



UNIVERSIDAD AUTÓNOMA
DEL ESTADO DE HIDALGO



AGREEMENT OF A DOUBLE DEGREE PROGRAM

BETWEEN

**UNIVERSIDAD AUTÓNOMA DEL ESTADO
DE HIDALGO
MÉXICO**

AND

**HOCHSCHULE WORMS, UNIVERSITY OF
APPLIED SCIENCES
GERMANY**

Pachuca de Soto, Hgo., July 1st, 2023.



SPECIFIC COLLABORATION AGREEMENT BETWEEN THE AUTONOMOUS UNIVERSITY OF THE STATE OF HIDALGO, HEREINAFTER REFERRED TO AS "THE UAEH", REPRESENTED IN THIS ACT BY ITS PRESIDENT, DR. OCTAVIO CASTILLO ACOSTA, ASSISTED BY MR. JULIO CÉSAR LEINES MEDÉCIGO, IN HIS CAPACITY AS SECRETARY GENERAL; AND ON THE OTHER HAND, THE HOCHSCHULE WORMS, UNIVERSITY OF APPLIED SCIENCES WHO WILL HENCEFORTH BE REFERRED TO AS "HSWO" REPRESENTED IN THIS ACT BY PROF. DR. JENS HERMSDORF IN HIS CAPACITY AS PRESIDENT, AND WHEN THEY ARE MENTIONED TOGETHER THEY WILL BE REFERRED TO AS "THE PARTS", IN ACCORDANCE WITH THE FOLLOWING DECLARATIONS AND CLAUSES:

DECLARATIONS

I. Of "THE UAEH"

I.1. That it is a decentralized and autonomous public body, endowed with its own capacity and legal personality, in accordance with its current Organic Law published on December 31, 2015 in the Official State Newspaper, whose purposes according to paragraph 3 are:

- I. Teaching: Organize, impart and promote face-to-face and distance education at the baccalaureate, professional-technical, undergraduate and postgraduate levels, to form high quality human capital, in accordance with the needs of global society, and especially of Mexico and the State of Hidalgo, allowing the timely incorporation of its graduates into productive work;
- II. Research: Organize, carry out, promote and guide scientific, humanistic and technological research in its basic and applied forms, in a way that allows the linking of human knowledge to the productive field and responds to the needs of the integral development of society;
- III. The creation, preservation and dissemination of culture: Organize, carry out and promote work of creation and cultural and artistic dissemination in its various forms of expression, in order to extend its benefits to all sectors of the population, promoting national and state identity, social solidarity and the preservation of multicultural heritage, ethnic and natural of the state of Hidalgo and of society in general;
- IV. Linkage: To interact harmoniously and efficiently with other institutions and instances of society, ensuring that their activities generate greater social and cultural welfare and an increase in national productivity;

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- V. The promotion of legality, transparency and protection of human rights: Carry out its activities in accordance with the fundamental laws of the nation, building and perfecting its internal normative order, to promote the culture of legality and accountability with transparency. Likewise, to promote the study and protection of the fundamental rights and duties of man, especially in the university environment, promoting the harmonious coexistence of the university community; and
 - VI. The promotion of quality and excellence: Carry out all its planning, operation and management activities, academic and administrative, with the highest quality, capable of being evaluated and compared with global indicators of excellence, seeking an optimal development of the institution that allows it to establish and maintain its position among the best university institutions in the world.

I.2. That by means of Act 384 dated March 17, 2023, the Plenary of the Honorable University Council of the Autonomous University of the State of Hidalgo, elected dr. Octavio Castillo Acosta as President, in accordance with the provisions of article 22 fraction IV of the current Organic Law and by article 21 fraction IV of the General Statute of this educational institution. This representativeness confers on it the power to celebrate legal acts for the proper functioning of the University in accordance with articles 28 and 31 fractions I, V and VI of its Current Organic Law and articles 46 and 47 fraction V of the General Statute of this Educational Institution.

I.3. The Secretary General, Mr. Julio César Leines Medécigo, within the powers conferred on him by article 80, section XIII, of the General Statute of the Autonomous University of the State of Hidalgo, has the power to sign, by express delegation of the Rector, the legal acts that by their nature thus allow it.

I.4. For the purposes that may take place on the occasion of the signing of this legal instrument, it indicates as legal address the one located at Calle: General Mariano Abasolo number 600, Colonia Centro, Pachuca de Soto Hidalgo, C.P. 42000.

I.5. It has the R.F.C.: UAE610303-799

II.- Of "HSWO":

II.1 Which is a public university recognized by the state of Rhineland-Palatinate, Germany.

The Worms University of Applied Sciences (German: Hochschule Worms) is a public university located in the city of Worms in the Federal Republic of Germany, with a student population of around 3,700 students, founded in 1978.

The University of Applied Sciences Worms comprises the Faculties of Business, Tourism, and Computer Science; and operates collaboration agreements with

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companies, government agencies and other regions in the Federal Republic of Germany, as well as with various international institutions.

II.2 Its objectives are teaching, research and international cooperation.

II.3 That Prof. Dr. Henning Kehr, in his capacity as Vice President, has the necessary powers to sign this instrument, as evidenced by the Higher Education Law of the state of Rhineland-Palatinate, which establishes that the President of the University is supported and represented in the performance of its duties by a Vice President.

Attached to this agreement is the appointment of Prof. Dr. Henning Kehr as Vice President of Hochschule Worms.

II.4 Which indicates as its legal address the one located at Erenburgerstraße 19, with Postal Code 67549, in the city of Worms, Federal Republic of Germany.

II.5 That It has a taxpayer registry No. 44/655/0108/7 and a tax identification number for the payment of Value Added Tax No. DE813351149.

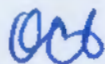
III.- Of "THE PARTS":

Given the foregoing, they agree to subject their commitment to the terms and conditions inserted below:

Introduction

Abbreviations

- 1. Joint Management and Collaboration**
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Introduction

8 Hochschule Worms, University of Applied Sciences (HSWO), Germany represented by its president, Prof. Dr. Jens Hermsdorf and Universidad Autónoma del Estado de Hidalgo (UAEH), Mexico, represented by its president Prof. Dr. Octavio Castillo Acosta confirm on behalf the present agreement to have the intention to cooperate by implementing a double degree program.

By signing this agreement, the above-mentioned institutions agree to issue national degree diplomas for students fulfilling the conditions as set in this agreement.

The double-degree diploma is intended for students

- at Hochschule Worms, University of Applied Sciences enrolled in the Degree Program of *Global Trade Management M.A. (Master of Arts)* &
- at Universidad Autónoma del Estado de Hidalgo enrolled in the Degree Program of *Maestría y Doctorado en Comercio Internacional*.

The partner universities jointly manage and coordinate the Double Degree Agreement. For this purpose, each university will nominate a person responsible for the implementation, needed communication and negotiation of the program. It is envisaged that this will be the Head of the degree / study program of the respective national program.

Abbreviations

ECTS	European Credit Transfer System
UAEH-BAC	Universidad Autónoma del Estado de Hidalgo – Business Academic Committee
HSWO-BAC	Hochschule Worms, University of Applied Sciences – Business Academic Committee

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1. Joint Management and Coordination

Objectives of the agreement are:

- to further promote student's mobility of both institutions
- to enable both institutions students of the above specified degree programs to obtain the German-Mexican "Double Degree"
- to promote teaching staff exchange

Because this proposal is based on the will of both parties to carry out an academic collaboration, so the presence of malicious acts is not noticed, so any omission of a legal nature must be corrected in accordance with the regulations. university and taking into consideration the basis of the educational program itself.

1.1 Program subject

The Double Degree agreement contains a business study program with focusing on international topics. The study program enables the graduates to fulfill tasks in the middle and higher management of national and international companies, as well in institutions - as in the public sector or comparable institutions.

1.2 Number of Students

HSWO and THE UAEH will accept a maximum of three students per year, including Summer or Winter periods. In case of a higher number of applicants both partners will decide if more applicants can be accepted.

2. Student Application

2.1 Admission

Students will submit their double degree applications according the instructions of their home institution. Selection will be made by the process of the home institution. If necessary, the counterpart at the host institution will be consulted.

HSWO

A preselection of the nominated students is made following the process of HSWO, Department of International Business Administration. At UAEH the Guidance Counsellor of the Degree Program Master in International Trade approves the applicants.


THE UAEH

A preselection of the nominated students is made following the process of UAEH, Department of Basic Academic Committee (BAC). At HSWO the Guidance Counsellor of the Department of International Business Administration approves the applicants.

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Academic requirements for Mexican students

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- Students nominated by the UAEH BAC, will be automatically accepted by HSWO BAC.
 - Students will undertake a professionalizing academic stay at a company in their origin country, under the supervision of a university professor or tutor and prior authorization from the BAC of both universities.
 - As a result of the professionalizing stay, students must prepare their Technical Report (Professional Project), which must be validated by the tutor assigned and the UAEH BAC. Said report may be presented as a terminal project for obtaining a Degree. The project will have a value of 32 credits.
 - During their studies, the student must participate as a speaker at a national or international congress, with a product derived from the research project.
 - Student must also participate in at least one colloquia, in which he or she shall present the progress of their professional project. The participation may be virtual or in person.
 - The student must rejoin "THE UAEH" to present their degree exam, which will consist of defending their Professional Project within a period of no more than six months after completing the credits at "THE UAEH" and "HSWO", as well as carry out all the administrative procedures inherent to the case.
 - In the event that the student wishes to take his or her degree examination at the "HSWO", they will have to prepare an official letter to the BAC and to the Head of the Project, stating the reasons at the end of their stay at the host university. The student will be responsible for all administrative procedures at "THE UAEH" and at the "HSWO".

In the event that the student chooses to take their receptional exam in the host country, noting that it is the student's responsibility to carry out all their procedures, it must be done in accordance with the provisions of article 114 of the postgraduate study regulations of "LA UAEH".

For students of the "HSWO" who request double graduation, the degree examination certificate must be generated, so that the requested document can be issued and a degree will be issued without registration before the General Directorate of Professions as indicated in the Regulation of Postgraduate Studies of "LA UAEH".

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2.2 Application Documents

"THE UAEH" students

Students enrolled in "THE UAEH" PIMDCI Master's Degree, who are interested in obtaining a double degree at the "HSWO", should consider the following administrative requirements:

- Identification
- Translation of documents into English which will have a cost and will be carried out by "THE UAEH" Language Center
- Transcript of records
- TOEFL IBT English proficiency certificate with 95 points or Cambridge Certificate in Advanced English (CAE), or the equivalent to level C1 of the Common European Framework of Reference for Languages endorsed or issued by "THE UAEH" Language Center.

"HSWO" student's requirements:

- Identification with passport and "Move on" application
- An official translation of documentation that accredits studies: study certificates
- Cover the single tuition fee, corresponding to the cost of one semester, in accordance with the rates approved in the respective call
- Motivation letter
- Signing of the learning agreement
- Curriculum Vitae
- Transcript of records

2.3 Nomination Deadline and Date of Arrival

The lectures at HSWO start usually in the mid / end of September in Winter Term, and in the mid of March in Summer Term. UAEH students should arrive at Worms approx. 4-5 weeks earlier due to important orientation weeks. Therefore, the nomination deadline for UAEH students should be April for the Winter Term and October for the Summer Term. Exact dates can be found in our fact sheet of the respective academic year ([link](#)).

Lectures at UAEH start usually at the end of July / beginning of August for the second period, and in the mid / end of January for the first period. HSWO students should arrive at Pachuca approximately two weeks earlier for induction to university life and other orientation. The nomination deadline for HSWO students should be approx. June 15 for the second period and December 15 for the second period of the same year. In both cases UAEH will confirm in advance the specific dates.



3. Language Course

"HSWO" could offer German courses to students during the semester, for which, it will be necessary for them to arrive a few weeks in advance to the host country, in order to enroll in such courses.

4. Enrollment

Students will be enrolled as students of the host institution. Additionally, they remain enrolled at their home institution during their study at the host institution and they must re-register independently each semester at the home institution.

"THE UAEH": The students have to ensure to remain enrolled at "HSWO" until their graduation at home institution.

5. Required Studies / Further Regulations and Requirements

Details of the program's contents, courses and duration are described in the appendixes.

"HSWO" students

The amount of studies required for double degree is 30 ECTS credits.

"THE UAEH" students

The amount of studies required for double degree is 48 SATCA Credits.

Students from both institutions, "HSWO" & "THE UAEH"

- cannot include the internship to their double degree studies
- cannot include the thesis to their double degree studies
- are allowed to include core modules and advanced studies according to the curricula

The following requirements must be fulfilled before students can begin their double degree studies:

- "HSWO" students: at least 30 ECTS credits
- "THE UAEH" students: at least 48 SATCA Credits

In sum, 30 ECTS / 48 SATCA credits must be achieved within one semester at the host institution during the double degree studies. Each institution will set guidelines (e.g. required courses at host institution) for finalizing the double degree. The courses in the guidelines are subject to changes, and it is the responsibility of each institution to inform on any upcoming changes in advance. The course provision in the context of this double degree agreement is validated yearly by both universities.

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Failed exams can be renewed at the respective university. The students write an exam based on the lecture they have attended. Special solutions can be found in individual cases.

6. Tuition Fees, other Charges and Services

The double degree students will not be charged any tuition fees by the host institution but will be subject to the normal regulations and fees of the host institution. Since the students remain enrolled at their own institution, the normal tuition fees apply.

Both institutions commit to support the incoming students in practical matters such as arrival and accommodation and support the integration to the host institution.

"HSWO" students at "THE UAEH" are required to pay

- Health certifications according country regulations.
- the 10,000 MXP as unique enrolment fee

"THE UAEH" students at "HSWO" are required to pay

- Enrolment fee for HSWO (social contribution, amount of enrolment fee can be found in our fact sheet of the respective academic year ([link](#))).
- Health certifications according country regulations.

7. Graduation

7.1 Grades

"HSWO" students

The credits studied at "THE UAEH" are included into "HSWO" degree certificate.

"THE UAEH" students

The ECTS credits studied at "HSWO" are included into "THE UAEH" degree certificate.

7.2 Grading System

HSWO	
Assessment description	Numerical value
Excellent	1.0 / 1.3
Very good	1.7 / 2.0
Good	2.3 / 2.7

UAEH	
Assessment description	Numerical value
Excellent	10
Very good	9.5
Good	9



Satisfactory	3.0 / 3.3
Sufficient	3.7 / 4.0
Fail	5.0

Satisfactory	8.5
Sufficient	8
Fail	7

7.3 Completed degree

"THE UAEH" students

Upon successful completion of the defined studies at "HSWO" and the Degree Program at their home university, the students from "THE UAEH" will be eligible for the award.

Degree Program: *Global Trade Management*

Degree: *M.A. (Master of Arts)*

Faculty: Faculty of Business Management

After the students have completed the studies at their home institution, they can apply the graduation certificate at "HSWO".

"HSWO" students

Upon successful completion of the defined studies at "THE UAEH" and the Degree Program at their home university, the students from "HSWO" will be eligible for the award.

Degree Program: *International Trade*

Degree: *M.I.T. (Master in International Trade)*

Faculty: Instituto de Ciencias Económico Administrativas

After the students have completed the studies at their home institution, they can apply the graduation certificate at "THE UAEH".

8. Coming into effect of the agreement and duration

The agreement shall commence at the date of signature. The agreement shall continue for the following two academic years, and thereafter is automatically renewed until cancellation by either institution in writing.

Either of the institutions may request termination of the contract, but only if the partners are informed in writing of the decision within six months.

If this agreement is terminated, the participating institutions shall ensure that students who have already begun their studies at the time of termination of the agreement can complete them in accordance with the provisions of this agreement.

HAVING READ THIS SPECIFIC COLLABORATION AGREEMENT AND AWARE OF "THE PARTS" OF THE CONTENT, THE SCOPE AND THE LEGAL FORCE OF EACH AND EACH OF THE CLAUSES, SIGNED BY THOSE WHO INTERVENE IN IT, TO THE MARGIN AND TO THE FIT, IN DUPLICATE, IN THE CITY OF PACHUCA DE SOTO, HIDALGO, ON THE 1 DAY OF THE MONTH OF JULY OF THE YEAR TWO THOUSAND TWENTY-THREE.

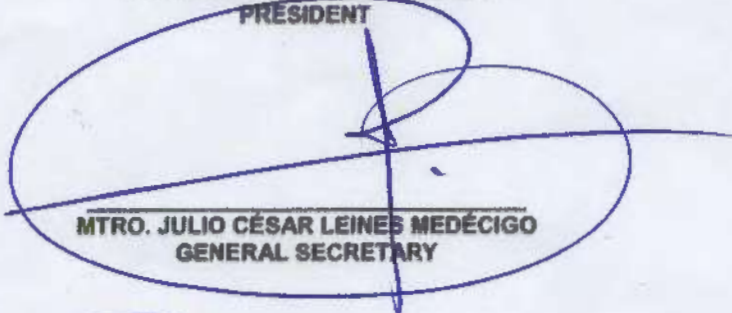
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BY "THE UAEM"

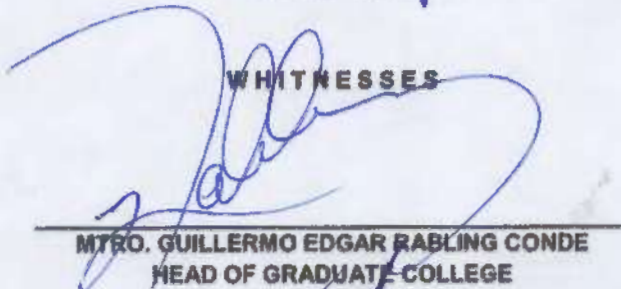


DR. OCTAVIO CASTILLO ACOSTA
PRESIDENT



MTRO. JULIO CÉSAR LEINES MEDÉCIGO
GENERAL SECRETARY

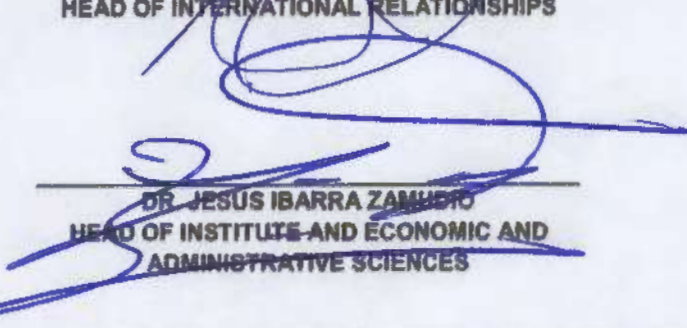
WHITNESSES



MTRO. GUILLERMO EDGAR RABLING CONDE
HEAD OF GRADUATE COLLEGE




MTRO. JOSÉ LUIS SOSA MARTÍNEZ
HEAD OF INTERNATIONAL RELATIONSHIPS



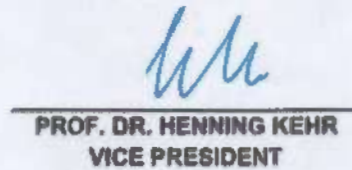
DR. JESÚS IBARRA ZAMUDIO
HEAD OF INSTITUTE AND ECONOMIC AND
ADMINISTRATIVE SCIENCES

BY "HSWO"

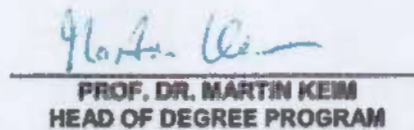


PROF. DR. JENS HERMSDORF
PRESIDENT

WHITNESSES

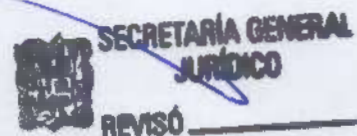


PROF. DR. HENNING KEHR
VICE PRESIDENT



PROF. DR. MARTIN KEIM
HEAD OF DEGREE PROGRAM

THE SIGNATURES THAT APPEAR ON THIS LAST PAGE CORRESPOND TO THE SPECIFIC COLLABORATION AGREEMENT CELEBRATED BETWEEN THE AUTONOMOUS UNIVERSITY OF THE STATE OF HIDALGO "THE UAEM", AND "HOCHSCHULE WORMS, UNIVERSITY OF APPLIED SCIENCES", "HSWO", EVENT HELD ON DAY 1 OF MONTH OF JULY OF THE YEAR TWO THOUSAND TWENTY-THREE.



APPENDIXES:

1. Double degree studies

Courses at "HSWO" for "THE UAEH" students

<u>Core Modules</u> (1 st semester courses)		
Strategies of Internationalization	MA GTM-1100	5 CP
Business Psychology	MA GTM-1200	5 CP
Leadership and Intercultural Management	MA GTM-1300	5 CP
a) Leadership - Managing the Effective Organization	MA GTM-1301	2,5 CP
b) Intercultural Management	MA GTM-1302	2,5 CP
Foreign Trade Operations	MA GTM-2110	5 CP
International Economics	MA GTM-2120	5 CP
E-Commerce	MA GTM-2130	5 CP
Foreign Trade Consulting	MA GTM-2140	5 CP
Project and Change Management	MA GTM-3100	5 CP
Global Market Research and Data Analytics	MA GTM-3200	5 CP
Creativity and Innovation	MA ENT-2210	5 CP

<u>Advanced Modules</u> (2 nd semester courses)		
Intellectual Property Rights	MA GTM-4010	5 CP
Advanced International Controlling	MA GTM-4020	5 CP
Advanced Corporate Finance	MA GTM-4030	5 CP
Global Careers, Employee Motivation & Organization Design (only in Summer Term)	MA GTM-4040	5 CP
Strategic Marketing & Relationship Marketing	MA GTM-4050	5 CP
International Supply Chain Management	MA GTM-4060	5 CP
International Entrepreneurship	MA GTM-4070	5 CP
Advanced Customs and Foreign Trade Management (only in Winter Term)	MA GTM-4080	5 CP
Managing Family Businesses	MA ENT-2220	5 CP
Management and Marketing of Innovations	MA ENT-2230	5 CP

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2. Courses at "THE UAEH" for "HSWO" students

Core Modules (1st or 2nd semester courses)¹		
Strategies of Internationalization	PIMDCI-001	8 CP
Foreign Trade Operations	PIMDCI-002	8 CP
Financial Analysis for Decision Making	PIMDCI-003	8 CP
Supply Chain Management	PIMDCI-004	8 CP
Design of Logistics Networks	PIMDCI-005	8 CP
Fundamentals of Empirical Research	PIMDCI-006	8 CP
Elective Modules (1st or 2nd semester courses)²		
Application and Interpretation of International Treaties	PIMDCI-009	8 CP
E-commerce	PIMDCI-010	8 CP
World Trade Consulting	PIMDCI-011	8 CP
Sustainable Development	PIMDCI-012	8 CP
Intellectual Property Rights	PIMDCI-013	8 CP
Product Design	PIMDCI-014	8 CP
International Entrepreneurship	PIMDCI-015	8 CP
Business Ethics	PIMDCI-016	8 CP
Corporate Finances	PIMDCI-017	8 CP
Business Innovation Management	PIMDCI-018	8 CP
International Trade Legislation	PIMDCI-019	8 CP
International Leadership Competence	PIMDCI-020	8 CP
Digital Marketing	PIMDCI-021	8 CP
Marketing Inbound	PIMDCI-022	8 CP
International Negotiation	PIMDCI-023	8 CP
Neuromarketing	PIMDCI-024	8 CP
International Strategic Marketing	PIMDCI-025	8 CP
International Promotion	PIMDCI-026	8 CP
Business Psychology	PIMDCI-027	8 CP
Marketing Information System	PIMDCI-028	8 CP

¹ Credit points according Mexican SATCA System

² Students should course 4 elective modules, which are referred as Selected International Trade Topics: 3 in International Business Area and 1 of Logistics and Supply Chain Area.

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Distribution Management	PIMDCI-029	8 CP
Lean Manufacture	PIMDCI-030	8 CP
Organization and Planning of Production	PIMDCI-031	8 CP
Packing and Packaging	PIMDCI-032	8 CP
Descriptive and inferential statistics	PIMDCI-033	8 CP
Multivariate Statistics	PIMDCI-034	8 CP
Advanced Topics of Empirical Research	PIMDCI-035	8 CP

3. Degree Program structure

At "HSWO"

Study Plan Global Trade Management – classic/cooperative (M.A.)			
1st Semester	2nd Semester	3rd Semester	4th (3rd) Semester
Strategies of Internationalization	Compulsory Elective Module I	Placement Semester (does not apply to the 3-semester Study Plan)	Master's Thesis
Business Psychology	Compulsory Elective Module II		
Leadership and Intercultural Management	Compulsory Elective Module III		
International Economics	Global Market Research and Data Analytics		
Foreign Trade Operations	E-Commerce		
Project and Thesis Management	Language Skills Development		

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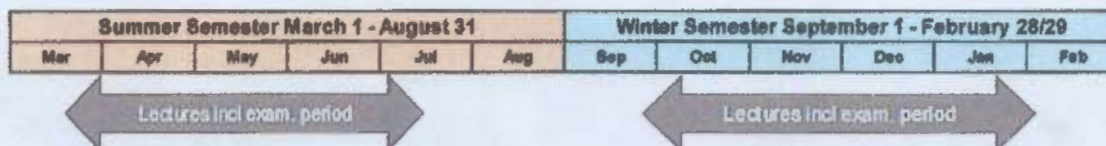


At "THE UAEH"

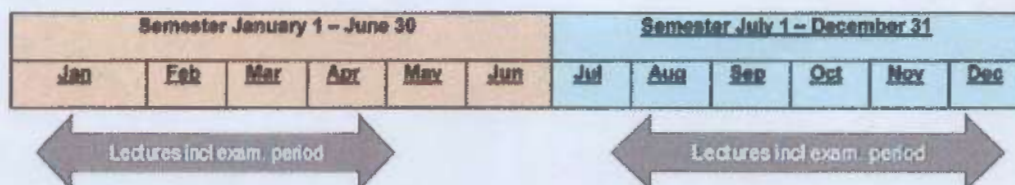
Code	Module	Theoretical hours	Research and Innovation hours (RIH)	Supervised Activities (SAH)	Credit Points
Area: International Business					
PIMDCI-001	Strategies of Internationalization	8	2	2	8
PIMDCI-002	Foreign Trade Operations	8	2	2	8
PIMDCI-003	Financial Analysis decision Making	8	2	2	8
	Selected International Trade Topics I	8	2	2	8
	Selected International Trade Topics II	8	2	2	8
	Selected International Trade Topics III	8	2	2	8
	Total area	578	192	192	48
Area: Logistics and Supply Chain					
PIMDCI-004	Supply Chain Management	8	2	2	8
PIMDCI-005	Design of Logistics Networks	8	2	2	8
	Selected International Trade Topics IV	8	2	2	8
	Total area	288	96	96	24
Area: Methodologic Foundations					
PIMDCI-006	Fundamentals of Empirical Research	8	2	2	8
PIMDCI-007	Professional Project	-	32	20	32
PIMDCI-008	Master Thesis (Applied Research)	-	32	20	32
	Colloquium	-	0	0	0
	Professional Stay	-	0	0	0
	Academic publication	-	0	0	0
	Total area	88	1058	872	72
Total Theoretical Hours (HT)		960	-	-	-
Total Research and Innovation hours (RIH)		-	1344	-	-
Total Supervised activities (SAH)		-	-	960	-
Total Hours		960	1344	960	3264
Total Credits		144			

4. Schedule of the studies

At "HSWO"



At THE UAEH³



³In order to harmonize calendar activities, students from UAEH will adjust dates to participate in Worms activities, previous approval of their mobility.

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