Higher Education
Politecnico di Bari — Erasmus+ **Learning Agreement for Studies**

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	MALLARDI	MARTA	04/04/1997	ITALIAN	F	2nd cycle	0710

	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone	
Sending Institution	POLITECNICO DI BARI	Management engineering	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	GIANNOCCARO ILARIA; ilaria.giannoccaro@poliba.it	
	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone	
Receiving Institution	UNIVERSITAT POLITECNICA DE CATALUNYA	EEBE(EUETIB)	EBARCELO03	Edificio A (EEBE) Campus Diagonal Besòs, Carrer d'Eduard Maristany 10-14, 08930 Barcelona, Spagna	ES	GEMMA FARGAS; mobilitat.eebe@upc.edu	

Before the mobility

Study Programme at the Receiving Institution
Planned period of the mobility: from September/2018 to February/2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	820228	AUTOMATIC REGULATION	Autumn	6
	820014	ORGANIZACIÓN DE LA PRODUCCIÓN	Autumn	6
	820329	RECURSOS ENERGÉTICOS	Autumn	6
	820229	SISTEMAS DE INFORMACIÓN Y COMUNICACIÓN INDUSTRIAL	Autumn	6
	295202	INTEGRACIÓN DE SISTEMAS AUTOMÁTICOS	Autumn	6
				Total:30

Web link to the course catalogue at the Receiving Institution describing the learning outcomes: [*web link to the relevant information*]

The level of language competence[9] in English [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☐ *B1* ☒ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
	2929	ANALISI E SIMULAZIONE DEI SISTEMI	Autumn	6
	2355	GESTIONE DELLA PRODUZIONE INDUSTRIALE A	Autumn	6
		ESAME A SCELTA	Autumn	6
	2350	SISTEMI INFORMATIVI 1	Autumn	6
	2750	PRODUZIONE NELLA FABBRICA DIGITALE	Autumn	6
				Total:30

Provisions applying if the student does not complete successfully some educational components: [*web link to the relevant information*]

Commitment
By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Sending Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	MARTA MALLARDI	martamallardi@hotmail.it	*Student*		
Responsible person[10] at the Sending Institution	ILARIA GIANNOCCARO	ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator		*Ilaria Giannoccaro*
Responsible person at the Receiving Institution[11]	GEMMA FARGAS	mobilitat.eebe@upc.edu			

Higher Education
Learning Agreement for Studies

Laura Magaletti
Academic Year 2018/2019

	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education[3]
Student	Monetti	Davide	01/04/1996	Italiana	M	Master or equivalent second cycle (EQF level 7)	0710

	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone
Sending Institution	POLITECNICO DI BARI	Ing. Gestionale	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	Erasmus Departmental Coordinator: Ilaria Giannoccaro Ilaria.giannoccaro@poliba.it +39 080 5962722

	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone
Receiving Institution	Universidad de Valencia Escuela Politecnica Superior de Alcoy	Engineering	E VALENCI02	Plaça Ferrándiz i Carbonell, 03804 Alcoi, Alacant, Spain	ESP	David Gutierrez Vañó , e-mail: dgutier@upv.es Phone: 96 652 84 07

Before the mobility

Study Programme at the Receiving Institution
Planned period of the mobility: from [month/year] DICEMBER 2018 to [month/year] JANUARY 2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	11671	Database and information systems	autumn	6
	11822	Direccion de produccion y operaciones / Production and operations management	autumn	6
	32964	Gestion de la demanda y del suministro / Demand and supply management	autumn	6
	12676	Rapid Prototyping and Reverse Engineering	autumn	6
	11824	Human resources	autumn	6
				Total: 30

Web link to the course catalogue at the Receiving Institution describing the learning outcomes: [*web link to the relevant information*]

The level of language competence[9] in Spanish [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☒ *B1* ☐ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
	2350	Sistemi Informativi (modulo 1)	Autumn	6
	2355	Gestione della produzione industriale	Spring	12
	2870	Metodi avanzati per la stampa 3D ed il reverse engineering	Spring	6
		Esame a scelta		6
				Total: 30

Provisions applying if the student does not complete successfully some educational components: [*web link to the relevant information*]

Commitment
By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Sending Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	Davide Monetti	Davide.monetti96@gmail.com	*Student*	27/06/2018	
Responsible person[10] at the Sending Institution	Ilaria Giannoccaro	Ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator		
Responsible person at the Receiving Institution[11]					

Politecnico di Bari
Erasmus+
Higher Education
Learning Agreement for Studies
Massimiliano Perrelli
Academic Year 2018 /2019

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	PERRELLI	MASSIMILIANO	09/07/1996	ITALIAN	M	2nd cycle	0710

	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone	
Sending Institution	POLITECNICO DI BARI	Management engineering	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	GIANNOCCARO ILARIA; ilaria.giannoccaro@poliba.it	

	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone	
Receiving Institution	UNIVERSITAT POLITECNICA DE CATALUNYA	EEBE(EUETIB)	EBARCELO03	Edificio A (EEBE) Campus Diagonal Besòs, Carrer d'Eduard Maristany 10-14, 08930 Barcelona, Spagna	ES	GEMMA FARGAS; mobilitat.eebe@upc.edu	

Before the mobility

Study Programme at the Receiving Institution
Planned period of the mobility: from September/2018 to February/2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	820228	AUTOMATIC REGULATION	Autumn	6
	820014	ORGANIZACIÓN DE LA PRODUCCIÓN	Autumn	6
	820329	RECURSOS ENERGÉTICOS	Autumn	6
	820229	SISTEMAS DE INFORMACIÓN Y COMUNICACIÓN INDUSTRIAL	Autumn	6
	295202	INTEGRACIÓN DE SISTEMAS AUTOMÁTICOS	Autumn	6
				Total:30

Web link to the course catalogue at the Receiving Institution describing the learning outcomes: [*web link to the relevant information*]
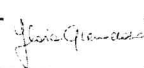
The level of language competence[9] in English [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☐ *B1* ☒ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
	2929	ANALISI E SIMULAZIONE DEI SISTEMI	Autumn	6
	2355	GESTIONE DELLA PRODUZIONE INDUSTRIALE A	Autumn	6
		ESAME A SCELTA	Autumn	6
	2350	SISTEMI INFORMATIVI 1	Autumn	6
	2750	PRODUZIONE NELLA FABBRICA DIGITALE	Autumn	6
				Total:30

Provisions applying if the student does not complete successfully some educational components: [*web link to the relevant information*]

Commitment

By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Sending Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	MASSIMILIANO PERRELLI	massimilianobnch@gmail.com	*Student*		
Responsible person[10] at the Sending Institution	ILARIA GIANNOCCARO	ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator		
Responsible person at the Receiving Institution[11]	GEMMA FARGAS	mobilitat.eebe@upc.edu			

Politecnico di Bari

Erasmus+

Higher Education
Learning Agreement for Studies

Delia Alessia Arcano
Academic Year 2018/2019

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	ARCANO	DELIA ALESSIA	19/09/1994	ITA	F	EQF LEVEL 7	0710

Sending Institution	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone	
	POLITECNICO DI BARI	LM ING. GESTIONALE, DMMM	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	ILARIA GIANNOCCARO; ilaria.giannoccaro@poliba.it;+390805962722	

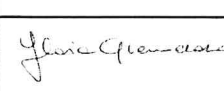| Receiving Institution	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone
	ESEIAAT UNIVERSITAT POLITÈCNICA DE CATALUNYA	ENGINYERIES INDUSTRIAL	E BARCELO03	C/ Colom, 1-11 08222 Terrassa, Spain	SPAIN	Prof. Santiago Forcada Plaza Ms. Esther Garcia. Telephone: + 34 93 739 82 14 Ms. Rosa Ginesta. Telephone: + 34 93 739 89 89 Ms. Judith Ortiz de Galisteo. Telephone:+ 34 93 739 89 34 e-mail incoming.eseiaat@upc.edu

Before the mobility

Study Programme at the Receiving Institution

Planned period of the mobility: from [month/year] 09/2018 to [month/year] 02/2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	205110Q1	Game theory	Autumn	7.5
	220273Q1	Reenginyeria de Processos	Autumn	5
	220551Q1	Gestió de la Innovació i la Tecnologia	Autumn	5
	220564Q1	Emprenedoria Tècnica	Autumn	5
	220558Q1	Control i Gestió de Costos	Autumn	5
	220560Q1	Gestió Ambiental i Energètica a l'Empresa	Autumn	5
				Total: 32.5

Web link to the course catalogue at the Receiving Institution describing the learning outcomes:

The level of language competence[9] in ENGLISH [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☐ *B1* ☒ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
		Esame a scelta	Autumn	6
	906110	Economia e gestione dell'innovazione	Autumn	12
	906337	Controllo di gestione	Autumn	6
	906113	Gestione ambientale dei sistemi di produzione	Autumn	6
				Total:30

Provisions applying if the student does not complete successfully some educational components: *[web link to the relevant information]*

Commitment

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Commitment	Name	Email	Position	Date	Signature
Student	DELIA ALESSIA ARCANO	d.arcano@studenti.poliba.it	*Student*	09/07/18	
Responsible person[10] at the Sending Institution	ILARIA GIANNOCCARO	Ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator	09/07/18	*[signature]*
Responsible person at the Receiving Institution[11]					

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	Dicorato	Michele	10/09/1992	Italy	M	Second cycle	0710

Sending Institution	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone	
	POLITECNICO DI BARI	Dipartimento di Meccanica, Matematica e Management	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	Prof.ssa Ilaria Giannoccaro ilaria.giannoccaro@poliba.it +39 080 596 2722	

Receiving Institution	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone	
	Universitatea Tehnica din Cluj-Napoca	Facultatea Constructii de Masini	ROCLUJNAP05	Str. B-dul Muncii 103-105, 400641 Cluj-Napoca	Romania	International Relations Office International@staff.utcluj.ro +40 264 202595	

Before the mobility

Study Programme at the Receiving Institution

Planned period of the mobility: from [month/year] 09/2018 to [month/year] 02/2019

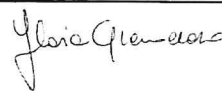| Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	4.00	Managementul operatiunilor	Autumn	5
	46.00	Managementul productiei si al operatiunilor	Autumn	4
	47.00	Management industrial	Autumn	3
	17.10	Logistica sistemelor de fabricatie	Autumn	4
	12.00	Sisteme de transport	Autumn	4
	14.20	Managementul resurselor umane	Autumn	4
	47.10	Managementul meduilui	Autumn	3
	47.20	Managementul tehnologilor globale	Autumn	3
Web link to the course catalogue at the Receiving Institution describing the learning outcomes: https://www.utcluj.ro/				

The level of language competence[9] in english [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☐ *B1* ☒ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
		Gestione della produzione industriale	Spring	12
		Logistica industriale	Autumn	6
		Scelta libera	Autumn	12
				Total: 30
Provisions applying if the student does not complete successfully some educational components: *www.poliba.it*				

Commitment

By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Sending Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	Dicorato Michele	m.dicorato92@gmail.com	*Student*		
Responsible person[10] at the Sending Institution	Prof.ssa Ilaria Giannoccaro	ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator		*Ilaria Giannoccaro*
Responsible person at the Receiving Institution[11]	International Relations Office	International@staff.utcluj.ro	International Relations Office		

Learning Agreement
Student Mobility for Studies

Higher Education:
Engineering Management
Learning Agreement form
Giannuzzi Francesco
~~Academic Year 2018/2019~~

Erasmus+

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education[3]
	Giannuzzi	Francesco	12/06/1996	Italy	M	1st	0710

Sending Institution	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone
	Politecnico di Bari	Management Engineering	IBARI05	Via Amendola 126/B 70126	ITA	Giannoccro Ilaria ilaria.giannoccaro@poliba.it

Receiving Institution	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone
	Poznan University of technology	Management Engineering	PL POZNAN02	Pl M. Sklodowskiej-Curie 5 60-965 Poznan	Poland	Joanna Kalkowska Joanna.kalkowska@put.poznan.pl

Before the mobility

Study Programme at the Receiving Institution

Planned period of the mobility: from [month/year] 09/2018 to [month/year] 02/2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
		Technical physics	Winter semester	4
	0231	Polish Language course	Winter semester	2
		Machine technology and design of production processes	Winter semester	4
		Design of production system	Winter semester	2
		Quality management	Winter semester	3
		Production management	Winter semester	4
		Design industrial plant	Winter semester	2
		Warehouse management	Winter semester	4
		Marketing	Winter semester	5
				Total:30

The level of language competence[9] in _____ [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☐ *B1* ☐ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
		Technical physics (fisica tecnica)	First, second year	6
		Design of manufacturing system(p. processi produttivi)	First, third year	6
		Quality of production system (qualità dei processi produttivi)	First, third year	6
		Industrial plants (impianti industriali)	First , third year	6
		Exam chosen by student (Esame a scelta)	First , third year	6
				Total: 30
Provisions applying if the student does not complete successfully some educational components: *[web link to the relevant information]*				

Commitment

By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Beneficiary Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits or equivalent units gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	Giannuzzi Francesco	francescogiannuzzi96@libero.it	*Student*	27/06/2018	
Responsible person[10] at the Sending Institution	Giannoccaro Ilaria	Ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator	27/06/2018	
Responsible person at the Receiving Institution[11]	Joanna Kalkowska	joanna.kalkowska@put.poznan.pl	Erasmus Departmental Coordinator		

Politecnico di Bari

Erasmus+ **Learning Agreement for Studies**

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	IAIA	ROSSANA	16/07/1991	ITALY	F	SECOND CYCLE	0710

	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone	
Sending Institution	POLITECNICO DI BARI	Dipartimento di Meccanica, Matematica e Management	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	Prof.ssa Ilaria Giannoccaro Ilaria.giannoccaro@poliba.it +39 080 596 2722	
	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone	
Receiving Institution	INSTITUTO POLITECNICO DE BRAGANCA	Escola Superior de Tecnologia e Gestao	PBRAGANC01	Campus de Santa Apolónia 5300-253 Bragança	PORTUGAL	Sylwia Solczak sylwia@ipb.pt (+351) 273 330 690	

Before the mobility

Study Programme at the Receiving Institution
Planned period of the mobility: from [month/year] 09/2018 to [month/year] 02/2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	8487-541-2101-00-17	Fundamentals of Finance and International Financial Management	autumn	6
	8487-541-3102-00-17	Entrepreneurship	autumn	6
	8487-541-2103-00-17	International Business Management	autumn	6
	5009-516-1102-00-17	Organizational Behaviour	autumn	6
	8487-541-2104-00-17	International Operations and Logistics	autumn	6
				Total: 30

Web link to the course catalogue at the Receiving Institution: http://www.ipb.pt/go/d737

The level of language competence[9] in English [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: A1 ☐   A2 ☐   B1 X   B2 ☐   C1 ☐   C2 ☐   *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
	ING-IND/35	Finance And Business Planning	Autumn	12
		Elective Course	Autumn	12
	ING-IND/17	Industrial Logistics	Autumn	6
				Total:30

Provisions applying if the student does not complete successfully some educational components:
http://www.poliba.it/sites/default/files/didattica/regolamentodidattico/Imingegneria_gestionale_20182019.pdf

Commitment
By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Sending Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	ROSSANA IAIA	rossanaiaia91@gmail.com	*Student*		
Responsible person[10] at the Sending Institution	Prof.ssa Ilaria Giannoccaro	Ilaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator		*Ilaria Giannoccaro*
Responsible person at the Receiving Institution[11]	José Exposto	exp@ipb.pt	Erasmus Coordinator		

Politecnico di Bari

Erasmus+

Higher Education
Learning Agreement for Studies

Maggiolini Ilaria
Academic Year 2018/2019

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	MAGGIOLINI	ILARIA	01/03/1991	ITALIAN	F	EQF level 7	MANAGEMENT ENGINEERING

Sending Institution	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone
	POLITECNICO DI BARI	Departement of Mechanics, Mathematics and Management	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	Erasmus Departmental Coordinator: prof.ssa ILARIA GIANNOCCARO ilaria.giannoccaro@poliba.it

Receiving Institution	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone
	UNIVERSITATEA TEHNICA DIN CLUJ-NAPOCA	Facultatea de Constructii de Masini	ROCLUJNAP05	B-dul Muncii nr. 103-105, 400641 CLUJ-NAPOCA	RO	

Before the mobility

Study Programme at the Receiving Institution

Planned period of the mobility: from [month/year] ...25/09/2018... to [month/year] ...30/2/2018...

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
		Marketing strategic	autumn	4
		Management si marketing international	autumn	2
		Comportamentul consumatorului	autumn	2
		Comunicare si relatii publice	autumn	2
		Simularea dezvoltarii afacerilor	autumn	4
		Calculatia si managementul costurilor	autumn	4
		Negociere si tehnici de vanzare	autumn	2
		Managementul performantei	autumn	2
		Antreprenoriat	autumn	4
		Competente manageriale	autumn	4
				Total: 30

Web link to the course catalogue at the Receiving Institution describing the learning outcomes: [*web link to the relevant information*]
http://www.mim.utcluj.ro/ro/pages/programe-de-masterat/antreprenoriat/fi-e-ale-disciplinelor-i-suporturi-de-curs.html

The level of language competence[9] in _____ [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: *A1* ☐ *A2* ☐ *B1* ☐ *B2* ☐ *C1* ☐ *C2* ☐ *Native speaker* ☐

Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
		Marketing e modelli di e-business	autumn	12
		Controllo di gestione	spring	6
		esami a scelta libera	spring	12
				Total: 30

Provisions applying if the student does not complete successfully some educational components: [*web link to the relevant information*]

Politecnico di Bari

Erasmus+

Higher Education
Learning Agreement for Studies

Roberta Preziosa
Academic Year 2018/2019

Student	Last name(s)	First name(s)	Date of birth	Nationality[1]	Sex [M/F]	Study cycle[2]	Field of education [3]
	PREZIOSA	ROBERTA	01/09/1993	ITALY	F	SECOND CYCLE	0710

	Name	Faculty/Department	Erasmus code[4] (if applicable)	Address	Country	Contact person name[5]; email; phone	
Sending Institution	POLITECNICO DI BARI	Dipartimento di Meccanica, Matematica e Management	IBARI05	Via Amendola, 126/B 70126 BARI	ITA	Prof.ssa Ilaria Giannoccaro llaria.giannoccaro@poliba.it +39 080 596 2722	
	Name	Faculty/ Department	Erasmus code (if applicable)	Address	Country	Contact person name; email; phone	
Receiving Institution	INSTITUTO POLITECNICO DE BRAGANCA	Escola Superior de Tecnologia e Gestao	PBRAGANC01	Campus de Santa Apolónia 5300-253 Bragança	PORTUG AL	Sylwia Solczak sylwia@ipb.pt (+351) 273 330 690	

Before the mobility

Study Programme at the Receiving Institution
Planned period of the mobility: from [month/year] 09/2018 to [month/year] 02/2019

Table A Before the mobility	Component[6] code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue[7])	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent)[8] to be awarded by the Receiving Institution upon successful completion
	8487-541-2101-00-17	*Fundamentals of Finance and International Financial Management*	autumn	6
	8487-541-3102-00-17	*Entrepreneurship*	autumn	6
	8487-541-2103-00-17	*International Business Management*	autumn	6
	5009-516-1102-00-17	*Organizational Behaviour*	autumn	6
	8487-541-2104-00-17	*International Operations and Logistics*	autumn	6
				Total: 30

Web link to the course catalogue at the Receiving Institution: http://www.ipb.pt/go/d737

The level of language competence[9] in English [*indicate here the main language of instruction*] that the student already has or agrees to acquire by the start of the study period is: A1 ☐ A2 ☐ B1 X B2 ☐ C1 ☐ C2 ☐ Native speaker ☐
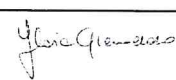
Recognition at the Sending Institution

Table B Before the mobility	Component code (if any)	Component title at the Sending Institution (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits (or equivalent) to be recognised by the Sending Institution
	ING-IND/35	*Finance And Business Planning*	Autumn	12
		Elective Course	Spring	6
		Elective Course	Spring	6
	ING-IND/17	*Industrial Logistics*	Autumn	6
				Total:30

Provisions applying if the student does not complete successfully some educational components:
http://www.poliba.it/sites/default/files/didattica/regolamentodidattico/lmingegneria gestionale 20182019.pdf

Commitment
By signing this document, the student, the Sending Institution and the Receiving Institution confirm that they approve the Learning Agreement and that they will comply with all the arrangements agreed by all parties. Sending and Receiving Institutions undertake to apply all the principles of the Erasmus Charter for Higher Education relating to mobility for studies (or the principles agreed in the Inter-Institutional Agreement for institutions located in Partner Countries). The Sending Institution and the student should also commit to what is set out in the Erasmus+ grant agreement. The Receiving Institution confirms that the educational components listed in Table A are in line with its course catalogue and should be available to the student. The Sending Institution commits to recognise all the credits gained at the Receiving Institution for the successfully completed educational components and to count them towards the student's degree as described in Table B. Any exceptions to this rule are documented in an annex of this Learning Agreement and agreed by all parties. The student and the Receiving Institution will communicate to the Sending Institution any problems or changes regarding the study programme, responsible persons and/or study period.

Commitment	Name	Email	Position	Date	Signature
Student	ROBERTA PREZIOSA	r.preziosa@studenti.poliba.it	*Student*		
Responsible person[10] at the Sending Institution	Prof.ssa Ilaria Giannoccaro	llaria.giannoccaro@poliba.it	Erasmus Departmental Coordinator		*Ilaria Giannoccaro*
Responsible person at the Receiving Institution[11]	José Exposto	exp@ipb.pt	Erasmus Coordinator		