

**Key Action 1**  
**– Mobility for learners and staff –**  
**Higher Education Student and Staff Mobility**

**Inter-institutional<sup>1</sup> agreement**  
**2017/2018 – 2018/2019**  
**between institutions from**  
**Programme and Partner Countries<sup>2</sup>**

**[Minimum requirements]<sup>3</sup>**

The institutions named below agree to cooperate for the exchange of students and/or staff in the context of the Erasmus+ programme. They commit to respect the quality requirements of the Erasmus Charter for Higher Education in all aspects of the organisation and management of the mobility, in particular the recognition of the credits (or equivalent) awarded to students by the partner institution. The institutions also commit to sound and transparent management of funds allocated to them through Erasmus+.

**A. Information about higher education institutions**

Full name of the institution / country	Erasmus code or city <sup>4</sup>	Contact details <sup>5</sup> (email, phone)	Website (eg. of the course catalogue)
University of Palermo	I PALERMO01	<b>Academic Coordinator</b> <b>Pier Luigi Gallo</b> <pierluigi.gallo@unipa.it </pierluigi.gallo@unipa.it  Tel: +39-091-238.60.274 <b>Administrative Coordinator</b> <b>Valeria Floriano</b> International programs valeria.floriano@unipa.it Tel: +3909123893832	<a href="http://www.unipa.it">www.unipa.it</a>  <a href="http://offweb.unipa.it/offweb/public/corso/ricercaSemplice.seam">http://offweb.unipa.it/offweb/public/corso/ricercaSemplice.seam</a>

<sup>1</sup> Inter-institutional agreements can be signed by two or more higher education Institutions (HEIs), at least one of them must be located in a Programme Country of Erasmus+.

<sup>2</sup> Erasmus+ Programme Countries are the 28 EU countries, the EFTA countries and other European countries as defined in the Call for proposals. Eligible Partner Countries are listed in the Programme Guide.

<sup>3</sup> Clauses may be added to this template agreement to better reflect the nature of the institutional partnership.

<sup>4</sup> Higher Education Institutions (HEI) from Erasmus+ Programme Countries should indicate their Erasmus code while Partner Country HEIs should mention the city where they are located.

<sup>5</sup> Contact details to reach the senior officer in charge of this agreement.

Posts and Telecommunications Institute of Technology (PTIT)	HANOI PTIT	<b>Nguyen Minh Phuong</b> Center for International Education <a href="mailto:phuongnm@ptit.edu.vn">phuongnm@ptit.edu.vn</a> Tel: 0084 90 468 6077	<a href="http://www.ptit.edu.vn">www.ptit.edu.vn</a>
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## B. Mobility numbers<sup>6</sup> per academic year

*[Paragraph to be added, if the agreement is signed for more than one academic year:*

*The partners commit to amend the table below in case of changes in the mobility data by no later than the end of January in the preceding academic year.]*

### A.Y. 2017/2018

FROM [Erasmus code or city of the sending institution]	TO [Erasmus code or city of the receiving institution]	Sub ject are a cod e * [ISC ED]	Subject area name *	Study cycle [short cycle, 1 <sup>st</sup> , 2 <sup>nd</sup> or 3 <sup>rd</sup> ] *	Number of student mobility periods	
					Student Mobility for Studies  [total number of months of the study periods or average duration*]	Student Mobility for Traineeships *
HANOI PTITT	ITPALERMO01				3  18 months	

*[\*Optional: subject area code & name and study cycle are optional.]*

### A.Y. 2018/2019

FROM [Erasmus code or city of the sending institution]	TO [Erasmus code or city of the receiving institution]	Sub ject are a cod e * [ISC ED]	Subject area name *	Study cycle [short cycle, 1 <sup>st</sup> , 2 <sup>nd</sup> or 3 <sup>rd</sup> ] *	Number of student mobility periods	
					Student Mobility for Studies  [total number of months of the study periods or average duration*]	Student Mobility for Traineeships *
HANOI PTITT	ITPALERMO01					

<sup>6</sup> Mobility numbers can be given per sending/receiving institutions and per education field (optional\*:  
<http://www.uis.unesco.org/Education/Pages/international-standard-classification-of-education.aspx>)

### A.Y. 2017/2018

FROM [Erasmus code of the sending institution]	TO [Erasmus code of the receiving institution]	Subj ect area code * [ISCED D]	Subject area name *	Number of staff mobility periods	
				Staff Mobility for Teaching [total number of days of teaching periods or average duration *]	Staff Mobility for Training *
I PALERMO01	HANOI PTIT			2 28 days	
HANOI PTIT	I PALERMO01			1 14 days	1 8 days

### A.Y. 2018/2019

FROM [Erasmus code of the sending institution]	TO [Erasmus code of the receiving institution]	Subje ct area code * [ISCED ]	Subject area name *	Number of staff mobility periods	
				Staff Mobility for Teaching [total number of days of teaching periods or average duration *]	Staff Mobility for Training *
I PALERMO01	HANOI PTIT				
HANOI PTIT	I PALERMO01				

### C. Recommended language skills

The sending institution, following agreement with the receiving institution, is responsible for providing support to its nominated candidates so that they can have the recommended language skills at the start of the study or teaching period:

Receiving institution [Erasmus code or city]	Optional: Subject area	Language of instruc- tion 1	Language of instruc- tion 2	Recommended language of instruction level <sup>8</sup>	
				Student Mobility for Studies [Minimum recommended level: B1]	Staff Mobility for Teaching [Minimum recommended level: B2]

<sup>8</sup> For an easier and consistent understanding of language requirements, use of the Common European Framework of Reference for Languages (CEFR) is recommended, see <http://europass.cedefop.europa.eu/en/resources/european-language-levels-cefr>

I PALERMO01		English	Italian	B1	B2
HANOI PTIT		English	English	B1	B2

For more details on the language of instruction recommendations, see the course catalogue of each institution [*Links provided on the first page*].

#### **D. Respect of fundamental principles and other mobility requirements**

The higher education institution(s) located in a **Programme Country** of Erasmus+ must respect the Erasmus Charter for Higher Education of which it must be a holder. The charter can be found here: [https://eacea.ec.europa.eu/erasmus-plus/actions/erasmus-charter\\_en](https://eacea.ec.europa.eu/erasmus-plus/actions/erasmus-charter_en)

The higher education institution(s) located in a **Partner Country** of Erasmus+ must respect the following set of principles and requirements:

The higher education institution agrees to:

- Respect in full the principles of non-discrimination and to promote and ensure equal access and opportunities to mobile participants from all backgrounds, in particular disadvantaged or vulnerable groups.
- Apply a selection process that is fair, transparent and documented, ensuring equal opportunities to participants eligible for mobility.
- Ensure recognition for satisfactorily completed activities of study mobility and, where possible, traineeships of its mobile students.
- Charge no fees, in the case of credit mobility, to incoming students for tuition, registration, examinations or access to laboratory and library facilities. Nevertheless, they may be charged small fees on the same basis as local students for costs such as insurance, student unions and the use of miscellaneous material.

The higher education institution located in a **Partner Country** of Erasmus+ further undertakes to:

##### **Before mobility**

- Provide information on courses (content, level, scope, language) well in advance of the mobility periods, so as to be transparent to all parties and allow mobile students to make well-informed choices about the courses they will follow.
- Ensure that outbound mobile participants are well prepared for the mobility, including having attained the necessary level of linguistic proficiency.
- Ensure that student and staff mobility for education or training purposes is based on a learning agreement for students and a mobility agreement for staff validated in advance between the sending and receiving institutions or enterprises and the mobile participants.
- Provide assistance related to obtaining visas, when required, for incoming and outbound mobile participants. Costs for visas can be covered with the mobility grants. See the information / visa section for contact details.
- Provide assistance related to obtaining insurance, when required, for incoming and outbound mobile participants. The institution from the Partner Country should inform

mobile participants of cases in which insurance cover is not automatically provided. Costs for insurance can be covered with the organisational support grants. See the information / insurance section for contact details.

- Provide guidance to incoming mobile participants in finding accommodation. See the information / housing section for contact details.

### **During and after mobility**

- Ensure equal academic treatment and services for home students and staff and incoming mobile participants and integrate incoming mobile participants into the institution's everyday life, and have in place appropriate mentoring and support arrangements for mobile participants as well as appropriate linguistic support to incoming mobile participants.
- Accept all activities indicated in the learning agreement as counting towards the degree, provided these have been satisfactorily completed by the mobile student.
- Provide, free-of-charge, incoming mobile students and their sending institutions with transcripts in English or in the language of the sending institution containing a full, accurate and timely record of their achievements at the end of their mobility period.
- Support the reintegration of mobile participants and give them the opportunity, upon return, to build on their experiences for the benefit of the Institution and their peers.
- Ensure that staff are given recognition for their teaching and training activities undertaken during the mobility period, based on a mobility agreement.

### **E. Additional requirements**

*[To be completed if necessary. Other requirements may be added on academic or organisational aspects, e.g. the selection criteria for students and staff; any split of organisational support funds among the partners; measures for preparing, receiving and integrating mobile students and/or staff including cultural preparation before mobility; the recognition tools used]*

*[Please specify whether the institutions have the infrastructure to welcome students and staff with disabilities.]*

The University of Palermo and PTIT have the infrastructure to welcome students and staff with disabilities. See table below for contact details.

<b>Institution [Erasmus code]</b>	<b>Contact details (email, phone)</b>	<b>Website for information</b>
I PALERMO01	<a href="mailto:gabriella.turano@unipa.it">gabriella.turano@unipa.it</a> +39 09123899523	<a href="http://portale.unipa.it/scuole/s.u.p.c./borse/erasmus.html">http://portale.unipa.it/scuole/s.u.p.c./borse/erasmus.html</a>
HANOI PTIT	<a href="mailto:phuongnm@ptit.edu.vn">phuongnm@ptit.edu.vn</a> 0084 90 468 6077	<a href="http://portal.ptit.edu.vn/eng/">http://portal.ptit.edu.vn/eng/</a>



## F. Calendar

1. Applications/information on nominated students must reach the receiving institution by:

Receiving Institution [Erasmus code or city]	Term*	Term*
I PALERMO01	JUNE	OCTOBER
HANOI PTIT	JUNE	DECEMBER

*[\* to be adapted in case of a trimester system]*

2. The receiving institution will send its decision within [5] weeks.
3. A Transcript of Records will be issued by the receiving institution no later than [3] weeks after the assessment period has finished at the receiving HEI. *[It should normally not exceed five weeks according to the Erasmus Charter for Higher Education guidelines]*
4. Termination of the agreement

*[It is up to the involved institutions to agree on the procedure for modifying or terminating the inter-institutional agreement. However, in the event of unilateral termination, a notice of at least one academic year should be given. This means that a unilateral decision to discontinue the exchanges notified to the other party by 1st September 2018 will only take effect as of 1st September 2019. The termination clauses must include the following disclaimer: "Neither the European Commission nor the National Agencies can be held responsible in case of a conflict."]*

The agreement will terminate by the end of the project 31<sup>st</sup> July 2019.

## G. Information

### 1. Grading systems of the institutions

*[It is recommended that receiving institutions provide the statistical distribution of grades according to the descriptions in the ECTS users' guide<sup>9</sup>. A link to a webpage can be enough. The table will facilitate the interpretation of each grade awarded to students and will facilitate the credit transfer by the sending institution.]*

#### UNIVERSITY OF PALERMO

Examinations are graded according to a scale ranging from 0 to 30, with 18 as a pass mark. A "cum laude" may be added to the highest grade (30; 30 e lode) as a mention of special distinction. All examination results are used to calculate the overall degree mark on a scale of 0 – 110. The final result is based on exam results plus the presentation of a project or dissertation in front of a Board of Examiners. The pass mark is 66 and students who obtain full marks of 110 may also be awarded 'summa cum laude' (110 e lode). Statistical distribution of grades according to the descriptions in the ECTS users' guide will be available at

<http://portale.unipa.it/amministrazione/area2/uoa06/grading-systems/>

## HANOI PTIT

The study results of students are evaluated by two kinds of grading records.

- a) 10-point grading scale is used for giving marks for such components of a subject/ course as mid-term test, final test, experiment, etc.
- b) 4-point grading scale is the formal grading in which A, B, C, D and F is used to describe the final grade of the subjects. They are conversed as the following table:

No	10-point grading scale	Grade	Classification
a) Pass			
1.	9,0 – 10,0	A+	Very good
2.	8,5 – 8,9	A	
3.	8,0 – 8,4	B+	Good
4.	7,0 – 7,9	B	
5.	6,5 – 6,9	C+	Satisfactory
6.	5,5 – 6,4	C	
7.	5,0 – 5,4	D+	Sufficient
8.	4,0 – 4,9	D	
b) Fail			
1.	Less than 4,0	F	Insufficient/ Failure

## Conversion mark table

Country	GRADE					
	F	E	D	C	B	A
	Insufficient/Failure	Sufficient	Satisfactory	Good	Very Good	Excellent
Italy	<18	18-20	21-23	24-27	28-30	30 e lode
HANOI PTIT	<4.0	4.0<5.5	5.5-<7.0	7.0 - <8.5	8.5 - <9.0	9.0 - <10.0

## **2. Visa**

The sending and receiving institutions will provide assistance, when required, in securing visas for incoming and outbound mobile participants, according to the requirements of the Erasmus Charter for Higher Education.

Information and assistance can be provided by the following contact points and information sources:

<b>Institution</b> [Erasmus code or city]	<b>Contact details</b> (email, phone)	<b>Website for information</b>
I PALERMO01	studentistranieri.cot@unipa.it +3909123865500	<a href="http://portale.unipa.it/strutture/cot/Sportelli_e_Servizi/Sportello_Accoglienza_Studenti_Stranieri/index.html">http://portale.unipa.it/strutture/cot/Sportelli_e_Servizi/Sportello_Accoglienza_Studenti_Stranieri/index.html</a>
HANOI PTIT	phuongnm@ptit.edu.vn 0084 90 468 6077	<a href="http://portal.ptit.edu.vn/eng/">http://portal.ptit.edu.vn/eng/</a>

## **3. Insurance**

The sending and receiving institutions will provide assistance in obtaining insurance for incoming and outbound mobile participants, according to the requirements of the Erasmus Charter for Higher Education.

The receiving institution will inform mobile participants of cases in which insurance cover is not automatically provided. Information and assistance can be provided by the following contact points and information sources:

<b>Institution</b> [Erasmus code or city]	<b>Contact details</b> (email, phone)	<b>Website for information</b>
I PALERMO01	UO - Polizze e denunce assicurative e-mail: <a href="mailto:stella.neri@unipa.it">stella.neri@unipa.it</a> Tel: +39 091 238 90809	<a href="http://portale.unipa.it/amministrazione/area5/set40/polizze/">http://portale.unipa.it/amministrazione/area5/set40/polizze/</a>
HANOI PTIT	phuongnm@ptit.edu.vn Tel: +84 90 468 6077	<a href="http://portal.ptit.edu.vn/eng/">http://portal.ptit.edu.vn/eng/</a>

## **4. Housing**

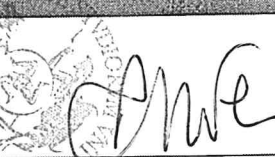
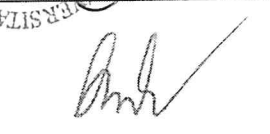
The receiving institution will guide incoming mobile participants in finding accommodation, according to the requirements of the Erasmus Charter for Higher Education.

Information and assistance can be provided by the following persons and information sources:



Institution [Erasmus code or city]	Contact details (email, phone)	Website for information
I PALERMO01	CASAUNIPA - Servizio Alloggi Viale delle Scienze – Ed. "3" Segreteria Studenti – 90128 Palermo Tel. 091.23890905 email: servizioalloggi@unipa.it	<a href="http://portale.unipa.it/amministrazione/area1/sspl0/CASAUNIPA.html">http://portale.unipa.it/amministrazione/area1/sspl0/CASAUNIPA.html</a>
HANOI PTIT	phuongnm@ptit.edu.vn Tel: + 84 90 468 6077	<a href="http://portal.ptit.edu.vn/eng/">http://portal.ptit.edu.vn/eng/</a>

**G. SIGNATURES OF THE INSTITUTIONS (legal representatives)**

Institution [Erasmus code or name and city]	Name, function	Date	Signature <sup>10</sup>
I PALERMO01	Prof.ssa Ada Maria Florena Vice Rector for Internationalization	09/10/2017	
HANOI PTIT	Assoc.Prof.Dr. Tran Quang Anh Vice President Posts and Telecommunications Institute of Technology	09 Oct. 2017	

<sup>10</sup> Scanned copies of signatures or digital signatures may be accepted depending on the national legislation

