

## **DIPLOMA SUPPLEMENT**

This Diploma Supplement model was developed by the European Commission, Council of Europe and UNESCO/CEPES. The purpose of the supplement is to provide sufficient independent data to improve the international "transparency" and fair academic and professional recognition of qualifications (diplomas, degrees, certificates etc.). It is designed to provide a description of the nature, level, context, content and status of the studies that were pursued and successfully completed by the individual named on the original qualification to which this supplement is appended. It should be free from any value judgements, equivalence statements or suggestions about recognition. Information in all eight sections should be provided. Where information is not provided, an explanation should give the reason why.

### **1. INFORMATION IDENTIFYING THE HOLDER OF THE QUALIFICATION**

- 1.1 Family name(s): Perez Conzales
- 1.2 Given name(s): Jorge
- 1.3 Date of Birth: 20.09.91
- 1.4 Civil registration number: 200991-4237

### **2. INFORMATION IDENTIFYING THE QUALIFICATION**

- 2.1 Name of qualification and title conferred (in Danish):  
PB i international handel og markedsføring
- 2.1 Name of qualification and title conferred (in English):  
Bachelor of International Sales and Marketing
- 2.2 Main fields of study: Marketing, Economics, Foreign languages, Culture, Organisation
- 2.3 Name and status of awarding institution: THE INTERNATIONAL BUSINESS ACADEMY. IBA is a state-funded, self-governing higher education institution offering educational programmes within business and marketing, regulated according to the Ministry of Education Act nr 1031 of 03.11.2009.
- 2.4 Name and status of institution administering the studies: Not applicable
- 2.5 Language(s) of instruction/examination: English and Danish

### **3. INFORMATION ON THE LEVEL OF THE QUALIFICATION**

- 3.1 Level of qualification: Bachelor Degree.
- 3.2 Official length of programme: 1 year and 6 months corresponding to 90 ECTS credits.
- 3.3 Access requirements: AP Degree in Marketing and Economics and English level equivalent to IELTS 6.0

### **4. INFORMATION ON THE CONTENTS AND RESULTS GAINED**

- 4.1 Mode of study: full-time
- 4.2 Programme requirements: The programme consists of a compulsory part and one elective constituting 60 ECTS. Third semester: Placement period and bachelor project constituting 30 ECTS. Total 90 ECTS for the entire programme.
- 4.3 Programme details and individual grades/marks/credits obtained: See enclosed transcript of records.
- 4.4 Grading scheme and if applicable grade distribution information: see the enclosed grading scale described in "The Danish Higher Education System" on the final page.
- 4.5 Overall classification of the qualification: Not applicable for Danish qualifications.

### **5. INFORMATION ON THE FUNCTION OF THE QUALIFICATION**

- 5.1 Access to further study: Graduates will be eligible to proceed to Masters programmes within or outside Denmark:
  - + 2 years for MSc. at Business Schools in Denmark
  - + 1-2 years for MA at an educational institution outside Denmark
  - + 1-2 years for MBA at IBA or another Danish or foreign educational institution, this degree requires relevant business experience
- 5.2 Professional status: Graduates can independently and professionally perform job functions related to an international company's position in the market (in areas like marketing, sales, export, communication or logistics).

## 6. ADDITIONAL INFORMATION

- 6.1 Additional information: Information in English about the programme and The International Business Academy can be found on [www.iba.dk](http://www.iba.dk) or from IBA, Aalegaarden 2-4, DK-6000 Kolding, phone +45 72118200, email [iba@iba.dk](mailto:iba@iba.dk).
- 6.2 Further information sources [www.iba.dk](http://www.iba.dk), (The International Business Academy ) or [www.uvm.dk](http://www.uvm.dk) (Ministry of Education), or [www.iu.dk](http://www.iu.dk)

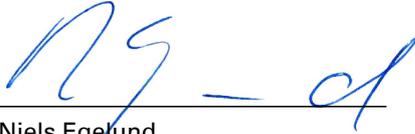
## 7. CERTIFICATION OF THE SUPPLEMENT

7.1 Date: 26 June 2019

7.2 Signature:

7.3 Capacity:

7.4 Official stamp or seal:

  
\_\_\_\_\_  
Niels Egelund  
Rector

## 8. INFORMATION ON THE DANISH HIGHER EDUCATION SYSTEM

Cf. Enclosure

**The International Business Academy**  
Ålegården 2, DK-6000 Kolding  
Tel. +45 7211 8200



## The Danish Higher Education System

April 2016

Public higher education institutions in Denmark are regulated by national legislation concerning degree structures, teacher qualifications and examinations. Accreditation in higher education is undergoing transition from programme-based accreditation to institutional accreditation. Programmes and institutions are accredited by national, independent accreditation agencies and the Accreditation Council.

### Higher education institutions

Higher education is offered by five types of higher education institutions:

1. Business academies (*Erhvervsakademi*) offering professionally oriented short cycle and first cycle degree programmes.
2. University Colleges (*Professionshøjskole*) offering professionally oriented first cycle degree programmes.
3. Maritime Education and Training Institutions offering professionally oriented short cycle and first cycle degree programmes.
4. General and specialised research universities (*Universitet*) offering first, second and third cycle degree programmes in academic disciplines.
5. University level institutions offering first, second and third cycle degree programmes in subject fields such as architecture, design, music, and fine and performing arts.

Most higher education institutions are regulated by the Ministry of Higher Education and Science (type 1-5). The Ministry of Culture regulates a number of higher education institutions offering programmes within fine and performing arts (type 5).

### Degrees in the Danish Higher Education System

Danish qualifications levels	Ordinary higher education degrees	Adult/continuing higher education degrees	Qualifications Framework for the European Higher Education Area – Bologna Framework	European/National Qualifications Framework for Lifelong Learning – EQF/NQF
<b>Academy Profession level</b>	Academy Profession (AP) degree (90-150 ECTS)	Academy Profession (AP) degree (60 ECTS) (also known as Further Adult Education (VVU) degree)	Short cycle	Level 5
<b>Bachelor's level</b>	Professional Bachelor's degree (180-270 ECTS)*	Diploma degree (60 ECTS)	First cycle	Level 6
	Bachelor's degree (within the arts) (180 ECTS)			
	Bachelor's degree (180 ECTS)			
<b>Master's level</b>	Master's degree (within the arts) (120-180 ECTS)	Master degree (60-90 ECTS)	Second cycle	Level 7
	Master's degree (120 ECTS)**			
<b>PhD level</b>	PhD degree (180 ECTS)		Third cycle	Level 8

\* Can be obtained through a full regular bachelor's programme (180-270 ECTS) or a top up bachelor's programme following an Academy Profession degree.

\*\* A few Master's programmes are up to 180 ECTS.

Higher education institutions measure study activities in ECTS credits. 60 ECTS correspond to one year full-time study.

### Qualifications framework

The qualification levels form the basis for the Danish National Qualifications Framework for Higher Education, which is certified in accordance with the overarching Bologna Framework according to the principles adopted by the European Ministers of Higher Education. Danish higher education qualifications at levels 5-8 of the Danish Qualifications Framework for Lifelong Learning (NQF) correspond with levels 5-8 of the European Qualifications Framework (EQF).

### Admission and progression

General access to higher education in Denmark requires an Upper Secondary School Leaving Certificate or comparable qualifications. Admission to some particular programmes requires entrance examination or submission of a portfolio of artistic work. Holders of an Academy Profession degree can obtain a Professional Bachelor's degree within the same field of study through a top-up programme. Completion of a first cycle degree qualifies students for admission to the second cycle.

## Ordinary Higher Education degrees

**The Academy Profession degree** is awarded after 90-150 ECTS and includes a period of work placement of at least 15 ECTS. The programmes are development-based and combine theoretical studies with a practical approach. Programmes are, among others, offered within Marketing Management, Computer Science and Chemical and Biotechnical Science. The Danish title is field of study followed by the abbreviation *AK* and the English title is *AP Graduate in* [field of study].

**The Professional Bachelor's degree** is awarded after 180-270 ECTS and includes a period of work placement of at least 30 ECTS. The programmes are applied programmes. They are development-based and combine theoretical studies with a practical approach. Examples of professional bachelor's degree holders are nurses, primary and lower secondary school teachers and certain types of engineers. The Danish title is *Professionsbachelor i* [field of study] and the English title is *Bachelor of* [field of study].

**The Bachelor's degree** from a university is awarded after 180 ECTS. The programmes are research-based and are offered in all scientific fields. The Danish title is *Bachelor (BA) i* [field of study] or *Bachelor (BSc) i* [field of study] and the English title is *Bachelor of Arts (BA) in* [field of study] or *Bachelor (BSc) of Science in* [field of study].

**The Bachelor's degree (within the arts)** is awarded after 180 ECTS. The programmes are based on research and artistic research. Programmes are offered within the fine arts. The Danish title is *Bachelor (BA) i* [field of study], *Bachelor i musik (BMus)* [field of study] or *Bachelor i billedkunst (BFA)* [field of study] and the English title is *Bachelor of Arts (BA) in* [field of study], *Bachelor of Music (BMus)* [field of study] or *Bachelor of Fine Arts (BFA) in* [field of study]. A higher education degree within theatre or filmmaking is awarded after 3-4 years of study (180-240 ECTS).

**The Master's degree** is awarded after 120 ECTS. The programmes are research-based and are offered in all scientific fields. The Danish title is abbreviated to *Cand.*[latin abbreviation of academic area] *i* [field of study]. The English title is *Master of Arts (MA) in* [field of study] or *Master of Science (MSc) in* [field of study].

**The Master's degree (within the arts)** is awarded after 120-180 ECTS. The programmes are based on research and artistic research. The Danish title is abbreviated to *Cand.*[latin abbreviation of academic area] [field of study]. The English title is *Master of Arts (MA) in* [field of study], *Master of Music (MMus)* [field of study] or *Master of Fine Arts (MFA) in* [field of study]. Music Academies offer a specialist degree of 2 to 4 years following the master's degree.

**The PhD degree** is awarded after 180 ECTS. PhD programmes are offered by the universities and some university level institutions offering degrees in the artistic and cultural field.

Detailed descriptions of degree levels can be found in the Danish Qualifications Framework at [www.nqf.dk](http://www.nqf.dk). Please consult the relevant Diploma Supplement for information about the learning outcome of any specific degree.

## Adult and continuing higher education

The programmes normally consist of 2 years of part-time study, equivalent to 1 year of full-time study (60 ECTS credits). Certain master programmes require 1½ years of full-time study (90 ECTS credits). Admission requirements are a relevant educational qualification and at least 2 years of relevant work experience.

Adult and continuing education is available at levels corresponding to qualifications of the ordinary higher education system. The Further Adult Education degree (*videregående voksenuddannelse/akademiuddannelse*) is awarded after studies at short cycle level and gives access to diploma programmes.

The Diploma degree (*diplomuddannelse*) is awarded after studies at first cycle level and gives access to master programmes. The Master degree (*masteruddannelse*) is awarded after studies at second cycle level.

## The 7-point grading scale

The grading system used in all state-regulated education programmes as of September 2007 is the 7-point grading scale. Apart from the 7-point grading scale, pass/fail assessment may also be used. 02 is the minimum grade for passing an exam.

Description of grades: 12: For an excellent performance displaying a high level of command of all aspects of the relevant material, with no or only a few minor weaknesses; 10: For a very good performance displaying a high level of command of most aspects of the relevant material, with only minor weaknesses; 7: For a good performance displaying good command of the relevant material but also some weaknesses; 4: For a fair performance displaying some command of the relevant material but also some major weaknesses; 02 For a performance meeting only the minimum requirements for acceptance; 00: For a performance which does not meet the minimum requirements for acceptance; -3 For: a performance which is unacceptable in all respects.