

## Agreement of Cooperation

**SPACE, The European Network for Business Studies and Languages, and ACINNET- International Network, intend to enter into a mutually beneficial cooperation.**

On the one hand,

1. Because SPACE is a non-profit International Association, registered in Belgium under Belgian Law, of some 70 European Institutions of Higher Education representing 25 countries.
2. Because it organizes examinations and exchanges leading to Languages, Business Studies and Hotel & Management Diplomas with a European label and wants to give priority to the development of online courses in the field of European Studies and Intercultural Communication.
3. Because SPACE offers networking opportunities for sharing information and initiating projects between partners and is currently working in 10 professional sections, with emphasis on Research and Joint Degrees developments.
4. Because the Motto of SPACE is "Learning by Sharing in Higher Education".
5. Because the remit of SPACE is to develop European and international co-operation in the areas of business studies and languages, one key objective of SPACE is to share staff educational experiences in order to meet the needs of students who now have to have an awareness of how to do business in a global environment.
6. Because SPACE offers the opportunity for its members to share online exams (e.g. in Intercultural Communication, Eurobusiness, Eurolanguages, Hotel & Tourism Management and European Studies), which demonstrate the European dimension of SPACE and the benefits of shared experiences.
7. Because SPACE has developed a number of co-operations in European funded projects as well as staff and student exchanges on programmes. Work placed initiatives for students are also at the heart of SPACE activity.
8. Because the Specific Objectives of SPACE are:

- Formulating common standards and organizing common examinations for language and business students and promoting the use of ECTS
- Awarding common European diplomas managed by a Level Evaluation Committee
- Exchange of students and lecturers and online offer of work placement opportunities
- Creating networks in the educational and professional world so as to make SPACE known as a quality label
- Developing online SPACE courses and organising online forums, especially in the field of European Studies and intercultural Business Communication
- Assisting members in setting up projects under Erasmus+
- Encouraging applied research along the lines of the Bologna Agreement

**On the other hand,**

1. Because ACINNET is a non-profit international network registered in Brazil under Brazilian Law, of some 15 Institutions of Higher Education representing 8 countries.
2. Because ACINNET members believe that higher education and training must integrate a strong international dimension, including the practice of foreign languages, the study of comparative management techniques and the experience of working and studying abroad.
3. Because they also believe that cooperation between educational institutions in different countries contributes to a better understanding between nations by furthering awareness and knowledge of other cultures and social practices.
4. Because members of ACINNET recognize each others' qualifications, have a common goal of collaboration, and encourage participation in the following:
  - Student exchanges/interactions
  - Faculty exchanges/interactions
  - Exchanges of ideas for teaching programs
  - Joint teaching and research programs
5. Because membership in ACINNET entitles an institution to participate case competitions and conferences.
6. Because the Motto of ACINNET is "Cooperation for the internationalisation in Higher Education".



There is, therefore, hereby an understanding that SPACE and ACINNET will seek to cooperation and that in the framework of their cooperation/ collaboration, they will among others, seek to agree on the following:

- Mention on each website of the agreement of cooperation with logo and link
- One nominated member of each organisation may attend the other organisation's annual conference with conference fee waived
- Access where possible to each other's activities and events at privileged prices, to be agreed separate

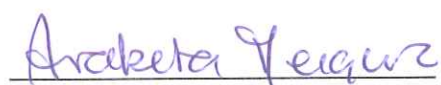
There are many potential opportunities for SPACE and ACINNET to collaborate with other in sharing each other's competencies as well as capitalizing on synergistic effects in developing new areas of common activities. Among others, these may be, but are not limited to, the following:

- Student/Faculty Exchanges
- Development of Common / Joint Programmes and/or Degrees at Undergraduate and/or Graduate level
- Engagement in common funding projects
- Common Competitions (Case Competition, Young Entrepreneurship Competition, or others) or participation in each others' competitions
- Common Conferences or Participation by members of each Network in each other's Conferences and / or other events and / or activities
- Other. These may develop through discussion now or in the future.

It is understood that any activities that are not covered explicitly in this Memorandum of Understanding may be suggested and discussed, but will become effective only by consensus of the two Organizations.

Porto, 6 of October of 2015

SPACE - *The European Network for Business Studies and Languages*



Prof. Anabela Mesquita

President

ACINNET – *International Network*



Prof. Stefano Barra GAZZOLA

President