

Name: Jorge Perez Conzales

Civil reg. number: 200991-4237

Examination term: June 2019

The student has completed the education in compliance with executive order no. 1031 of 03.11.2009 concerning the education within the Bachelor's Degree Programme in International Sales and Marketing.

College: IBA International Business Academy
Aalegaarden 2-4
DK-6000 Kolding

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Subject:	ECTS credits	Test	Mark	ECTS
1st term				
1 External Exam	30	External	4	D
Module 1: 10 ECTS The Company's strategic basis Module 2: 20 ECTS The customer as starting point				
2nd term				
Study Exchange	30		Passed	
3rd term				
Company Internship	15	Internal	7	C
Bachelor Project	15	External	4	D
Total ECTS credits:	90			

Kolding, 26 June 2019


Niels Egelund
Rector

Aim of course:	To provide graduates with the knowledge and understanding of practice, applied theory and methodology in internationally oriented sales and marketing and qualify them to independently analyze, evaluate and reflect on problems and undertake complex tasks in connection with international customer relations and direct sales.
Type of course:	The programme consists of: Obligatory components totalling 45 ECTS credits, internship totalling 15 ECTS credits, optional elements with a total of 15 ECTS credits and a bachelor project of 15 ECTS credits.
Duration of course:	1 year and 6 months corresponding to 90 ECTS credits.
Admission requirements:	Relevant vocational education for the AP International Business and Marketing.
Pass criterion:	Each test must be passed

Academy of Professional Higher Education

Diploma

Bachelor of International Sales and Marketing

7-point grading scale	ECTS scale
12: For an excellent performance.	A
10: For a very good performance.	B
7: For a good performance.	C
4: For a fair performance.	D
02: For an adequate performance.	E
00: For an inadequate performance.	Fx
-3: For an unacceptable performance.	F