY SERVICE

- (1) Both parties **can** carry out a joint research and community service.
- (2) The implementation of research and community service as mentioned in point (1) can involve students.

Article 6

ASSESSMENT AND EVALUATION OF LEARNING OUTCOMES

Assessment and evaluation of students' learning outcomes in the International Cooperation Class Education Program Masters of Management Science follows the academic regulations that is applied to regular programs (of which the definition of International Cooperation Class Education Program is defined in Addendum Section 3).

Article 7

FINAL THESIS AND GRADUATION

- (1) The Scope of the final Thesis is described in Addendum Section 4;
- (2) Determination of supervisors, proposal eligibility, proposal examinations, and final examinations shall be fully carried out by the SECOND PARTY;
- (2) Students' graduation is fully determined by the SECOND PARTY;
- (3) Certificates, academic transcripts, and companion certificates will be issued by SECOND PARTY;
- (4) Judicium, graduate release, and graduation are conducted by the SECOND PARTY;
- (5) The implementation of point (4) can be done online or offline.

Article 8

GRADUATION, DEGREE, AND GRADUATION PREDICATE

- (1) A student is declared to have passed and obtained a degree from SECOND PARTY if he/she has met the conditions applicable at SECOND PARTY as applied to the regular program;
- (2) The degree is signed by the Director of Postgraduate Program and the Rector of Universitas Pendidikan Ganesha;
- (3) Transcripts and Companion Certificates signed by the Director of the Postgraduate

Program;

(4) The predicate for graduation from the International Cooperation Class Education Program for Master in Management Science is in accordance with the predicate for graduation from the regular program at Universitas Pendidikan Ganesha.

Article 9

DISCONTINUATION OF STUDY

- (1) Students of the International Cooperation Class Education Program will drop out if:
- a. in some circumstances of being unable to continue academic activities;
 - b. does not carry out administrative registration and or academic registration for 2 (two) consecutive semesters;
 - c. receives sanctions for violations of the rule and regulation of SECOND PARTY
- (2) The statement of dropping out of study as referred to in point 1 of this Article is issued by the Rector upon the recommendation of the Director of Postgraduate Program at SECOND PARTY.

Article 10

FINANCING

- (1) Costs required for promotion and recruitment are fully borne by the FIRST PARTY.
- (2) The tuition fee per semester required for financing the implementation of the international Cooperation Class Education Program for Masters in Management Science is **IDR12,000,000** per student per semester (of which the FIRST PARTY is allowed to mark-up from tuition fee of IDR 12,000,000 per student per semester, to cover the cost of promotion, advertising, lecturers' salaries, administration, rental and utilities and taxation paid at the international campuses in Myanmar, Cambodia and Lao);
- (3) The tuition fee of IDR 12,000, 000 per student per semester shall be transferred at the beginning of each semester to SECOND PARTY (Universitas Pendidikan Ganesha Bank Name, Bank Account Number, Bank Address as detailed below).

Bank Name	: BNI (Bank Negara Indonesia) 46
Branch Name	: BNI Kantor Cabang Singaraja
Bank Address	: Jalan Ngurah Rai Singaraja- Bali, Indonesia
Bank Account Number	: 0436806764

Swift Code : BNINIDJA
Beneficiary : RPL 132 BLU UNDIKSHA UNTUK REKENING
DANA KELOLAAN

(4) Fees are referred to in Article 10 point (2) may be paid collectively by the FIRST PARTY to the SECOND PARTY.

(5) Fees such as Article 10 point (2) is for the cost of implementing the learning, assessment, supervision, proposal examinations, feasibility examinations, and final examination (thesis).

Article 11

HONORARIUM

The SECOND PARTY does not provide honorarium to the FIRST PARTY for the recruitment of prospective students, the implementation of learning, assessment, or other activities related to this cooperation.

Article 12

QUALITY ASSURANCE

The quality assurance of the implementation of the International Cooperation Class Education Program of Master in Management Science is entirely the responsibility of the SECOND PARTY (of which responsibility shall cover, but not limited to, the on-line and off-line examination coordination, keeping a record of exam marks of students, issuing and awarding of Certificate of Achievement of Master in Management degree, getting approval to launch an international Master in Management from the Educational Regulatory Bodies of Indonesia).

Article 13

CLOSING

- (1) Matters that have not been regulated in this Cooperation Agreement will be stated later in an Additional Agreement (Addendum) mutually agreed upon by the parties, as an inseparable part of this Cooperation Agreement.
- (2) This collaboration agreement is drawn up and signed on the day, date, month and year mentioned above in 2 (two) copies with sufficient duty stamp, each of which has the same legal force.

- (3) This Agreement shall be in force for a period of five (5) years from date of signing, and renewable based on mutual agreement, and shall terminate when nil students can be recruited for the International Cooperation Class Education Program of Master in Management Science by the FIRST PARTY.

FIRST PARTY,

SECOND PARTY



Prof. Dr. John Vong, BA, MBA, CPA, Ph.D

Date: January 20, 2021

Prof. Dr. I Gusti Putu Suharta, M.Si.

NIP. 196212151988031002

Date: January 20, 2021

ADDENDUM

This addendum is to further define the terms used in the MoA between Undiksha and iCAM in the collaboration of implementation of Master Degree in Management Science Program.

Section 1. Regular Program is a study program based on the regular teaching and learning system applied in Undiksha's Post Graduate Programs. The Master Degree in Management Science Program consists of 41 credits/sks which are distributed in 3 semesters. Each semester consists of 16 weeks of learning including 3 times evaluation activities. The core subjects and elective subjects can be replaced by the FIRST PARTY to accommodate requirements of the educational and societal norms of Myanmar and Cambodia, with the agreement of the SECOND PARTY. The curriculum is as follows:

NO	SUBJECTS		CODE	SKS/CREDIT	SM T
A	Core Subjects/Mata Kuliah Inti Keilmuan (MKIK)				
B	1.	Contemporary Management Issues	IMM2 20107	2	I
	2.	Business Research Methods	IMM2 20111	3	I
	3.	Change management	IMM2 20110	2	I
	CREDIT/SKS			7	
	Science and Technological Supporting subjects/ (MKIP)				
C	1.	Global Marketing	IMM2 20214	3	II
	CREDIT/SKS			3	
	Identifier Subjects (MKPP)				
	1.	THK based Business Ethic	IMM2 20108	3	I
	2.	Business Leadership	IMM2 20109	2	I
	3.	Financial Behavior	IMM2 20112	3	I
	4.	Public Service Management	IMM2 20215	3	II
	5.	Digital Business	IMM2	3	II

D			20216		
	6.	Talent Management	IMM2 20213	3	II
	7.	Thesis	IMM2 20315	8	III
	CREDIT/SKS			25	
	Elective Subjects/ (MKP)				
	1	Elective subjects within MM Program			
		1. Strategic Marketing Management	IMM2 20217	3	II
		2. Risk Management	IMM2 20218		
		3. Strategic Work Force Development	IMM2 20219		
		4. Sustainable Tourism Management	IMM2 20220		
		5. Business Communication and Corporate Diplomacy	IMM2 20221		
	2	Cross Study Program (selected by student)			
		Business Ethics from the Perspective of Tri Hita Karana	IMM2 20108	3	
	CREDIT/SKS			6	
TOTAL CREDIT			41		

Section 2. Block System is a learning system in which each semester consists of a fixed set of subjects offered that must be taken by students despite their learning performance in the previous semester, except for the elective subjects.

Section 3. International Cooperation Class Education Program is an education or study program designed and implemented based on international collaboration between Undiksha and other party which in this case is with iCAM. The implementation of the program shall be mutually beneficial.

Section 4. The Scope of Final Thesis must be within the elective subjects representing the areas of financial, human resources, marketing, tourism-hospitality, and public service.