



INTERNAL REGULATION



International Business and Technology Undergraduate Program

FOREWORD

The Bachelor of Science (B.Sc.) Program in International Business and Technology (IBT) was established by the decision 9/18-01-2024 of the Senate of Athens University of Economics and Business (AUEB); following the decisions 14/31-05-2023, 12/06-06-2023, 13/14-06-2023, 14/07-06-2023, 14/23-05-2023, 4/13-12-2023, 16/21-06-2023 and 19/31-05-2023 of the General Assemblies of all AUEB's academic Departments, namely: Accounting and Finance, Business Administration, Economics, Informatics, International and European Economic Studies, Management Science and Technology, Marketing and Communication and Statistics; respectively.

This Foreign Language Undergraduate Study Program (FLSP) is multidisciplinary in nature and its foundations are based upon the special protocol of cooperation (SPoC) signed among all AUEB's Departments that are responsible for its organization. The Program aspires to: a) fill the gap identified in foreign-language tertiary education in Greece in subjects that constitute the common ground between administrative science and technological applications, b) educate future professionals on necessary skills for the practice of administrative science in the international/global environment, c) strengthen scientific and technological research, and d) produce new knowledge in the cognitive areas of business administration and technology analytics. The Program will also provide its graduates with access to postgraduate studies and doctoral programs organized by Greek and foreign universities.

IBT faculty members derive from of all AUEB's Departments that co-organize it, possessing in this way significant theoretical and empirical knowledge not only in the fields of Business Administration, International Business and Technology Management; but also, in the subject areas of Economics, Informatics, and Statistics. The Program also aspires to attract professors from foreign universities characterized by international excellence, prestige and recognition. Further, the administrative staff of the Program will always be close to its students; paving their way towards the successful completion of their studies.

The educational approach of the IBT Program emphasizes on business fundamentals and the modern technological applications/tools/methodologies that support the corporation of the 21st century; the Program engages students with a global focus using project-based, cross-curricular, inquiry-driven learning that is enhanced by technology.

The content of IBT focuses on the following two subject areas:

- A) **Management, Leadership and Strategy**, i.e. the application of scientific methodologies and practices in the broader field of Business Administration.
- B) **Technology and Analytics**, i.e. the measurement, description, evaluation, prediction, optimization and utilization of data that focus on technological developments and applications.

List of Abbreviations:

AA: Academic Advisor

AUEB: Athens University of Economics and Business

B.Sc.: Bachelor of Science

IBT: International Business and Technology

ID: Identification Documentation

FLSP: Foreign Language Undergraduate Study Program

QAU: Quality Assurance Unit

SPC: Study Program Committee

SPoC: Special Protocol of Cooperation

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A. GENERAL PROVISIONS

Athens University of Economics and Business (AUEB) organizes and operates, starting from the academic year 2025-2026, a B.Sc. Program in "International Business and Technology" (IBT) in accordance with the provisions of this regulation and the provisions of Law 4957/2022 (Official Gazette A'141). The administrative support of the Program is provided by the Department of Accounting and Finance, as its supervising academic department.

Article 1: Subject Matter – Purpose

According to Article 101 of Law 4957/2022, FLSPs aim to promote knowledge, are governed by scientific consistency and meet conditions that guarantee a high quality of undergraduate studies. IBT has been designed in such a way so as to effectively address these principles.

The purpose of the IBT Program is:

- a) to create highly qualified and socially responsible professionals; i.e., future business leaders and executives who can address the challenges rooted in international competitive imperatives, possessing the appropriate ethical framework, knowledge and skills that are consistent with modern requirements for extroversion, technological adaptation and sustainability.
- b) to attract students from all over the world, who will contribute to the promotion and establishment of AUEB as one of the most prestigious academic institutions providing high-quality educational services, but also of Greece as a top destination country for international educational and research activities.

The structure of IBT harmoniously supports the managerial, economic, and technological dimensions of complex industrial and business systems. Through the successful completion of the study program, students can effectively address complex and multidimensional managerial and technical challenges encountered in diverse marketplaces and marketplaces.

IBT is a practice-oriented degree Program. An internship, group projects and a plethora of case studies prepare students for their entry into the job market as executives and/or future leaders of international and domestic businesses. It offers its graduates knowledge and skills that relate to the entire spectrum of an organization's functions. It also emphasizes the most contemporary issues that concern the science of technological management and the way in which a business can cope with recent technological challenges.

Article 2: Mission

In congruence with the mission of AUEB to create and disseminate knowledge in all areas that serve the national and international economy and society as well as to educate responsible citizens, IBT is devoted to instill international students a global vision, as well as to develop expertise in international business and the management of technological applications through the provision of quality education and professional disciplines that bridge the divide between theories and practices. This Program is also devoted to cultivate and enhance students' perspectives in business ethics and social responsibility.

Article 3: Degree

3.1. The FLSP leads to a Bachelor of Science (B.Sc.) degree in "International Business and Technology" with the following specializations:

A) Management, Leadership and Strategy.

B) Technology and Analytics.

IBT degree is awarded by the Department of Accounting and Finance of AUEB, in collaboration with the Departments of:

- Business Administration
- Economics
- Informatics
- International and European Economic Studies
- Management Science and Technology
- Marketing and Communication
- Statistics

and in accordance with the institutional framework of Law 4957/2022 for the organization of FLSPs by Greek universities.

3.2. Degrees and certificates are issued in English.

Article 4: Learning Outcomes

IBT provides students a diverse learning environment with the delivery of fundamental business knowledge and skills, nurtures international business proficiency and specializes in technology courses so as to cultivate future professional leaders and good contributing citizens to the society.

Upon graduation, students will be able to:

- understand international business and apply quantitative tools and information technology,
- identify, interpret and analyze the fundamental administrative, technological, social, and economic issues and challenges that businesses should address,
- identify, distinguish and evaluate the operational and organizational differentiations rooted in the diverse nature, purpose, structure, operational procedures and governance systems of the modern corporation,
- integrate insights from different scientific fields related to business administration, and apply appropriate theories, models and techniques, in order to effectively analyze the internal and external environment of a modern organization and make informed strategic decisions,
- propose rational actions and action plans to improve organizational performance and sustainability with an emphasis on entrepreneurship and innovation,
- recognize, evaluate and explain issues of multiculturalism, environmental sustainability and ethical governance, so as to prepare them to act as responsible citizens and professionals,

- demonstrate ability to combine management knowledge with technological advancements and to critically evaluate real practice applications,
- search for, use and critically evaluate scientific data and information from multiple sources to support and justify choices and actions,
- systematically follow scientific developments and critically incorporate new practices and methods into their work,
- demonstrate interpersonal and collaborative skills, develop successful professional relationships, and establish effective partnerships with colleagues and professionals,
- formulate and support research questions, test hypotheses, and conduct small-scale research using qualitative and quantitative methodological approaches, both in academic and professional contexts.

Article 5: Language of the Program

IBT courses and related activities are entirely taught in the English language.

Article 6: Duration of Studies

The duration of the IBT Program is eight (8) full-time semesters of study; including the time for an internship. In total, the duration of the Program is four (4) years. Each semester is equivalent to thirty (30) ECTS credits. In the 8th (last) semester, 18 of the 30 ECTS correspond to students' participation in an internship program. A total of two hundred and forty (240) ECTS are required for obtaining the IBT degree.

Article 7: Management of IBT

According to Article 102 of Law 4957/2022 and Article 65 of Law 5094/2024, the competent bodies for the administration, organization, and operation of the IBT Program are:

- The Senate of AUEB.
- The Study Program Committee (SPC); consisting of seven (7) members representing AUEB's participating Departments.
- The Director of the IBT Program.
- The General Assembly of the Department of Accounting and Finance, as the IBT's Supervising Department.

The Senate of AUEB is the competent body for academic, administrative and organizational matters of all its undergraduate Programs. The Senate has the following responsibilities regarding both the IBT and the Institution:

- approves the establishment of the IBT Program, upon the recommendation of all AUEB's Departmental General Assemblies,
- approves the Internal Regulation of the IBT Program, as well as its amendments; following the recommendation of the Program's SPC,
- appoints the Director of the Program, following a recommendation from AUEB's Departmental General Assemblies,
- approves the abolition of the Program, upon the recommendation of the SPC,

- exercises any other competence related to academic, administrative, financial and organizational matters of the IBT Program, which are not specifically delegated to other bodies.

The Study Program Committee (SPC) is responsible for the organization, administration, and management of the IBT Program and has the following authorities:

- recommends to the Senate the amendment of the decision to establish the FLSP, as well as any other issue related to its operation, for which the Senate is the competent body,
- assigns the teaching responsibilities among the instructors of the IBT Program,
- approves the IBT Program annual budget,
- approves the expenditures of any kind for the operation and promotion of the IBT Program,
- determines the successful completion of the course of study in order to award the degree of the IBT Program,
- exercises any other powers relating to the organization, administration and management of the Program.

The members of the SPC do not receive any compensation for the performance of their administrative duties.

The Director of the IBT Program is entitled with the following responsibilities:

- chairs the SPC of the IBT Program and convenes its meetings,
- recommends to the SPC of the IBT Program, and the other competent bodies issues related to the effective operation and management of the Program,
- is the Scientific Director of the IBT Program.

The General Assembly of the Supervising Department has the following authorities:

- issues IBT degrees and certificates
- provides consultation for the establishment, merger, renaming and removal of IBT specialization areas
- approves the list of educational material

Secretarial Support for the IBT Program

(a) The administrative and secretarial support of the IBT is provided by the Department of Accounting and Finance as the supervising department.

(b) In cases required, IBT may hire external collaborators for administrative and secretarial support, in accordance with the applicable legislation. These external collaborators, however, remain under the supervision of the Department of Accounting and Finance, as IBT's Supervising Department.

(c) Administrative staff supporting IBT outside their regular working hours / workload at the University, will receive additional compensation for the services they provide in accordance with the existing legislation described in Article 104 of Law 4957/2022.

Article 8: Teaching Staff

8.1. IBT instructors are selected among the following categories:

(a) Faculty members, Specialized Teaching Staff, Laboratory Teaching Staff and Specialized Technical Laboratory Staff of

AUEB or another Higher Education Institution may be assigned additional teaching duties beyond their legal obligations as defined in Article 155 of Law 4957/2022.

(b) Emeritus Professors or retired members of AUEB or another Higher Education Institution

(c) Collaborating Instructors

(d) Appointed Instructors

(e) Visiting Professors or visiting researchers

(f) Researchers and specialized operational scientists from research and technological organizations referred to in Article 13A of Law 4310/2014 (Government Gazette A' 258) or other research centers and institutes, either domestic or foreign

(g) Scientists of recognized prestige who possess specialized knowledge and relevant experience in the subject areas of the Program.

8.2. Teaching assignments of the IBT Program are carried out by decision of the SPC, following the recommendation of the Program's Director. Teaching assignments are issued no later than the beginning of each academic semester and include the IBT instructors, the courses, the educational activities and the total number of teaching hours assigned per instructor in accordance with the curriculum per academic semester.

8.3. All categories of teaching staff are remunerated from the Program's resources.

8.4. With a reasoned SPC decision, the teaching assignments may be modified during the academic year.

8.5. The instructor responsible for teaching an IBT course must:

(a) Faithfully adhere to the schedule for delivering the course.

(b) Determine the content of the course in accordance with current developments, as derived from the use of internationally established textbooks and scientific articles from the international literature, within the scope of the course objectives.

(c) Ensure to link the theoretical part of teaching with high-level practical applications, as these are applied in modern businesses.

(d) Maintain sufficient office hours to facilitate uninterrupted communication with students regarding matters related to their studies.

B. ADMISSION AND ATTENDANCE

Article 9: Categories of Candidates

9.1. Citizens of foreign countries inside or outside the European Union, who have graduated from high school (or equivalent school) physically located in a foreign country, are eligible to apply to "International Business and Technology" Program. Applicants who have attended the last two (2) years of high school (or equivalent school) in a foreign country with full attendance must present a high school diploma or other equivalent secondary education qualification entitling them to admission to higher education institutions in the country in which they have graduated.

9.2. Graduates of a foreign school of European Union's Member States or third countries, legally established and

operating in Greece, whose qualification entitle them to admission to higher education institutions based in the country whose educational curriculum is followed by the foreign school of graduation, provided that: a) they and their parents do not have Greek citizenship and b) they have attended at least the last two years of high school with full attendance.

Article 10: Number of Students – Selection Criteria

10.1. The number of students admitted per year is set at a maximum of sixty (60). At a specified period of time, announcement/invitation of call for admission applications is published on the IBT website, which specifies the following:

- Categories of candidates
- The necessary formal and substantive qualifications of candidates
- Dates for the submission of applications and relevant documentation

10.2. Candidates' applications are submitted electronically, collected, recorded by the Secretariat of the IBT's Supervising Department, and forwarded to the SPC.

10.3. Applications not accompanied by the required supporting documentation will not be considered in the selection process. Supporting documents will not be returned.

10.4. At a minimum, candidates must submit the following documents to the IBT's supervising department Secretariat:

- Application and CV
- A copy of a high school diploma, transcript, or other equivalent foreign secondary education qualification
- Proof of knowledge of the English language as defined in the announcement/invitation of call for admission applications
- Identification documentation (ID / passport)

10.5. The SPC is responsible for the evaluation of candidates who have timely submitted all the required documents. A conditional offer may apply.

10.6 The assessment of candidates is carried out in three stages:

- The first stage involves a screening of candidates' qualifications.
- In the second phase, the supporting documents are evaluated by the SPC according to specific criteria, in order to rank the candidates. On the basis of this ranking, the SPC determines the number of candidates to be called for an interview.
- An interview is conducted during the third phase.

The following will be taken into account in the assessment of each candidate's CV:

- High School Diploma Grade
- Grades in courses related to the cognitive subjects of the IBT Program.
- School work related to the subject areas of the IBT Program.
- Awards, distinctions.

- Training programs and seminars in subjects related to the IBT.
- Relevant volunteer activity.
- Adequate knowledge of the English language as defined in the invitation of call for admission applications each year.
- Certificates of proficiency in other foreign languages.

These criteria maybe modified or adjusted in each announcement/invitation of call for admission applications. After the completion of the procedure, the SPC conducts the final checks and decides on the admission of the candidates. Successful candidates are requested to validate their enrolment within a specified period of time. In the event of refusal, the first runner-up will be called immediately.

10.7. The selection procedure will be finalized one month before the beginning of the fall academic semester.

10.8. By registering, candidates accept, unconditionally, the terms and conditions of AUEB the IBT Program and the corresponding obligations. They are also required to pay the relevant tuition fees, with the first instalment being paid at a time specified by the Secretariat. The fees are to be deposited in a bank account of AUEB’s Research Center which will be indicated by the Secretariat to IBT students.

Article 11: Enrollment

11.1. Enrolment in the IBT begins with the student’s initial registration. The registration of admitted students takes place at the beginning of the fall semester.

11.2. Student status is obtained upon registration at the University, in accordance with the applicable AUEB provisions.

Article 12: Beginning of Studies

12.1. Adjustment week: At the beginning of the academic year, IBT organizes the “adjustment week”, which aims at the familiarization of new entrants with the curriculum and its operating procedures. A presentation of the curriculum is made by the teaching staff, a presentation of the Student Registry’s procedures is made by the Secretariat of AUEB’s Accounting and Finance Department, a presentation of the library’s operation is made by a librarian, and the use of the Computer Lab of the Program by the Computer Specialist.

12.2. The information on general issues is done through the website of the Program (<https://ibt.aueb.gr>) which may include the Academic Calendar, the Study Guide, the conferences and the events which take place, and the teaching staff. For issues concerning individual courses (detailed course outlines, emergency postponements-replacement of lectures) the information is disseminated through the e-Class platform. Students are obliged to check the announcement boards, the website of the IBT and their academic e-mail daily, as they are considered to have been informed since an announcement has been posted in the intended means of communication.

Article 13: Teaching

Teaching is conducted in person. Distance learning methods may be used in the following cases:

a) When teaching is provided by professors from foreign institutions, other Greek institutions, or collaborating professors.

- b) When teaching is provided as part of joint programs with foreign institutions.
- c) In cases of force majeure or emergency situations, as determined by a Senate decision, when in person instruction is not feasible.

Article 14: Conduct of Educational Activities

14.1. The allocation of courses and teaching assignments, as well as the weekly schedule for each academic semester, are determined by the SPC. The schedule is posted on the Program's website before the start of the semester, and students are notified through appropriate means.

14.2. Each course lasts thirteen (13) weeks. If a class is lost (regardless the reason), it should be replaced. This clause does not apply to bank holidays.

14.3. The weekly schedule includes the distribution of teaching hours for educational activities over the five (5) working days of the week, along with the names of instructors and the name/code of classrooms. Educational activities for each semester are spread across these five (5) working days. In exceptional cases, and only if deemed absolutely necessary, educational activities may take place over the weekend.

14.4. There must not exist an overlap in teaching hours for mandatory and elective courses of the same semester (or within the same specialization, if applicable) in the schedule.

14.5. The weekly schedule may be modified by decision of the Program's Director. If educational activities are not conducted for reasons of *force majeure*, the SPC may extend the academic semester based on a justified proposal, in accordance with the curriculum structure and the approved weekly schedule.

14.6 Instructors are required to upload the course syllabus, a detailed schedule of activities for all weeks, and any other relevant material or information onto the e-Class platform for the enrolled in the course students at the beginning of the semester.

14.7. Student exercises (laboratory, practical, tutorial, etc.), whether conducted on or off-campus are included in the academic schedule.

14.8. The academic calendar of each year will be posted to the Program's website at the end of the previous academic year.

14.9. The course selection is obligatory every semester and is done electronically. In the declaration of each semester, students include the courses of the current period that they wish to attend and be examined. Students cannot select the courses which, according to the curriculum, are taught a semester later than the one in which they are studying at the current time. If students do not include a course in their selection, then they cannot take part in the exams of the course in the current semester and in September's re-sit examination period.

Article 15 Academic Advisor

15.1. The Academic Advisor (AA) is a member of the teaching staff who provides guidance and support to students during their studies.

15.2. The AA has an advisory role concerning the academic progress of the students, is available for emergency meetings to offer assistance and referral to specialists in cases where personal problems/issues affecting their studies arise, monitors the students' progress, and encourages them to achieve their educational objectives in the best possible way.

15.3. The duties and all matters related to the AA role are defined by the SPC.

Article 16: Attendance

16.1. Students' attendance of courses, tutorials, exercises, laboratories, and generally all educational activities is conducted according to the Study Program, the weekly schedule, and the Internal Regulation of IBT.

16.2. Class attendance is mandatory and will be monitored. Extensive absences imply that a student has not achieved the desired learning experience that a course requires.

16.3. For purposes of mitigating circumstances, such as hospitalization or other serious matters, the Program allows students to miss up to 25% of class time. Students who have exceeded the 25% threshold of absences for serious mitigating circumstances will be referred to the Program's SCP.

Article 17: Evaluation of Students

17.1. Student evaluation may be conducted through written or oral exams, midterm assessments, written assignments, laboratory exercises, individual or group projects, a combination of different evaluation methods, or other methods appropriate to the specific nature and purpose of the educational activity. For written or oral exams, the integrity of the process must be ensured.

17.2. The course instructor (or instructors in cases of co-teaching) is responsible for choosing the appropriate evaluation method, as well as for the final grading. The way in which students are examined and graded should ensure impartiality, objectivity, transparency and consistency.

17.3. The evaluation methods, criteria, and process (e.g., number of midterm exams, assignments, performance evaluation, weight of various assessments, etc.) must be included in the course syllabus posted in the e-Class platform. If any changes are made, the instructor must update the syllabus and the relevant information in a timely manner.

17.4. Students' performance is assessed on a scale of 1-10. A student who fails a course examination will repeat it in the examination period of September.

17.5. Instructors are required to release the results of the examinations/assignments in their courses no later than thirty (30) days from the delivery of assignments.

Article 18: Awareness of Learning Differences and Neurodiversity

Attention is given to students with specific learning challenges/difficulties and neurodiversity issues. It is a core aim of IBT Program to ensure that these students can study on an equal basis with their peers. To achieve this objective, IBT offers technological and practical support, advice and guidance, as well as links to appropriately trained staff. The support provided includes, but is not limited to:

- Examination modifications/special assessment and grading arrangements (e.g. the possibility of an oral examination at the time of written examinations conducted by the teacher on the same subjects; and provided that the required

supporting documents for neurodiversity issues are provided by the student).

- Arrangements for use of specialized software.
- Study skills support.
- Advice to instructors on the nature of the individual learning challenges.

Article 19: Examination Period

The final exams take place at the end of the winter and spring term. Their duration is three weeks. The beginning of the examination period is announced at the beginning of every academic year, according to the “Academic Calendar” which is available on the Program’s website.

Article 20: Failure Grade

Grades lower than 5 are given when the student’s total performance in the course does not qualify for a passing grade.

Article 21: Re-sits

21.1. In the case of an initial failure of a course, students have the right to be reassessed prior to the commencement of the following academic year. An examination re-sit period is conducted in September for those who have not received a passing grade in courses of the fall or spring semester.

21.2. Only one re-sit per course is allowed.

Article 22: Ethics

22.1. Students are expected to distinguish themselves for their ethos, integrity and immaculate behavior during their studies in the IBT Program.

22.2. In case it is proved that a student has cheated in any course’s evaluation activity, then s/he loses all the courses of the current examination period (fall or spring correspondingly). The grade in the courses -even if it has been announced – will be cancelled and, in this case, the student should repeat the academic year.

Article 23: Plagiarism and other Forms of Misconduct

23.1. A breach of academic integrity includes any action or behavior likely to confer an unfair advantage, whether by advantaging the alleged offender or by disadvantaging another or others. Examples of such misconduct are plagiarism, supplying false documentation, and disruptive behavior in class or during examinations. Plagiarism in particular is strictly forbidden. Responsibility for reviewing breaches of academic integrity is assumed by the SPC.

23.2. An anti-plagiarism software will be used on random cases of students’ projects. Every incident of this kind will be directly reported to the Program Director and will be evaluated by the SPC. Depending on the seriousness of the situation, penalties may vary from a simple warning to expulsion from the Program.

Article 24: Evaluation of Courses and Instructors

24.1. The evaluation of each course and instructor is carried out by the Quality Assurance Unit (QAU) of AUEB during the last three teaching weeks of each semester.

24.2. The online course evaluation system is easy, convenient, secure, anonymous, and confidential.

24.3 In cases of severe student complaints, the SPC has the obligation to take appropriate measures (e.g. recommendation, replacement of the instructor) to deal with the problems identified.

24.4 The evaluation assessment is handed to the instructor after the end of the examination period.

Article 25: Complaints

25.1. Complaints are defined as specific concerns about the provision of a course / module or a program of study or related academic or non-academic service. When appropriate, a complaint is first resolved through informal discussion through the parties directly involved. If not resolved at that level, a formal complaint is submitted by the student through a predetermined form (retrieved at <https://ibt.aueb.gr>) to the Program's Secretariat within 14 days. Upon receipt of the complaint, the Secretariat forwards the complaint with all relevant documentation to the PC.

25.2. The guiding principle for the management of complaints / objections is respect for the diversity of students and the care for their individual needs.

Article 26: Tuition Fees

26.1 For the FLSP entitled "International Business and Technology", the amount of tuition fees per year sums up to six thousand euros (€6,000).

26.2. For the FLSP entitled "International Business and Technology", the total amount of tuition fees sums up to twenty-four thousand euros (€24,000).

26.3. The tuition fees may be modified following a proposal by the SPC and subsequent approval by AUEB's Senate. The tuition fees are used for the needs arising throughout the Program duration and not only in the semester to which they correspond. In case of discontinuation of studies, the paid fees are not refundable.

26.4. The payment of the tuition fee is made in three stages, as follows:

- Advance payment (60%) upon enrollment
- First Installment (20%) before December, 31.
- Second Installment (20%), before March, 31.

26.5. Any adjustment to the amount of tuition fees can only be made for a new academic year through a decision of the competent authorities, in accordance with the applicable provisions, and is not retroactive.

26.6. In case of non-compliance with financial obligations, the student is notified by the Secretariat of AUEB's Accounting and Finance Department. Failure to settle the respective tuition fee deprives the student of the right to participate in the semester exams.

Article 27: Scholarships

The IBT program provides scholarships for academic performance per academic year to students who pay tuition fees; based on academic criteria and following a decision of the SPC. Scholarships may cover part or the annual tuition fees. The amount of each scholarship cannot exceed €6,000 (the amount of tuition fees for one year).

Article 28: Classrooms

For the proper operation of the IBT Program, classrooms and seminar rooms are fully equipped with audiovisual equipment provided by the Institution.

Article 29: Completion of Studies

29.1. The maximum period of the Program's attendance is five (5) years; including the examination period of September.

29. 2. Students complete their studies and are awarded the IBT degree when they have successfully completed the minimum number of semesters required, passed all required courses as per the curriculum, and accumulated the necessary number of 240 credits (ECTS).

Specifically, to obtain a degree, students must:

- Successfully complete the mandatory courses of the curriculum.
- Successfully complete the elective courses of the curriculum.
- Successfully complete any other educational activities required by the curriculum (e.g. internships).

29.3. For the degree to be awarded, all University service obligations must be settled, including:

- Returning any borrowed books to University Library.
- Returning any borrowed equipment or educational materials to AUEB's labs.
- Returning the academic ID to the Secretariat of Accounting and Finance Department.
- Ensuring no financial obligations remain.

Article 30: Calculation of Degree and Graduation

30.1. The calculation of the degree grade is done according to the Ministerial Decision F141/B3/2166, (FEK 308 t. b. 18. 6.1987) and the provisions of par. 5 of Article 14 of Law 3374/2005. More specifically, the degree grade is calculated with an addition of all the products resulting from the multiplication of the grade of every course and every other graded educational activity (Internship) multiplied by one weight factor, which is defined by the number of ECTS credits corresponding to each one of them and subsequent division of the sum of these products divided by the sum of the weight factors corresponding to the total of the educational activities which are required for obtaining the degree. In the case of a passing grade in more than the required courses for obtaining a degree per course category, the additional courses examined chronologically last are not taken into account in the calculation of the degree grade.

30.2. IBT awards a degree, whose grade is given with an accuracy of two decimal digits and ranges from 5,0 up to 10,0.

The degree states the following descriptions according to the grade:

- From 5,00 up to 6,49: Good
- From 6,50 up to 8,49: Very Good
- From 8,50 up to 10,00: Excellent

30.3. The graduation ritual is set by decision of the SPC.

Article 31: Financial Management of the Program

31.1. The funding for the IBT Program may come from various sources, including AUEB's equity (up to 5%), donations, grants, endowments, sponsorships, research programs, EU programs, or other international organizations, as well as tuition fees and other sources, as specified by the current legislation.

31.2. The financial management and execution of the budget of the IBT Program is carried out by AUEB's Research Centre in accordance with the applicable regulations. The Director of the Program has the responsibility to comply with the decisions of all competent bodies.

31.3. The Director prepares a budget for each year of IBT operation. The budget shall be submitted for approval by the SPC within a reasonable period of time before the start of each new year of IBT operation.

31.4. Expenditure orders are issued in accordance with the approved budget under the responsibility of the Director of the Program. In the event that a substantial revision of the budget is required, it must be approved by the SPC.

31.5. The credit balance of a completed year may be transferred to the credit of the next year or allocated to another project of AUEB, following the recommendation of the SPC, with the decision of the Accounting and Finance Department's General Assembly and the approval of the Special Account Research Funds.

31.6. For matters not covered in this article, the SPC has the authority to decide.

C. COURSE PROGRAM

Article 32: Program Structure

32.1. The IBT Program starts in the fall semester of each academic year.

32.2. Courses are organized into semesters, take place on a weekly basis and are conducted in English language.

32.3. The Course Program, by specialization, at the time of drafting this Regulation, is structured as follows:

First Semester			
Course Title	Type	Hours per Week	ECTS
Management	Compulsory	3	6
Work and Organizational Psychology	Compulsory	3	6
Microeconomics	Compulsory	3	6
Introduction to CS and Programming (Python) (<i>incl. LAB</i>)	Compulsory	3	6
Mathematics for Business I (calculus)	Compulsory	3	6
Greek Language	Optional	3	noncredit course

Second Semester

Course Title	Type	Hours per Week	ECTS
Marketing	Compulsory	3	6
Financial Accounting	Compulsory	3	6
Macroeconomics	Compulsory	3	6
Data Structures, Programming and Algorithms (<i>incl. LAB</i>)	Compulsory	3	6
Innovation in Organizations: Knowledge, Creativity and the Processes of Innovation	Compulsory	3	6
Greek Language	Optional	3	noncredit course

Third Semester

Course Title	Type	Hours per Week	ECTS
Managerial Accounting	Compulsory	3	6
Consumer Behavior	Compulsory	3	6
Financial Management	Compulsory	3	6
Database Systems (<i>incl. LAB</i>)	Compulsory	3	6
Statistics I: Probability and Estimation	Compulsory	3	6

Fourth Semester

Course Title	Type	Hours per Week	ECTS
Corporate Finance	Compulsory	3	6
Organizational Behaviour	Compulsory	3	6
Analysis, Design and Management of Information Systems	Compulsory	3	6
Technology and Management (<i>incl. Lab on Enterprise Systems</i>)	Compulsory	3	6
Statistics II: Inference and Regression	Compulsory	3	6

CONCENTRATION: MLS -MANAGEMENT, LEADERSHIP AND STRATEGY

Fifth Semester

Course Title	Type	Hours per Week	ECTS
Strategic Management	Compulsory	3	6
International Management and the Global Firm	Compulsory	3	6
Conflict Management and Negotiations	Compulsory	3	6
CSR and Ethical Issues in Business and Technology	Compulsory	3	6
	Elective	3	3
	Elective	3	3
<i>List of electives (Two among the following)</i>			
Managing M&As and Strategic Alliances	Elective	3	3
Cross Cultural Communication	Elective	3	3
Management and Strategy Consulting	Elective	3	3
E business	Elective	3	3
Topics in Environmental, Social and Governance (ESG)	Elective	3	3

Sixth Semester

Course Title	Type	Hours per Week	ECTS
Personal Skills Development	Compulsory	3	6
Human Resource Management	Compulsory	3	6
Managerial Decision Making and O.R.	Compulsory	3	6

Financial Statement Analysis and Reporting	Compulsory	3	6
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	Elective	3	3
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	Elective	3	3
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List of electives (Two among the following)

Managing Family Business and SMEs	Elective	3	3
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Organizational Theory	Elective	3	3
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International Trade	Elective	3	3
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Business Process Modelling/Innovation	Elective	3	3
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Seventh Semester

Course Title	Type	Hours per Week	ECTS
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Entrepreneurship	Compulsory	3	6
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Digital Marketing and Social Media	Compulsory	3	6
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International Supply Chains and Logistics	Compulsory	3	6
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	Elective	3	3
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	Elective	3	3
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	Elective	3	3
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	Elective	3	3
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List of electives (Four among the following)

International Economics	Elective	3	3
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Theory and Practice of Economic Integration	Elective	3	3
Competing through Business Models	Elective	3	3
Digital Business Transformations	Elective	3	3
Project Management and Professional Practice	Elective	3	3

Eighth Semester

Course Title	Type	Hours per Week	ECTS
International Marketing	Compulsory	3	6
Strategy Implementation and Change Management	Compulsory	3	6
Internship related to Business Management	Compulsory		18

CONCENTRATION: TECHNOLOGY AND ANALYTICS

Fifth Semester

Course Title	Type	Hours per Week	ECTS
Strategic Management	Compulsory	3	6
Data Analysis	Compulsory	3	6
Mathematics for Business II (Algebra)	Compulsory	3	6
Cloud and DevOps	Compulsory	3	6
	Elective	3	3
	Elective	3	3

List of electives (two among the following)

E-business	Elective	3	3
Fin Tech Applications	Elective	3	3
Privacy and Legal Issues in Technology	Elective	3	3
Managing M&As and Strategic Alliances	Elective	3	3
Network Economics and Game Theory	Elective	3	3

Sixth Semester

Course Title	Type	Hours per Week	ECTS
Personal Skills Development	Compulsory	3	6
Business Intelligence and Data Engineering	Compulsory	3	6
Mobile and Web Application Development	Compulsory	3	6
Artificial Intelligence	Compulsory	3	6
	Elective	3	6
List of electives			
Visual Analytics	Elective	3	3
Consumer Analytics	Elective	3	6
Human Resource Management (Erasmus)	Elective	3	6
Information Systems Management (Erasmus)	Elective	3	6
Categorical Data Analysis	Elective	3	3

Seventh Semester

Course Title	Type	Hours per Week	ECTS
Entrepreneurship	Compulsory	3	6
Digital Marketing and Social Media	Compulsory	3	6
Applied Machine Learning	Compulsory	3	6
Financial Time Series Analysis	Compulsory	3	6
	Elective	3	3
	Elective	3	3

List of electives

Project Management and Professional Practice	Elective	3	6
Software Quality Assurance and Continuous Integration	Elective	3	6
Digital Business Transformations	Elective	3	3
IT and Cybersecurity	Elective	3	6
Fundamentals of Industry 4.0	Elective	3	3

Eighth Semester

Course Title	Type	Hours per Week	ECTS
The Strategic Management of Technological Innovation	Compulsory	3	6

Distributed Ledger Technologies (blockchain, digital currencies, crypto currencies, NFTs).	Compulsory	3	6
Internship related to Technology and Systems	Compulsory		18

32.4 For the teaching of an elective course, the corresponding number of students is set at a minimum number of eight (8). When this minimum is not met, the course will not be offered. In this case, students will need to select another course.

32.5. Amendments of the course curriculum and the redistribution of courses among the semesters can be done through decisions of the SPC.

Article 33: Internship

At the end of their studies (8th semester), IBT students are required to work in an organization of their choice for two (2) months full-time (40 hours a week) or three (3) months part-time (25 hours per week). In total, students will have to complete at least 320 hours of employment. Upon completion of the internship, students have to submit a written assignment related to the company that they have worked for. The purpose of the internship program is to help develop student knowledge, skills and abilities as outlined below:

- Recognize and understand the importance of professionalism and good behavior at work.
- Select the business sectors and types of companies / positions that they would be interested in continuing their professional career.
- Distinguish the difference between theory, as this has been taught in the lectures and the practice, as applied by companies today.
- Analyze the impact of external and internal factors on the performance of the organizations they were employed in.
- Apply theories and models taught in the courses to some of the best businesses and organizations in Greece and abroad.
- Propose well-argued and grounded actions to improve the performance of the organizations they have worked for.

D. RIGHTS AND OBLIGATIONS

Article 34: Students' Rights

Rights of IBT students within the educational process include:

- a) They enjoy social and other benefits arising from their status as students, both generally and specifically at AUEB. The student status is acquired upon enrolment in the Program and lasts until the degree is awarded.
- b) They are free to express their opinions on educational and other issues, within the framework of academic freedom and respecting AUEB's code of ethics.

- c) They evaluate the work of faculty members, educational staff, and all categories of staff, as well as the quality and effectiveness of educational and other services, in accordance with legal provisions and the regulations of the Program and the University.
- d) They are provided with full information regarding the curriculum, educational obligations, and rules and conditions for pursuing uninterrupted studies.
- e) They submit requests to the administrative services of the Program or University and are expected to be served promptly and efficiently.
- f) They use the facilities, infrastructure, and resources of AUEB according to University's regulations.
- g) They benefit from social and other services available to students in general and specifically to AUEB students.
- h) They submit reports and requests to the competent University bodies concerning issues related to their education.
- i) They have the right and obligation to issue an academic identity card through the Ministry of Education and Religious Affairs,
- k) They have full access to the AUEB services and to enjoy the same rights as students of the Greek-language programs of the Institution.
- l) Students, upon written application to the Program Secretariat, have the right to interrupt/suspend their studies for as many semesters, consecutive or not, as they wish, which, however, cannot exceed the number of two (2). The relevant procedure is initiated by a written application of the interested student to the Accounting and Finance's Department Secretariat, accompanied by the necessary documents, as the case may be, and is evaluated by the SPC. If the application is accepted by the Committee, these semesters are not considered as a period of study and, consequently, are not counted towards the maximum duration of study. Student status, with all the rights deriving from it, is temporarily interrupted at the time of studies' interruption, unless the interruption is due to proven health reasons or reasons of *force majeure*, according to the relevant decision of the Committee, in which case it is maintained. Regarding the regulation on the management of student complaints and objections of the IBT, the student's Academic Advisor is initially informed, then the matter is referred to the SPC.

Article 35: Students' Obligations

Students enrolled in the Program are required to:

- Attend the courses and activities of the current curriculum without interruption.
- To submit the required coursework on time and within the prescribed deadlines.
- Attend the projected examinations.
- Meet their financial obligations.
- Respect and comply with the decisions of the Program's governing bodies and academic ethics.
- Participate in educational activities, conferences, workshops, symposia, etc. organized by the Program.

Failure to comply with all of the above without a serious and documented justification might be a reason for the student's exclusion from the Program.

E. TRANSITIONAL PROVISIONS

Article 36. Amendments to the Regulation

36.1. The provisions of the present IBT Internal Regulation may be amended, after a documented recommendation of the SPC and further approval by the competent bodies.

36.2. For those issues not provided for by the Internal Regulations for the operation of the IBT, the SPC or the Senate of AUEB are the responsible competent entities.

Article 37. Final Provisions

This regulation comes into effect upon its approval by the Senate of AUEB and is published on the Program's website for the information of all students and instructors.