ΟΙΚΟΝΟΜΙΚΟ ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΘΗΝΩΝ

ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS

INTERNAL REGULATION

/ibt international business & technology

Study **business & technology** in one of Europe's leading Universities

Bachelor in International Business & Technology

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PREFACE

The Foreign Language Undergraduate Study Program (FLSP) - Bachelor of Science (B.Sc.) - in International Business and Technology (IBT) was established by the 18/9-01-2024 decision of the Senate of the Athens University of Economics and Business (AUEB), following 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, 16/13-12-2023 and 16-16 19/31-05-2023 of the Assemblies of all academic Departments of the Foundation, namely: International and European Economic Studies, Management Science and Technology, Accounting and Finance, Marketing and Communication, Business Administration, Economics, Informatics and Statistics.

The FLSP in International Business and Technology (IBT) has an interdisciplinary character and its foundation is based upon the special protocol of cooperation signed between all the Departments of AUEB responsible for its organization.

The FLSP in International Business and Technology (IBT) aspires to: (a) fill the gap found in foreign language higher education in the Greek academic map in topics that constitute the common ground of administrative science and technological applications, (b) train future professionals in the 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.

The Program will also provide its graduates with access to postgraduate studies and doctoral programs offered by Greek and foreign university institutions.

The members of the teaching and research staff (T.R.S.) of the Program come from all the Departments of AUEB that co-organize it, thus possessing important theoretical and empirical knowledge not only in the fields of Business Administration, International Business and Technology Management but also in those of Economics, Informatics and Statistics. The FLSP also aspires to attract professors from foreign universities popular for their international excellence, prestige and recognition, as well as researchers with an international academic career, experience in multicultural environments and an active presence in research and the labor market, ensuring high quality teaching and international orientation.

The educational approach of the IBT Program emphasizes the fundamentals of business and the modern technological applications, tools and/or methodologies that support the modern business in 21st century.

The content of the FLSP in International Business and Technology (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. measurement, description, evaluation, prediction, optimization and utilization of data that focus on technological developments and applications.

LIST OF ABBREVIATIONS

B.Sc.: Bachelor of Science

IBT: International Business and Technology

H.E.I.: Higher Educational Institution

T.R.S.: Teaching and Research Staff

SPC: Study Program Committee

FLSP: Foreign Language Program/Undergraduate Studies

AUEB: Athens University of Economics and Business

TABLE OF CONTENTS

PREFACE .....

List of Abbreviations

A.GENERAL PROVISIONS **9**

Article 1: Object – Purpose 9

Article 2: Vission and Mission 9

Article 3: Degree 10

Article 4: Learning Outcomes 11

Article 5: Language of the Program 11

Article 6: Duration of Studies 12

Article 7: Management of IBT 12

Article 8: Teaching Staff 14

Article 9: Protection of Personal Data (GDPR) 16

B. ADMISSION AND ATTENDANCE 17

Article 10: Categories of Candidates 17

Article 11: Number of Students – Selection Criteria 17

Article 12: Registration 19

Article 13: Beginning of Studies 20

Article 14: Teaching 20

Article 15: Conduct of Educational Activities 20

Article 16 Academic Advisor 22

Article 17: Participation - Presences 22

Article 18: Students' Evaluation 23

Article 19: Awareness of Learning Difficulties and Neurodiversity 23

Article 20: Examination Period 24

Article 21: Failure Grade 24

Article 22: Retake examinations 26

Article 23: Ethics 24

Article 24: Plagiarism amd other Forms of Misconduct 26

Article 25: Evaluation of Courses and Instructors 26

Article 26: Complaints - Objections 26

Article 27:Tuition Fees – Financial Obligations of Students 27

Άrticle 28: Scholarships -Financial Aid 29
Άrticle 29: Classrooms and Logistics Infrastructure 30
Άrticle 30: Completion of Studies 30
Άrticle 31: Degree Calculation and Graduation Certification 32
Άrticle 32: Right to re-mark courses 31
Άrticle 33: Financial Management of the Program 32
Γ. COURSE PROGRAM 32
Άrticle 34: Program Structure 32
Άrticle 35: Internship 38
Άricle 36: Transfer of Credits – Courses Recognition 37
Δ. STUDENT WLEFARE, STUDENTS'RIGHTS AND OBLIGATIONS 39
Άrticle 37: Student Welfare 39
Άrticle 38: Students' Rights 40
Άrticle 39: Students' Obligations 41
E. TRANSITIONAL PROVISIONS 42
Άrticle 40. Amendments to the Regulation 42
Άrticle 41. Final Provisions 42

A. GENERAL PROVISIONS

ARTICLE 1: OBJECT – PURPOSE

1.1. The Athens University of Economics and Business (AUEB) organizes and operates, from the academic year 2025-2026, the Foreign Language Undergraduate Study Program (FLSP) at "International Business and Technology" (IBT – International Business and Technology) in accordance with the provisions of this regulation and the provisions of Law 4957/2022 (Official Gazette A' 141, as applicable from time to time). The administrative support of FLSP is provided by the Department of Accounting and Finance of AUEB as its supervising academic department.

1.2 The FLSP in "International Business and Technology" (hereinafter the IBT FLSP) is designed in such a way as to effectively apply the principles provided for in article 101 of Law 4957/2022 regarding Foreign Language Undergraduate Study Programs which should aim to promote knowledge, are governed by scientific consistency and meet conditions that guarantee a high quality of undergraduate studies.

1.3. The purposes of the IBT FLSP are:

(a). The promotion of modern academic knowledge and research in the fields of international administration, technological management and innovation. The IBT FLSP seeks to foster a dynamic learning environment that encourages critical thinking, scientific investigation and the creation of new knowledge. Through the systematic integration of the latest theoretical approaches, research findings and technological developments in the teaching process, the program contributes to the evolution of the relevant scientific fields and to the strengthening of the international academic presence of AUEB.

(b). The creation of highly qualified professionals and socially responsible, that is, future business leaders and managers capable of facing the challenges rooted in international competitive imperatives, possessing the appropriate ethical framework, knowledge and skills consistent with contemporary demands for extroversion, technological adaptation and sustainability.

(c). The attraction of students from all over the world, who will contribute to the promotion and establishment of AUEB as one of the most recognized academic Institutions providing high quality educational services, but also of Greece as a leading destination country for international educational and research activities.

(d). The formation of a constantly updated structure of the IBT FLSP in international trends to cordially support the administrative, management, economic and technological dimensions of complex industrial and business systems. After the successful completion of the IBT CSP, its graduates will be able to effectively face the multidimensional challenges encountered in different spaces and markets.

(e). Orientation to empirical reality. Internships, group assignments and a multitude of case studies prepare students for their entry into the job market as executives and/or future leaders of international and domestic organizations. Also, the purpose of the IBT FLSP is to offer its graduates knowledge and skills related to the entire range of functions of an organization. It also emphasizes contemporary issues concerning the science of technological management and how a business can deal with recent technological challenges.

ARTICLE 2: VISION AND MISSION

2.1. The vision of the IBT FLSP is to form a new generation of international leaders that combine business insight, technological innovation and global liability.

2.2. The general mission of the IBT FLSP is identified with the mission of AUEB which is to create and distribute knowledge in all areas that serve the national and international economy and society, as well as to train responsible citizens.

2.3. A more specialized mission of the IBT FLSP is to cultivate international students a truly global perspective and equip them with the knowledge and skills needed to lead in the modern international business and technology environment. The Program combines high-quality academic education with expertise in business administration, international entrepreneurship and technological application management, preparing graduates capable of meeting the demands of the global market.

ARTICLE 3: DEGREE

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

(a). Management, Leadership and Strategy.

(b). Technology Analytics.

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

(a). International and European Economic Studies.

(b). Management Science and Technology.

(c). Marketing and Communication.

(d). Business Administration.

(e). Economics.

(f). Informatics.

(g). Statistics.

and in accordance with the institutional framework of Law 4957/2022 for the organization of FLSP by Greek Higher Educational Institutions.

3.3. The degrees and certificates of the IBT FLSP are issued in English.

ARTICLE 4: LEARNING OUTCOMES

4.1. The IBT FLSP must provide its students with a diverse learning environment by offering fundamental business knowledge and skills, while also specializing in technology courses, to create future leaders and active citizens who will contribute to society.

Upon graduation, students will be able to:

a) Understand international business and apply quantitative tools and information technology,
b) Identify, interpret and analyze the fundamental administrative, technological, social, and economic issues and challenges that business should address,
c) 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,
d) Integrate insights from different scientific fields related to business administration, and apply appropriate theories, models and techniques, to effectively analyze the internal and external environment of a modern organization and make informed strategic decisions,
e) Propose rational actions and action plans to improve organizational performance and sustainability with an emphasis on entrepreneurship and innovation,
f) Recognize, understand, evaluate and analyze issues of multiculturalism, environmental sustainability and ethical governance to prepare them to act as responsible citizens and professionals,
g) Demonstrate ability to combine management knowledge with technological advancements and to critically evaluate real practice applications,
h) Search for, use and critically evaluate scientific data and information from multiple sources to support and justify choices and actions,
i) Systematically follow scientific developments and critically incorporate new practices and methods into their work,
j) Demonstrate interpersonal and collaborative skills, develop successful professional relationships, and establish effective partnerships with colleagues and professionals,
k) 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

5.1. The teaching, research activities and other procedures in the IBT FLSP related to the implementation of its mission are implemented exclusively using the English language.

5.2. The administrative procedures in the IBT FLSP are implemented using the Greek language to the extent that IBT FLSP students are not involved. Reports and administrative

documents intended for the use of students of IBT FLSP or outside AUEB can be drawn up in Greek and/or English depending on their purpose.

5.3. In the event of a discrepancy between a Greek and an English version of administrative documents, the Greek version shall prevail unless otherwise provided.

ARTICLE 6: DURATION OF STUDIES

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

6.2. The maximum permitted duration of study at IBT FLSP is set at six (6) academic years, i.e. two (2) years beyond the normal (foreseen) duration of studies of four (4) years.

6.3. This increase aims to ensure the quality, entirety and academic competence of the Program, considering the requirements of teaching and evaluation in a foreign language, as well as its international character.

6.4. Students who enroll in the IBT Undergraduate Program following a transfer or recognition of studies from a higher education institution abroad are considered to be commencing a new course of study in the Program. Their previous academic trajectory is not counted toward the duration of studies. The recognition of courses and ECTS credits is carried out in accordance with the applicable legislation and the decisions of the competent bodies of the Department. Such recognition may reduce the time required for completing the Program, without affecting the maximum permitted duration of studies.

6.5. Students must complete all their academic obligations within the maximum permitted duration of study. Extensions are granted only in the cases provided by the current legislation and in articles 76–80 of Law 4957/2022 and in the relevant decisions of competent bodies of the Foundation or following a specially reasoned decision of the competent bodies of the AUEB.

ARTICLE 7: MANAGEMENT OF IBT

7.1. 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:

a) The Senate of AUEB.

b) The Study Program Committee (SPC) consists of seven (7) members representing AUEB's participating departments.

c) The Director of the IBT FLSP program.

d) The Assembly of the Department of Accounting and Finance, as IBT's Supervising Department.

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

(a). It approves the establishment of the IBT FLSP, following the recommendation of all Assemblies of the Departments of the AUEB, as well as the amendment of the decision to establish the FLSP, following the recommendation of the SPC.

(b). It approves the Internal Regulation of the FLSP as well as its amendment following the recommendation of the SPC.

(c). It sets up the SPC and appoints the Director of the IBT FLSP following a suggestion from the Assemblies of the Departments of AUEB.

(d). It approves the abolition of the IBT FLSP, following a suggestion by the SPC.

(e). It practices all other responsibilities related to academic, administrative, financial and organizational matters of the IBT FLSP, which are not assigned to other bodies.

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

(a). It recommends to the Senate the amendment of the decision to establish the IBT FLSP, as well as any other issue related to its operation, for which the Senate is the competent body.

(b). It assigns the teaching work among the instructors of the IBT FLSP.

(c). It draws up the annual budget of the IBT FLSP.

(d). It approves all costs for the operation and promotion of the IBT FLSP.

(e). It determines the successful completion of the curriculum in order to award the degree.

(f). It practices all other powers related to the organization, administration and management of the IBT FLSP.

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

7.4. The Director of the IBT FLSP has the following responsibilities:

(a). Chairs the SPC of the IBT FLSP and convenes its meetings.

(b). Suggests to the SPC of the IBT FLSP and to the other bodies of the H.E.I. issues related to the effective operation and management of the IBT FLSP.

(c). Is the Scientific Director of the IBT FLSP and responsible for the execution of the IBT Undergraduate Program budget

The Assembly of the Supervising Department has the following responsibilities:

(a). Issues degrees and certificates of the IBT FLSP.

(b). Provides consultation for the establishment, merger, renaming and removal of specialization directions of the IBT FLSP.

(c). Approves the list of educational material.

7.5. In support of the operation of the IBT FLSP and its students, the following are provided:

(a). The administrative and secretarial support of the IBT FLSP is provided by the Department of Accounting and Finance, the supervising department, as well as by Student Club of the Student Welfare Department of AUEB (b). The administrative staff of AUEB, involved in the administrative and secretarial support of the IBT FLSP, outside their regular working hours or the usual workload at the University, will receive additional compensation for the services they provide in accordance with the current legislation and as specifically provided for in article 104 of Law 4957/2022.

(c). The support of the selected students until their registration in the IBT FLSP and the acquisition of student status, for any procedural and/or operational issues of their entry and stay in the country, as well as for their integration into the academic community of AUEB, is provided by the Student Club of the Student Welfare Department of AUEB, under the supervision of the Director of the IBT FLSP. This support may be extended even after obtaining student status, following an evaluation judgment of the Director of the IBT FLSP.

(d). In cases where it is required, external partners may be hired for the administrative and secretarial support of the IBT FLSP, in accordance with the applicable legislation. When the employment of the above external partners is financed by the resources of the IBT FLSP, their recruitment requires a decision by the IBT FLSP, following the suggestion of its Director, as defined in the current legislation. The scope of work, the form of work and the other contractual obligations of the above external partners are determined by the SPC of the IBT FLSP.

ARTICLE 8: TEACHING STAFF

8.1. The teaching work of the FLSP is distributed by decision of the SPC to instructors with a subject related to the field of study assigned to them. The instructors at the IBT FLSP are selected from among the following categories:

(a). Members of T.R.S. of the Department or other Departments of the same or another Higher Education Institution (H.E.I.) with additional employment beyond their legal obligations as defined in article 155 of Law 4957/2022.

(b). Emeritus Professors or retired members of T.R.S. of the Department or other Departments of the same or another H.E.I.

(c). Members of Special Educational Staff (S.E.S.), Laboratory Teaching Staff (L.T.S.) and Special Technical Laboratory Staff (S.T.L.S.) of H.E.I, who hold a PhD and have teaching experience, as well as sufficient scientific, writing or research activity,

(d). Authorized instructors.

(e). Visiting professors and visiting researchers.

(f). Researchers on fixed-term contracts.

(g). Researchers and special functional scientists of the research centers of article 13A of Law 4310/2014 (A' 258) or other research organizations of the country and abroad, who hold a doctorate and have teaching experience and sufficient scientific, writing or research activity,

(h). Post doctors and young scientists, holders of a minimum doctorate degree, who have specialized knowledge or relevant experience in the subject of the IBT FLSP.

(i). Adjunct professors.

8.2. The teaching tasks of the IBT FLSP are carried out by decision of the SPC, following the suggestion of the Director of the IBT FLSP. Teaching assignments are announced no later than the start of each academic semester and include the instructors, courses, educational activities and the total number of teaching hours assigned per teacher according to the curriculum per academic semester.

8.3. All categories of teaching staff are paid from the resources of the IBT FLSP, in accordance with the conditions and limitations of Law 4957/2022.

8.4. With a justified decision of the SPC, the teaching assignments can be modified during the academic year.

8.5. The instructors of the IBT FLSP must:

(a). To faithfully adhere to the course delivery schedule.

(b). To identify the content of the course according to current developments, as resulting from the use of internationally recognized books and scientific articles from the international bibliography, within the scope of the course objectives.

(c). To ensure the connection of the theoretical part of teaching with high-level practical applications, as they are applied in modern businesses.

(d). Maintaining adequate office hours will facilitate continuous communication with the students on matters related to their studies.

(e). To comply with all their prescribed obligations in accordance with Greek legislation and the applicable regulations and policies of AUEB.

(f). To use modern pedagogical teaching methods and tools, including interactive techniques, case studies, simulations and digital applications, to enhance the active participation of students.

(g). To ensure that teaching materials, presentations and communications are provided in the English language with a high level of clarity and academic quality, as required by the nature of the IBT FLSP.

(h). To promote an inclusive and multicultural learning environment, taking into account the diversity of students in terms of their cultural, linguistic and educational background.

(i). To provide prompt and documented feedback to the work, examinations and other evaluations, in accordance with the Program's schedules and policies.

(j). To cooperate with the SPC of the IBT FLSP for the continuous improvement of the content, structure and quality of teaching.

(k). To participate, when requested, in committees, meetings and quality assurance procedures related to the Program.

(l). To adhere to principles of academic ethics, including transparency in evaluation, equal treatment of students and protection of academic integrity.

(m). To have taken note of the internal operating regulations of IBT FLSP.

8.6. The Director of the IBT FTAA has the responsibility of checking that the teachers of the IBT FTAA comply with the provisions of paragraph 8

ARTICLE 9: PROTECTION OF PERSONAL DATA (GDPR)

9.1. AUEB, as the data controller within the meaning of Article 4(7) of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 (GDPR), processes the personal data of applicants, students, graduates, instructors, and collaborators of the IBT Undergraduate Program in accordance with the provisions of the GDPR, Law 4624/2019 ("Hellenic Data Protection Authority and measures implementing Regulation (EU) 2016/679"), and AUEB's Data Protection Policy, on the basis of Article 6(1) GDPR and Article 5 of Law 4624/2019.

9.2. The data collected include, indicatively: identification data, contact details, academic data, financial obligation data, data related to participation in educational activities, data related to the use of electronic platforms, as well as special categories of personal data. Where one of the lawful bases of Article 9(2) GDPR and Articles 22–26 of Law 4624/2019 applies, special categories of personal data under Article 9(1) GDPR may also be collected. Specific provisions regarding neurodiversity-related data are set out in Article 19 of this Regulation.

9.3. The purposes of processing are grounded in the lawful bases of Article 6(1) GDPR and further specified in Law 4624/2019. These purposes include the management of student status, the provision of educational services, the evaluation of courses and instructors, the management of financial obligations, participation in mobility programs, quality assurance, and compliance with the Institution's legal obligations (Article 6(1)(b), (c), and (e) GDPR; Articles 5–7 of Law 4624/2019).

9.4. The processing of special categories of personal data is carried out only when strictly necessary, in accordance with the principle of data minimization under Article 5(1)(c) GDPR, and provided that one of the exceptions of Article 9(2) GDPR and Articles 22–26 of Law 4624/2019 applies, particularly for the purpose of providing academic accommodations under Article 19 of this Regulation, based on the explicit consent of the data subject (Article 9(2)(a) GDPR) or for reasons of substantial public interest (Article 9(2)(g) GDPR).

9.5. Personal data are retained only for as long as necessary to achieve the purposes of processing, in accordance with the storage limitation principle under Article 5(1)(e) GDPR. Certain categories of data may be retained for longer periods where required by a legal obligation (Article 6(1)(c) GDPR). Specific retention periods are detailed in AUEB's Records Retention Policy, issued in accordance with the requirements of the GDPR and Law 4624/2019.

9.6. Access to personal data is granted only to authorized bodies and members of the Institution's staff, based on the principles of access minimization and confidentiality under Article 5(1)(f) GDPR. Third-party collaborators acting as processors (e.g., e-Class providers, internship providers, Erasmus partners) have access solely for purposes related to the operation of the Program, under written data processing agreements pursuant to Article 28(3) GDPR, which ensure compliance with the principles of the GDPR and Law 4624/2019.

9.7. All data subjects retain the rights provided under Articles 12–22 GDPR, namely: (a) right of access (Article 15 GDPR), (b) right to rectification (Article 16 GDPR), with corresponding notification obligations to third parties (Article 19 GDPR), (c) right to erasure/right to be forgotten (Article 17 GDPR), (d) right to restriction of processing (Article 18 GDPR), (e) right to data portability where processing is based on consent or contract (Article 20 GDPR), (f) right to object (Article 21 GDPR), (g) right not to be subject to automated individual decision-making (Article 22 GDPR), (h) right to withdraw consent where consent is the legal basis for processing (Article 7(3) GDPR), and (i) right to lodge a complaint with the Hellenic Data Protection Authority (HDPA) (Article 77 GDPR). Requests for the exercise of these rights are submitted to AUEB's Data Protection Officer (DPO) and are examined within one (1) month of receipt, with the possibility of extension by up to three (3) months for complex requests, pursuant to Article 12(3) GDPR.

9.8. As a public body, AUEB has appointed a Data Protection Officer (DPO) in accordance with Articles 37, 38, and 39 GDPR and Articles 9, 10, and 11 of Law 4624/2019. The DPO's contact details are published on the Institution's official website and provided to students upon enrollment.

9.9. In cases of cooperation with universities or entities outside the EU/EEA, the transfer of personal data is carried out exclusively on the basis of the safeguards provided under Articles 45–49 GDPR and Article 28 of Law 4624/2019. Specifically, transfers are permitted: (a) on the basis of an Adequacy Decision of the European Commission when the third country ensures an adequate level of protection (Article 45 GDPR), (b) through Standard Contractual Clauses (SCCs) approved by the European Commission (Article 46(2)(c) GDPR), (c) through Binding Corporate Rules (BCRs) approved by a competent supervisory authority (Article 47 GDPR), (d) through approved codes of conduct or certification mechanisms (Article 46(2)(e) & (f) GDPR), and (e) exceptionally, based on the explicit consent of the data subject or for reasons of important public interest, particularly in the context of academic research (Article 49(1)(a) & (d) GDPR). No data transfer is carried out without adequate protection safeguards. AUEB maintains a record of all transfers to third countries and cooperates with the HDPA as the competent supervisory authority overseeing such transfers.

9.10. The use of AUEB's electronic services (e-Class, email, student registry, evaluation platforms) is governed by the Institution's information security policies, which are available on AUEB's official website. In particular, AUEB implements appropriate technical and organizational security measures pursuant to Article 32(1), (1)(a), (1)(b), and (1)(d) GDPR and Article 32 of Law 4624/2019, including: (a) access control, (b) encryption and pseudonymization of data, (c) secure storage ensuring confidentiality and availability, (d) periodic audits and assessment of the effectiveness of security measures, (e) password management policies, and (f) acceptable use policies for electronic services.

9.11. In the event of a personal data breach, AUEB: (a) immediately activates its incident response procedure, assessing the nature, scope, and potential consequences of the breach; (b) notifies the HDPA within 72 hours of becoming aware of the breach, in accordance with Article 33 GDPR, unless the breach is unlikely to result in a risk to the rights and freedoms of natural persons; (c) informs data subjects without undue delay when the breach is likely to result in a high risk to their rights and freedoms, in accordance with Article 34 GDPR; and (d) promptly takes corrective measures to mitigate the consequences and prevent recurrence.

9.12. When processing is likely to result in a high risk to the rights and freedoms of natural persons, AUEB conducts a Data Protection Impact Assessment (DPIA) in accordance with Article 35 GDPR, prior to the commencement of processing. Indicative cases requiring a DPIA include: (a) the student registry and evaluation platforms, (b) electronic attendance recording, (c) student behavior assessment, and (d) processing of special categories of personal data under Article 9(1) GDPR. If the DPIA indicates that processing continues to pose a high risk despite the measures taken, AUEB engages in prior consultation with the HDPA in accordance with Article 36 GDPR.

9.13. AUEB provides full and transparent information to students upon enrollment, in accordance with Articles 13 and 14 GDPR, regarding: (a) the categories of data collected and processed, (b) the purposes and legal bases of processing, (c) their rights as data subjects and how to exercise them, and (d) the Institution's data protection policies. This information is provided through the Program's website, the Study Regulations, and AUEB's policies, in clear and comprehensible language, in accordance with the Transparency Principle under Article 5(1)(a) GDPR.

B. ADMISSION AND ATTENDANCE

ARTICLE 10: CATEGORIES OF CANDIDATES

10.1 According to article 101 of Law 4957/2022 and the institution act of the Senate, the IBT FLSP addressed entirely to foreign citizens of countries inside or outside the European Union who are:

(a). graduates of high schools or equivalent schools physically located in a foreign country. Those interested, if they have attended the last two (2) classes of the high school or an equivalent school in a foreign country, present a high school diploma or other equivalent

secondary education qualification, which gives them the right to enter the higher education institutions of the country in which they graduate,

(b). graduates of a recognized foreign school of other member states of the European Union or third countries, legally established and operating in Greece, the title of which entitles them to admission to the institutions of higher education based in the country whose educational curriculum is followed by the foreign school graduation, provided: (ba) they and their parents do not have Greek citizenship and (bb) have attended at least the last two (2) grades of high school with full-time education.

10.2 When interpreting this article in accordance with European and international law in the case of multi-indigenous people who bear Greek citizenship and citizenship of another state (member or non-member of the EU), they should be given the right to enroll in the foreign-language paid undergraduate study program.

ARTICLE 11: NUMBER OF STUDENTS – SELECTION CRITERIA

11.1. The number of entrants per year is set at a maximum of sixty (60). Students coming from international bilateral agreements will be in addition to the number of entrants to the program and are not included in the above limit.

In a specified period, the announcement/call for applications to participate shall be published on the IBT SPC website, which shall specify the following:

(a). Categories of candidates.

(b). The necessary formal and substantive qualifications of the candidates.

(c). Dates for the submission of applications and relevant documentation.

11.2. The number of admissions may be revised by decision of the Senate, following the suggestion of the SPC of the IBT FLSP, considering the academic, organizational and operational needs of the Program, as well as the international demand conditions. Each change is approved in accordance with the applicable institutional framework.

11.3. Applicants' applications are submitted electronically, collected, and recorded by the Secretariat of the Supervising Department of the IBT FLSP with the support of the Student Welfare Department and forwarded to the SPC of the IBT FLSP.

11.4. Applications deemed inadmissible are not considered during the selection process.

11.5. Applicants must submit the following documents along with their application:
(a). Application and CV.
(b). Copy of high school diploma, transcript or other equivalent secondary school qualification abroad.
(c). Proof of knowledge of the English language as defined in the announcement or call for applications.
(d). Identification documents (identity card/passport).

11.6. The SPC of the IBT FLSP is responsible for the evaluation of the candidates who have submitted all the required supporting documents on time.

11.7. The evaluation of candidates takes place in four stages:
(a). The first stage includes the verification of the formal qualifications of the candidates carried out by the Secretariat of the Supervising Department of the FLSP, which is responsible for the administrative and control of the supporting documents.
(b). In the second phase, the supporting documents are evaluated by the SPC of the IBT FLSP according to specific criteria, to rank the candidates. Based on this ranking, the SPC determines the number of candidates to be called for an interview.
(c). During the third phase, an interview is conducted.
(d). The SPC of the IBT FLSP, considering the result of the interview, draws up the hierarchical list of accepted candidates.

11.8. In assessing the CV of each candidate, the following shall be considered, inter alia:
(a). High School Certificate grade or a grade of the current and previous school year formed by the date of examination of the application if the candidate is in the last year of studies in the equivalent secondary education.
(b). Grades in courses related to the subjects of the IBT FLSP.
(c). Homework assignment on the thematic sections of the IBT FLSP.
(d). Awards, honors.
(e). Training programs and seminars on issues related to IBT FLSP.
(f). Related voluntary activity.
(g). Adequate knowledge of the English language.
(h). Certificates of proficiency in other foreign languages.
These criteria may be modified or adapted to each announcement/call for admission applications.

11.9. The selection process will be finalized one month before the start of the winter academic semester. Based on the hierarchical list of accepted candidates, the Secretariat of the Supervising Department of the IBT FLSP sends a letter of acceptance to the successful candidates calling them to confirm their registration within a specified period of time by submitting the advance payment of the first academic year within a reasonable and time-bound period, the expiry of the time limit is equivalent to a refusal of acceptance. In case of refusal, the next runner-up will be called immediately.

11.10. As an exception, and only in special cases documented by the Secretariat of the Supervising Department of IBT FLSP and approved by its Director, candidates may be accepted after the completion of the formal selection process, up to the start date of the winter semester or, at the latest, within two (2) weeks from it. These late acceptances do not affect the order of ranking of the candidates nor the total number of entrants.

ARTICLE 12: REGISTRATION

12.1. Registration at the IBT FLSP begins with the first registration of the student. Entrants are registered at the beginning of the winter semester. For reasons of exceptional need, the SPC of the IBT FLSP may, following a reasoned request from the interested party, decide that registration can take place no later than the first week of November of the academic year of admission.

12.2. An exceptional need means circumstances that could not be foreseen or avoided by the candidate (such as a serious health problem, force majeure, delay in issuing travel documents for reasons independent of him). Late registration applications that are not accompanied by documentation are not being considered.

12.3. Student status is acquired by enrolling in the University, in accordance with the current regulations of AUEB.

12.4. By registering, candidates accept the terms and conditions of the IBT FLSP and the subsequent obligations. They are also obliged to pay the relevant tuition fees in accordance with the provisions of article 27 of this regulation. The advance payment and tuition fees will be deposited into a bank account of RC/AUEB, which will be indicated by the Secretariat of the Supervising Department of the IBT FLSP to its prospective students.

12.5. The prospective student, before enrolling, takes cognizance of this regulation, the Code of Ethics and Best Practice of Athens University of Economics and Business (B' 7257/2022) and declares in writing that he accepts them. The Secretariat of the Supervising Department of the IBT FLSP is responsible for the collection, maintenance and archiving relevant declarations of acceptance.

12.6. The prospective student bears sole responsibility for the accuracy, authenticity and legality of the supporting documents submitted by them, as well as for the fact that the secondary education qualification they present gives them the right of access to higher education in the country of its publication. By submitting their supporting documents, the candidate responsibly declares that they meet the above conditions. The Secretariat of the Supervising Department of the IBT FLSP collects and files the relevant statements.

12.7. All data regarding registration is processed in accordance with the rules governing Personal Data Protection

12.8. In the event that, after registration, it is established that the student submitted false, falsified or non-genuine information or supporting documents, their registration may be canceled and the student may be deleted from the IBT FLSP, after a previous call to provide explanations and issuance of a reasoned decision by the competent bodies of the Institution. AUEB reserves the right to exercise all its legal rights to defend its interests and academic integrity.

ARTICLE 13: BEGINNING OF STUDIES

13.1. At the beginning of the academic year, the IBT Program organizes the "week of adaptation", which aims to familiarize new entrants with the curriculum and its operating

procedures. The curriculum is presented by the teaching staff, the procedures of the Student Register are presented by the Secretariat of the Supervising Department of IBT FLSP, the Library is presented by a librarian and the Program's Computer Laboratory by a specialized employee in the field of Information Technology.

13.2. Information on general subjects is done through the Program's website (https://ibt.aueb.gr), which includes among others the Academic Calendar, the Internal Regulation, the conferences and events held, as well as the teaching staff.

13.3. For subjects concerning individual courses (detailed course outlines, extraordinary adjournment-replacement of lectures) the information is disseminated by the Secretariat of the IBT FLSP and/or by the instructors through the e-class platform.

13.4. Students are required to check their noticeboards, IBT website and academic email daily, as they are reasonably presumed to have been informed once a notice has been posted on the proposed means of communication.

ARTICLE 14: TEACHING

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

(a). When teaching is provided by teachers of foreign institutions, other Greek institutions or collaborating instructors.

(b). When teaching is provided within the framework of joint programs with institutions abroad.

(c). In cases of force majeure or emergency situations, as determined by a decision of the Senate of AUEB, when lifelong teaching is not possible.

(d). For the provision of specialized lectures, seminars or additional teaching units by invited speakers, market professionals or specialist scientists, when distance teaching is deemed educationally appropriate or functionally necessary, following a reasoned decision.

ARTICLE 15: CONDUCT OF EDUCATIONAL ACTIVITIES

15.1. The assignment of the courses to the instructors, as well as the weekly program of each academic semester, are determined by the SPC of the IBT FLSP. The program is sent to the students on time by the Secretariat of the Supervising Department of IBT FLSP.

15.2. The duration of the lectures on each course is three (3) hours per week, and all the lectures are held during the thirteen (13) weeks of each academic semester plus additional educational activities that may be provided for in specific courses based on the Study Guide. If a scheduled lecture or educational activity is not held due to unforeseen or unexpected circumstances (such as illness, force majeure, technical problems or other serious operational reasons), the instructor is obliged to arrange for the replacement at a time to be

determined in consultation with the Secretariat of the Supervising Department of IBT FLSP. The replacement must be carried out within the same academic semester, and the students must be informed in time by the teacher. This clause does not apply to holidays.

15.3. The weekly program includes the distribution of the teaching hours of the educational activities to the five (5) working days of the week, along with the instructors' names and the name/code of the classrooms. In exceptional cases, and only if deemed necessary, lectures and other educational activities may be held during the weekend.

15.4. There must be no overlapping of teaching hours for compulsory subjects and electives for the same semester (or of the same specialization, as appropriate) in the timetable.

15.5. The weekly schedule may be modified by decision of the Director of the IBT FLSP. If the educational activities are not carried out for reasons of force majeure, the SPC of the IBT FLSP may extend the academic semester based on a reasoned proposal, in accordance with the structure of the curriculum and the approved weekly program.

15.6 Instructors are required to announce the course material, the syllabus of activities for all weeks and any other relevant materials or information on the e-class platform for enrolled students at the beginning of the semester.

15.7. The academic program includes the students' exercises (laboratory, practical applications, tutoring, etc.), whether conducted inside or outside the university.

15.8. The academic calendar of each year will be posted on the Program's web page at the end of the previous academic year.

15.9. The selection of courses is compulsory for each semester and is done electronically. In the statement of each semester the students include the courses of the current period that they wish to attend and be examined. Students cannot choose the subjects which, according to the curriculum, are taught in later semesters than they are currently studying. If students do not include a course in their selection, then they cannot take the course exams in the current semester and in the September retake exam period as well.

15.10. For the implementation of each direction of the IBT FLSP, a minimum number of fifteen (15) registered students is required. In case this number is not filled, the specialization is not offered for the specific academic year, and the students are informed in time about the available alternatives.

15.11. To teach a selected course, it is required that the subsequent number of students is at least twelve (12).

ARTICLE 16 ACADEMIC ADVISOR

16.1. The Academic Advisor (AA) is a faculty member who provides guidance and support to students during their studies.

16.2. The AA has an advisory role on the academic progress of students, is available for extraordinary meetings to help while referring to specialists in cases where personal

problems/issues arise that affect their studies, while monitoring the progress of students and encouraging them to achieve their educational goals in the best possible way.

16.3. The tasks and all issues related to the role of the AA are determined by the SPC of the IBT FLSP.

ARTICLE 17: PARTICIPATION - PRESENCES

17.1. Attendance of courses and generally all educational activities is governed by the non-compulsory rule, unless otherwise specified in the course description or the Study Guide.

17.2. For courses of a laboratory, seminar or applied nature, attendance may be defined as compulsory, with a fixed minimum attendance rate for participation in the evaluation. This percentage is determined by the instructor, approved by the SPC of the IBT FLSP and announced to the students in time.

17.3. In cases of attendance, students who exceed the permitted absence limit for serious mitigating circumstances are referred to the SPC of the IBT FLSP for examination of their case. The SPC, supported by the instructors, may assign an additional tailored workload to fulfill the learning objectives of the course.

17.4. The recording of the attendances, when necessary, is carried out electronically by the Student Welfare Department in a way determined by the SPC of the Program and in accordance with the rules of personal data protection. The responsibility for the correct recording and verification of the attendances belongs to the Student Welfare Department of AUEB.

17.5. The processing of personal data is carried out in accordance with the rules and policies of Personal Data Protection.

17.6. Active participation in educational activities is an essential element of the learning process. Instructors may incorporate participation information in the final evaluation, if this is provided for in the course description and announced to students in time.

17.7. In cases of serious illness, force majeure or other specific conditions that are sufficiently documented, the SPC of the IBT FLSP may approve personalized monitoring arrangements or alternative ways of meeting learning objectives.

17.8. For students participating in approved international mobility, exchanges or other educational activities of AUEB, the SPC of the Program may approve special arrangements for attending or replenishing the courses.

17.9. Students who exceed the permissible limit of absences in the courses falling under paragraph 17.2 of this Regulation without a substantiated reason are excluded from the final evaluation of the course and are obliged to repeat it in a succeeding academic year.

ARTICLE 18: STUDENT EVALUATION

18.1. Student evaluation may be carried out through written or oral (specially adapted) examinations, intermediate assessments, written assignments, laboratory exercises,

individual or group assignments, combinations of different evaluation methods or other methods appropriate to educational activity. For written or oral (specially adapted) examinations, the integrity of the procedure and compliance with the provisions of Article 18 of this Regulation must be ensured.

18.2. The course instructor (or instructors in co-teaching cases) is responsible for choosing the appropriate evaluation method, as well as for the final grading. Following on from Article 8, paragraph 8.5 and subsection (l), the way students are examined and graded must ensure impartiality, objectivity, precision and consistency.

18.3. The evaluation methods, criteria and procedure (eg. number of mid-term exams, assignments, performance evaluation, weight of various evaluations, etc.) must be included in the exam material and announced at the start of the lectures in person and with relevant posting on the e-class platform. If changes are made, the instructor must update the material and related information in time.

18.4. Student performance is evaluated on a scale of 1 to 10. A student who fails a course exam will repeat it in the September exam period.

18.5. Instructors are required to disclose the results of the exams/assignments in their courses no later than thirty (30) days after the delivery of the assignments or the final exam.

ARTICLE 19: AWARENESS OF LEARNING DIFFICULTIES AND NEURODIVERSITY

19.1. Attention is given to students with specific learning challenges/difficulties and neurodiversity issues. It is a key objective of the IBT FLSP to ensure that these students can study on an equal basis with their fellow students. To achieve this goal, IBT FLSP offers technological and practical support, advice and guidance, as well as properly trained personnel. Support provided includes, but is not limited to:

(a). Exam modifications /special evaluation and grading arrangements (eg, possibility of an adapted examination provided that the required supporting documents for neurodiversity issues are provided by the student).

(b). Settings for the use of specialized software.

(c). Support study skills.

(d). Advice to instructors on the nature of individual learning challenges.
The processing of special categories of data is based on article 9 of this Regulation.

19.2. The processing of special categories of personal data is carried out in accordance with Article 9 of this Regulation.

ARTICLE 20 EXAMINATION PERIOD

Final exams are held at the end of the winter and spring academic semesters. Their duration is three weeks. The start of the examination period is announced at the beginning of each academic year, according to the Academic Calendar available on the website of the IBT FLSP.

ARTICLE 21: FAILURE GRADE

21.1. A failure grade (<5) is awarded when the student's performance, as derived from all the prescribed course evaluation methods, does not meet the minimum required learning outcomes.

21.2. In case of non-participation in a mandatory evaluation section, the instructor may assign a degree of failure, according to the provisions of the course description.

21.3. If the course offers a repeat examination period (September), the student, only after the instructor’s consent, can be examined solely in the specific evaluation component in which they did not participate during the standard examination, apart from the written final exams, which are not included in the specific case.

21.4. In cases of documented and justified reasons (such as serious medical cases, force majeure, technical problems in a distance evaluation or other special arrangements approved by the Institution), the student may request a review, replacement or alternative form of evaluation. The approval and method of implementation of the alternative evaluation are determined by the instructor, in consultation with the Secretariat and in accordance with the applicable regulation.

ARTICLE 22: RETAKE EXAMINATIONS

22.1. In the event of a course failing, students have the right to retake before the start of the following academic year. In September, a retake examination period is held for those who have not received a pass grade in the winter or spring semester courses.

22.2. If a student fails the September retake exams in more than five (5) courses of the academic year, they are asked to retake the academic year free of charge.

22.3. In case of systematic failure to respond to the student's academic obligations, the Director of IBT FLSP in collaboration with the student's Academic Advisor calls them to examine its causes and possible ways to remove it.

ARTICLE 23: ETHICS

23.1. Students are expected to stand out for their morality, integrity and impeccable behavior during their studies at IBT FLSP.

23.2. If a student is proven to have cheated on any course evaluation activity, then penalties are provided by the Program's SPC which may include the cancellation of the course score, even if it has been announced.

23.3. The procedure for examining misconduct is governed by the principles of impartiality, confidentiality and respect for the student's rights. The student has the right to a hearing, to submit a written statement or additional information before deciding. It reserves the right to object to any decision.

23.4. The decisions of the SPC are announced in writing to the student, and are implemented immediately, unless otherwise provided by the institutional framework of AUEB.

23.5 Also, as disciplinary offenses for students recommend:

(a). The destruction of property of H.E.I., movable or immovable, used by HE.I. or members of the university community,

(b). The prevention of the organized operation of H.E.I., including both its educational, research or administrative operation as well as the operation of its single-member and collective bodies and services, as well as the use of its facilities and equipment,

(c). The use of the enclosed or open spaces, facilities, infrastructure and equipment of H.E.I. without the permission of its competent bodies,

(d). The use of the enclosed or open spaces, facilities, infrastructure and equipment of H.E.I. to serve purposes inconsistent with its mission, as well as the enabling third parties for the performance of this act,

(e). The culpable and in any way pollution of the enclosed or open spaces of the institution, including noise pollution,

(f). The use of prohibited substances, which fall under Law 4139/2013 (A` 74), within H.E.I. and any contribution to their trafficking,

(g). The commission of any misdemeanor or felony within the facilities of any H.E.I., as well as the provision of assistance to third parties for the commission of subsequent acts within the H.E.I.

(h). Violation of academic integrity rules such as plagiarism, copying, use of unauthorized aids, submission of third-party papers as themselves, falsification of data or results and any form of unfair academic practice.

(i). Harassment, intimidation, threat or any form of offensive, abusive or aggressive behavior towards members of the university community.

(j). Violation of health and safety rules, the use of equipment in a dangerous manner or contrary to the instructions, as well as entry into places with limited access without permission.

(k). The unauthorized possession or use of keys, access cards, codes or other means that provide access to facilities, systems or services of A.E.I.

(l). Violating policies to use IT networks and systems, unauthorized access to accounts or data, trafficking in malware or using the systems for illegal or unauthorized purposes.

(m). The obstruction, alteration or unfair interference of the evaluation, examination or grading procedures.

(n). The violation of regulations for the operation of libraries, laboratories, student residences, special areas or infrastructure of H.E.I.

(o). Failure to comply with lawful instructions, decisions or recommendations of the competent university bodies or services.

ARTICLE 24: PLAGIARISM AND OTHER FORMS OF MISCONDUCT

24.1. Violation of academic integrity involves any action or behavior. Examples of such misconduct are plagiarism, providing false documents, and disruptive behavior in class or during exams. Plagiarism is strictly prohibited. The responsibility for the control of violations of academic integrity is assumed by the SPC of the IBT FLSP.

24.2. Anti-plagiarism software will be used in random student work cases. Any incident of this kind will be reported directly to the Director and will be evaluated by the SPC of the IBT FLSP, which if deemed necessary will recommend the competent bodies to decide on the disciplinary responsibility of the student involved, according to the applicable provisions.

ARTICLE 25: EVALUATION OF COURSES AND INSTRUCTORS

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

25.2. The online course evaluation system is secure, anonymous and confidential.

25.3. In cases of serious student complaints, the SPC of IBT FLSP has an obligation to take the appropriate measures (e.g. recommendation, replacement of the instructor) to deal with the problems identified.

25.4. The instructor is informed about their evaluation after the end of the examination period and the announcement of the score.

ARTICLE 26: COMPLAINTS - OBJECTIONS

26.1. A complaint is first resolved through informal discussion between the parties directly involved. If not resolved at this level, a formal complaint is filed by the student through a pre-defined form (retrieved at https://ibt.aueb.gr) at the Secretariat of the Supervising Department of the IBT FLSP within 14 days. Upon receiving the complaint, the Secretariat forwards the complaint with all relevant documents to the Director of IBT FLSP.

26.2. A guiding principle for managing complaints/objections is respect for the diversity of students and in favor of their individual needs.

26.3. Complaints are submitted and examined based on the principle of good faith by the Program's SPC within a period of one month from their submission. Complaints

characterized by empathy, malicious intent, inaccuracies or abusive exercise of a right are not accepted and may be rejected as ill-unfounded. The Institution shall ensure the protection of instructors and staff members from unjustified or malicious reporting, while ensuring the objective and impartial examination of any legal and substantiated complaint.

ARTICLE 27: TUITION FEES – FINANCIAL OBLIGATIONS OF STUDENTS

27.1. For the FLSP entitled "International Management and Technology", the amount of tuition fees per year amounts to six thousand euros (6,000 €).

27.2. Financial obligations are disclosed to candidates in full prior to registration.

27.3. Tuition fees may be modified following a proposal by the SPC of the IBT FLSP and succeeding approval by the Senate of AUEB. Tuition fees are used for the needs that arise throughout the IBT FLSP and not only in the semester to which they correspond. In case of interruption of studies, due to no fault of AUEB, the tuition fees paid are not refunded.

27.4. For new entrants, tuition fees are paid in 3 (three) equal installments of 2,000 € each, as follows:

(a). The first installment represents the deposit that must be paid when the acceptance letter is sent in accordance with the provisions of Article 10 of this regulation.

(b). Second instalment before 15 December.

(c). Third instalment before 30 March.

27.5. For already registered students (from the second year onwards), the tuition fees payment is made in two (2) equal installments, amounting to 3,000 € each, as follows:

(a). The first instalment is payable by 15 November.

(b). The second instalment is payable by 30 March.

27.6. Any adjustment of the tuition fees can only be made by decision of the responsible authorities, in accordance with the applicable provisions and does not have retroactive effect.

27.7. In case of non-compliance with financial obligations, the student is notified by the Secretariat of the Supervising Department of AUEB IBT FLSP. Failure to settle the subsequent tuition fees may deprive the student of the right to participate in the semester exams.

Repeated or systematic delay in the payment of installments may lead to suspension of studies and/or deletion from the Program, following a decision of the SPC and in accordance with the applicable procedures. In any case, to participate in the spring semester exams, the student must have fully paid all the tuition fees of the respective academic year.

27.8. The IBT FLSP does not refund the deposit in case the prospective student does not complete their enrollment in the program due to their fault. The candidate reserves the right

to enroll in the IBT FLSP in the next academic year, exempt from paying the first installment of tuition fees.

In the event, however, that the non-completion of the registration is due to reasons unrelated to the candidate's fault, such as the non-issuance of a student visa for reasons independent of themselves, the program shall refund 85% of the total amount paid.

ARTICLE 28: SCHOLARSHIPS – FINANCIAL AID

28.1. The IBT FLSP may grant up to two (2) academic performance scholarships (merit-based schools) per academic year and academic cohort to students paying full tuition. Scholarships are awarded based on academic criteria, as derived from the performance of the previous academic year by decision of the IBT SPC.

28.2. A condition for the granting of a scholarship is the successful evaluation of the student in all courses of the previous academic year, including the examination period of September, as well as the achievement of an average score greater than 8.5. In exceptional cases, this condition may be modified by the decision of the SPC of the IBT FLSP.

28.3. The scholarship does not constitute a monetary benefit to the student; it relates solely to the non-payment of part or all the tuition fees of the respective academic year. The amount of each scholarship cannot exceed the amount of tuition fees for one academic year.

28.4. In exceptional cases of students who have developed a remarkable business activity, have demonstrated excellent sports performance or face particularly burdensome personal or social conditions (e.g. coming from war zones, serious humanitarian or family problems), partial or total exemption from the payment of tuition fees for an academic year.

28.5. To grant partial or total exemption from the payment of tuition fees due to particularly burdensome personal or social conditions, documented data is required which considerably affects the student's ability to meet his financial obligations. These conditions include:

(a). Refugee or asylum-seeker status.

(b). Loss of residence or property due to natural disasters or war events.

(c). Chronic or serious illness requiring long-term treatment.

(d). Disability or a situation which incurs considerable financial costs.

28.6. The decisions of the SPC of the IBT FLSP regarding the granting of academic performance scholarships or tuition exemptions are definitive.

28.7. Students who have not fully fulfilled their financial obligations to the Program are not entitled to an academic performance scholarship. The granting of a scholarship presupposes the full financial settlement of the student of his financial obligations until the date of the decision to grant the financial performance scholarship by the SPC of the IBT

FLSP.

28.8. The granting of academic performance scholarships and tuition exemptions is subject to the financial viability and fiscal potential of the IBT FLSP.

28.9. The Program reserves the right to adjust the number, amount and/or type of scholarships and exceptions, depending on its available financial data and the approved budget of each academic year.

28.10. Failure to award scholarships in a particular academic year due to financial constraints does not create a right to claim or to compensation on the part of students.

28.11. The IBT FLSP may grant financial aids to up to two (2) prospective students before enrolling in the program. Financial aid is not scholarships. Its goal is to facilitate access to the Program, without being linked to academic performance.

28.12. Financial aid can cover up to 50% of the total amount of academic tuition fees. Financial aid beyond this percentage is not allowed.

28.13. Financial aid is granted to candidates falling into one or more of the following categories:

(a). Excellent business activities

Candidates who have demonstrated outstanding business action or innovation, such as:

- Establishment of or participation in start-ups (startups).
- Awards in entrepreneurship or innovation competitions.
- Development of products or services with a social or economic impact.
- Proven contribution to business initiatives with international or national recognition.

(b). Excellent athletic performance

Candidates with important sports distinctions, such as:

o Participation in national or international events,

o Winning medals or distinctions at the national or international level,

o Active participation in recognized sports federations.

(c). Social issues

Candidates facing significant social or personal difficulties, such as:

- Social vulnerability (eg refugee background, social exclusion),
- Other documented social conditions affecting access to higher education.

28.14. All the above categories of financial aid require extensive and adequate documentation. Applicants must provide official supporting documents proving the business activity, sporting performance or social conditions on which their request is

based. The SPC reserves the right to request additional information or clarifications, if it deems it necessary for the evaluation of the application.

28.15. A necessary condition for examining an application for financial assistance is the prior acceptance of the candidate into the Program, the application to be accompanied by all the necessary appropriate documents, the payment of the prescribed deposit and the electronic submission of the application by May 15. Applications that do not cumulatively meet the above conditions are not considered.

28.16. The SPC of IBT FLSP is the competent body for the evaluation of all applications submitted in the context of financial aid. After examining the relevant documents, the SPC proposes the approval or rejection of each application.

28.17. The decisions of the SPC are definitive.

28.18. The procedure for granting scholarships and financial aid is governed by the principles of equal treatment, transparency, objectivity and personal data protection, in accordance with Greek legislation and the institutional framework for the operation of the FLSPs.

ARTICLE 29: CLASSROOMS AND LOGISTICAL INFRASTRUCTURE

29.1. AUEB supports the smooth operation of the IBT FLSP by providing the classrooms and the necessary logistical infrastructure.

29.2. Specialized equipment for conducting teaching and laboratory lectures intended for the exclusive use of the IBT FLSP is acquired with own resources.

ARTICLE 30: COMPLETION OF STUDIES

30.1. Students complete their studies and receive a degree from the IBT FLSP when they successfully complete the minimum number of semesters required, are successfully examined in all required courses according to the curriculum and accumulate the necessary number of 240 credits (ECTS). Specifically, to obtain a degree, students must:

(a). To successfully complete the compulsory courses of the curriculum.

(b). To successfully complete the elective courses of the study program.

(c). To successfully complete any other educational activities required by the curriculum (eg internship).

30.2. For the award of the degree, all obligations to the University must be settled, including:

(a). Return any borrowed books to the University Library.

(b). Return of borrowed equipment or educational material to AUEB laboratories.

(c). Return of academic identity to the Secretariat of the Department of Accounting and Finance.

(d). Ensuring that no financial obligations remain.

ARTICLE 31: DEGREE CALCULATION AND GRADUATION CERTIFICATION

31.1. The calculation of the degree grade is made in accordance with Ministerial Decision Φ141/Β3/2166, (Government Gazette 308 sq. b. 18. 6.1987) and the provisions of par. 5 of article 14 of Law 3374/2005. More specifically, the degree grade is calculated by adding all the products resulting from the multiplication of the grade of each course and each other graded educational activity (Internship) multiplied by a weighting factor, which is defined by the number of ECTS credits corresponding to each of them and the subsequent division of the sum of these products divided by the sum of the weighting factors corresponding to the total number of educational activities required to obtain the degree.

31.2. In case of a pass grade in more than the required courses for obtaining their degree per course category, the student themselves chooses which of these courses will be considered in the calculation of the degree grade. The remaining courses, which are not selected by the student, do not count towards the degree grade.

31.3. The IBT FLSP Program awards a degree, whose grade is given to two decimal places and ranges from 5.0 to 10.0. The degree lists the following descriptions according to the degree:

(a). From 5.00 to 6.50: Good

(b). From 6.51 to 8.50: Very well

(c). From 8.51 to 10.00: Excellent

31.4. The list of graduates of each academic year is certified by decision of the SPC of the IBT FLSP.

ARTICLE 32: RIGHT TO RE-MARK COURSES

32.1. Every student of the IBT FLSP has the right to request a re-examination in a course in which they have achieved to improve their score.

32.2. The right of re-examination can be exercised for up to three (3) courses in total during the student's studies in the Program. This limit is cumulative and is not renewed per year.

32.3. The review takes place during the scheduled examination periods, ensuring the academic integrity and parity of the process.

32.4. The re-examination application shall be submitted electronically to the Secretariat within the time limit set each academic year. Applications submitted late are not considered.

32.5. The grade resulting from the review is the final grade and completely replaces the previous grade, regardless of whether it is higher or lower.

ARTICLE 33: FINANCIAL MANAGEMENT OF THE PROGRAMME

33.1. The funding of the IBT FLSP may come from various sources, such as AUEB funds (up to 5%), donations, grants, bequests, sponsorships, research programs, EU programs or other international organizations, as well as tuition fees and other sources, as defined by applicable legislation.

33.2. The financial management and execution of the budget of the IBT Program is carried out by RC/AUEB in accordance with the applicable regulations. The Director of IBT FLSP has a responsibility to comply with the decisions of all relevant bodies.

33.3. The SPC of the IBT FLSP draws up, following a proposal from the Director, the budget for each year of IBT FLSP operation. The budget shall be submitted for approval to the RC (Research Committee) within a reasonable time before the start of each new academic year.

33.4. Expenses warrants are issued in accordance with the approved budget under the responsibility of the director of IBT FLSP. In case a substantial revision of the budget is required, it must be approved by the SPC of the IBT FLSP.

33.5. The credit balance of one finalized year upon completion of the physical and financial object of each academic cohort (four years) can be transferred to the following year's credit of the same or subsequent intake or allocated to another AUEB project, following a recommendation from the SPC, by decision of the Assembly of the Supervising Department and recommendation of the RC/AUEB Research Committee to the Senate of the Institution for approval.

33.6. For matters not covered by this Article, the SPC of the IBT FLSP shall have the authorization to decide.

C. COURSE SCHEDULE

ARTICLE 34: STRUCTURE OF THE PROGRAMME

34.1. Lectures of the courses of the IBT FLSP begin in the winter semester of each academic year.

34.2. The courses are organized in semesters, held on a weekly basis and conducted in English.

34.3. The Curriculum, by specialization, at the time of writing this Regulation, is structured according to the following table.

PROGRAM STRUCTURE IBT FLSP			
CORE COURSES			
FIRST YEAR			
First semester			
Course title	Course type	Hours per week	ECTS
Management	Compulsory	3	5
Work and Organizational Psychology	Compulsory	3	5
Microeconomics	Compulsory	3	5

Introduction to CS and Programming (Python) (*incl. LAB*)	Compulsory	3	5
Mathematics for Business I (Calculus)	Compulsory	3	5
The Global Innovation Lab: Culture, Leadership, Technology and Collaboration	Compulsory	3	5
Greek Language	Elective	3	Ø
Second semester			
Course title	Course type	Hours per week	ECTS
Marketing	Compulsory	3	6
Financial Accounting	Compulsory	3	6
Macroeconomics	Compulsory	3	6
Data Structures, Programming and Algorithms (*incl. LAB*)	Compulsory	3	6
Innovation in Organizations: Knowledge, Creativity and the Processes of Innovation	Compulsory	3	6
Greek Language	Elective	3	Ø
SECOND YEAR			
Third semester			
Course title	Course type	Hours per week	ECTS
Managerial Accounting	Compulsory	3	6
Consumer Behavior	Compulsory	3	6
Financial Management	Compulsory	3	6
Database Systems *(incl. LAB)*	Compulsory	3	6
Statistics I: Probability and Estimation	Compulsory	3	6
Fourth semester			
Course title	Course 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 *(incl. Lab on Enterprise Systems)*	Compulsory	3	6
Statictics II: Inference and Regression	Compulsory	3	6
Specialization: Management, Leadership and Strategy			
THIRD YEAR			
Fifth semester			
Course title	Course 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 course 1st		3	3
Elective course 2nd		3	3
List of Elective courses (two):	Elective		
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	Course 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
Elective course 1st		3	3
Elective course 2nd		3	3
List of Elective courses (two):			
Managing Family Business and SMEs	Elective	3	3
Organizational Theory	Elective	3	3
International Trade	Elective	3	3
Business Process Modelling/Innovation	Elective	3	3
FOURTH YEAR			
Seventh semester			
Course title	Course type	Hours per week	ECTS
Entrepreneurship	Compulsory	3	6
Digital Marketing and Social Media	Compulsory	3	6
International Supply Chains and Logistics	Compulsory	3	6
Elective course 1st	Elective	3	3
Elective course 2nd	Elective	3	3
Elective course 3rd	Elective	3	3
Elective course 4th	Elective	3	3
List of Elective courses (four):			
International Economics	Elective	3	3
Theory and Practice of Economic Integration	Elective	3	3
Competing through Business Models	Elective	3	3
IT and Cybersecurity	Elective	3	3
Digital Business Transformations	Elective	3	3
Project Management and Professional Practice	Elective	3	3
Eighth semester			
Course title	Course 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

Specialization: Technology and Analytics			
THIRD YEAR			
Fifth semester			
Course title	Course 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 course 1st		3	3
Elective course 2nd		3	3
List of Elective courses (two):			
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	Course 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 course		3	6
List of Elective courses (one):			
Categorical Data Analysis and Visual Analytics	Elective	3	6
Consumer Analytics	Elective	3	6
Human Resource Management	Elective	3	6
Information Systems Management	Elective	3	6
FOURTH YEAR			
Sixth Semester			
Course title	Course 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 course 1st		3	3
Elective course 2nd		3	3
List of Elective courses (two):			
Project Management and Professional Practice	Elective	3	3

Software Quality Assurance and Continuous Integration	Elective	3	3
Digital Business Transformations	Elective	3	3
IT and Cybersecurity	Elective	3	3
Fundamentals of Industry 4.0	Elective	3	3
Eighth Semester			
Course title	Course 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

34.4. The offer of elective courses in the third and fourth year of the IBT FLSP is subject to the completion of a minimum number of students per course, as defined in Article 14 of this Regulation, in combination with the required credits that students must obtain in each academic semester.

34.5. After the course registration by the students, the elective courses are offered for teaching with the greatest demand. Courses that do not gather the required minimum number of students are not implemented.

34.6. The total number of elective courses to be offered in each semester is determined by the SPC, considering the number of registered students, the academic needs of the Program and its operational capabilities.

34.7. In case of non-implementation of an elective course due to low participation, students are informed in time and are invited to choose an alternative course from the ones offered.

34.8. Amendments to the course program and redistribution of courses between semesters can be carried out by decisions of the SPC of the IBT FLSP, when this is deemed necessary for the smooth operation and academic consistency of the Program.

ARTICLE 35: INTERNSHIP

35.1. In the 8th semester, students of the IBT FLSP are required to work in an organization of their choice for two (2) months of full-time employment (40 hours per week) or three (3) months of part-time employment (25 hours per week). In total, students will have to complete at least 320 hours of employment.

35.2. The planning of the lectures of the 8th semester is done in a way to facilitate the conduct of the internship.

35.3. Upon completion of the internship, students must submit a written assignment related to the company they have worked for.

35.4. The purpose of the internship program is to help develop the knowledge, skills and abilities of students as described below:

(a). To recognize and understand the importance of professionalism and good behavior at work.

(b). To choose the business sectors and types of companies/positions that would be interested in continuing their professional career.

(c). To distinguish the difference between theory as it has been taught in lectures and practice as implemented by companies today.

(d). To analyze the effect of external and internal factors on the performance of the organizations in which they were employed.

(e). To apply theories and models taught in the courses in some of the best businesses and organizations in Greece and abroad.

(f). To propose well-documented actions to improve the performance of the organizations for which they have worked.

35.5. In exceptional cases that make it impossible to conduct the internship, students may instead of the internship attend 3 (three) elective courses from the 6th semester of their course of study. The above right is activated by decision of the SPC of the IBT FLSP.

35.6. All student data transferred to companies is based on the personal data protection regulation.

ARTICLE 36: TRANSFER OF CREDIT UNITS – COURSES RECOGNITION

36.1. Credit transfer (ECTS) and recognition of courses by higher education institutions abroad are carried out in accordance with the principles of the European Credit Transfer and Accumulation System (ECTS) and the decisions of the Program's SPC.

36.2. The process aims to ensure academic continuity of studies, quality of education and equality of learning outcomes.

36.3. The recognition of courses does not imply the imposition of any financial burden on the student.

36.4. The foreign university must be recognized in the educational system of its country and provide programs of equal level with Greek H.E.I.s.

36.5. Students who have successfully completed courses at a recognized higher education institution abroad may request the transfer of the corresponding credits to IBT FLSP.

36.6. The maximum number of credits that can be recognized does not exceed 50% of the total curriculum load, unless the Program's SPC decides differently for special cases.

36.7. Recognized credits are counted towards the completion of the study program, according to the prescribed academic requirements.

36.8. The student applies for recognition to the Secretariat of the Supervising Department, accompanied by:

(a) official detailed score,

(b) course descriptions (syllabi),

(c) certification of credits (ECTS),

(d) any additional material requested by the Program's SPC.

36.9. The SPC of the IBT FLSP examines the application, evaluates the correspondence of the courses and decides on the recognition or non-recognition of the credits.

36.10. Courses that do not correspond to compulsory subjects in the program can be recognized as free choice subjects if this is provided by the curriculum.

36.11. Course recognition is based on a correspondence of at least 70% in:

(a). the content and learning outcomes,

(b). the level of study,

(c). workload and credits,

(d). evaluation methods.

36.12. Courses that have been assessed with a grade below the base in the foreign institution cannot be recognized.

36.13. Course recognition also implies grade recognition.

36.14. The recognition of courses and credits by higher educational institutions abroad can reduce the required time of study in the Program. This shortcut does not affect the legitimacy, validity or recognition of the granted degree if the student has completed the required total number of credits and has fulfilled the academic obligations set by the Program.

36.15. Students admitted to the IBT FLSP through the process of recognizing courses and credits (and only they) may, after approval of the SPC, replace the internship of the last semester with three (3) elective courses. These courses may come either from the home institution if they are recognized as equivalent, or from the courses offered in the Program.

36.16. IBT FLSP students have the possibility to participate in international mobility programs, including the Erasmus+ program, during the third year or the first semester of the fourth year of their studies.

36.17. Participation in Erasmus+ is subject to full-time study, successful completion of 80% of the courses of the previous academic years and approval of the SPC of the Program.

36.18. During mobility, students are required to attend and be examined on courses with a total load of at least 30 ECTS per semester, in accordance with the approved Learning

Agreement. Credit units acquired during the mobility are recognized in accordance with the provisions of this article.

36.19. For students whose courses or credits are recognized by higher educational institutions abroad, the SPC of the Program determines, on a case-by-case basis, the total duration of study required to complete the Program, the semester in which the students are joined after the recognition of the courses, as well as the total amount of tuition fees they must pay for the entire Program.

These decisions are made based on the number and type of courses recognized, the student's academic progress and the special arrangements of the Program.

D. STUDENT WELFARE DEPARTMENT, RIGHTS AND OBLIGATIONS OF STUDENTS

ARTICLE 37: STUDENT WELFARE DEPARTMENT

The obligations of the Student Welfare Department are defined as follows:

(a). The support of foreign students for their registration in the IBT FLSP.

(b). The support of foreign students for the issuance of an entry visa permit and a residence permit in the country for study purposes and communication with the competent bodies of the State on these matters.

(c). The support of the process of concluding contracts for the rapid granting of residence permits for study purposes, in accordance with the current legislation.

(d). The support of students during their settlement in the country.

(e). The cooperation with the co-competent services of the Institution for the service of foreign students.

(f). Organizing courses for learning the Greek language or other foreign languages, in collaboration with the Support Department of the Student Club and Student Residence of Athens.

(g). The information and support of the interested parties for their participation in internal mobility and mobility programs in the context of co-financed student exchange programs or collaborations of the Institution with foreign institutions, in relation to the processing of the required procedures and their successful participation in them.

(h). The submission of proposals and the conclusion of bilateral cooperation agreements, as well as the coordination and monitoring of their implementation.

(i). The preparation of the funding applications of the co-financed student exchange programs and the training in collaboration with the Management and Administrative Support Sector for the Special Account for Research Funds (ΜΟΔΥ)/ Research Center/AUEB of the budget, the interim and final reports of the project.

(j). The communication with domestic and foreign institutions to arrange all the procedures of the participants in the mobility programs.

(k). The organization of training events to inform the interested parties and to promote these programs to the university community, record the results of mobility and keep relevant statistics

ARTICLE 38: STUDENTS'RIGHTS

The rights of the students of the IBT FLSP include:

(a). They enjoy social and other benefits derived from their status as students, both general and particular to AUEB. Student status is acquired by enrolling in the IBT FLSP and lasts until the degree is awarded.

(b). They are free to express their opinions on educational and other matters, within the framework of academic freedom and respecting the AUEB code of conduct.

(c). They evaluate the work of T.R.S. members, educational staff and all categories of staff, as well as the quality and effectiveness of educational and other services, in accordance with the legislative provisions and regulations of IBT FLSP and AUEB.

(d). They are provided with full information about the curriculum, educational obligations, rules and conditions for uninterrupted study.

(e). They submit requests to the administrative services of the IBT FLSP or AUEB and are expected to be served immediately and efficiently.

(f). They use the facilities, infrastructure and resources of AUEB in accordance with the regulations of AUEB.

(g). They benefit from the social and other services provided to students in general and particularly to students of AUEB.

(h). They submit requests to the competent bodies of AUEB concerning matters about their education.

(i). They have the right and obligation to issue an academic identity through the Ministry of Education and Religious Affairs.

(j). They have full access to AUEB services and enjoy the same rights as students of the Institution's Greek-language programs.

(k). Students, following their written application to the Secretariat of the IBT FLSP, have the right to interrupt/suspend their studies for as many semesters, sequential or not, as they request, which, however, cannot exceed the number of two (2). The relevant procedure is initiated by a written request of the interested student to the Secretariat of the Department of Accounting and Finance, accompanied by the necessary supporting documents and evaluated by the SPC of the IBT FLSP. If the application is accepted by the SPC, these semesters are not considered a period of study and, consequently, are not counted on the

maximum duration of study. The student status, with all the rights deriving from it, is temporarily interrupted at the time of suspension of studies, unless the suspension is due to proven health reasons or reasons of force majeure, according to a relevant decision of the Committee, whereupon it is maintained. With reference to the student complaints and objections regulation of the IBT FLSP, the student's Academic Advisor is first informed and then the matter is referred to the SPC of the IBT FLSP.

ARTICLE 39: STUDENTS'OBLIGATIONS

Students enrolled in the IBT FLSP are required to:

(a). To attend the courses, educational activities and mandatory meetings of the Program without interruption, in accordance with the applicable curriculum.

(b). To submit all required assignments and academic activities in time and within the prescribed deadlines.

(c). To participate in the scheduled examinations, evaluations and repeat exams, in accordance with the examination regulations.

(d). To meet their financial obligations to the Program in full and on time.

(e). To respect and comply with the decisions of the governing bodies of the IBT FLSP, as well as the rules of academic ethics, including the rules on plagiarism, unfair cooperation and academic integrity.

(f). To actively participate in educational activities, conferences, workshops, symposia, seminars and any other action organized by the IBT FLSP and included in the framework of their academic development.

(g). To adhere to the Program's code of conduct, showing respect to faculty, fellow students and administrative staff.

(h). To properly protect and use the infrastructure, equipment and resources of the Program, in accordance with the applicable regulations.

(i). To inform the Secretariat in time of any change in their personal information (e.g. contact information), as well as issues affecting their attendance.

(j). To comply with the deadlines for courses registration, retakes, internships and any other administrative procedure provided by the regulation.

(k). To comply with the regulation of Ethics and Good Practice of AUEB.

Failure to comply with all the above without serious and substantiated justification may be grounds for excluding the student from the Program.

E. TRANSITIONAL PROVISIONS

ARTICLE 40. AMENDMENTS TO THE REGULATION

40.1. The provisions of this Regulation of the IBT FLSP may be amended, following a documented recommendation of the SPC of the IBT FLSP and further approval by the competent bodies.

40.2. For the matters not provided by the Regulation on the operation of the IBT FLSP, the competent bodies are the SPC of the IBT FLSP or the Senate of AUEB.

ARTICLE 41. FINAL PROVISIONS

40.1 The Regulation of Study is the official legal framework of the English speaking FLSP in International Business and Technology and apply to all students enrolled in the program.

40.2 This regulation shall apply with its approval by the Senate of AUEB and is published on the website of the Program for the information of all students and instructors.