AGREEMENT
Between
CANARY ISLANDS FOUNDATION FOR EDUCATION AND CULTURE, INC.
And
THE UNIVERSITY OF TEXAS AT SAN ANTONIO
Regarding
MOT COURSE OF STUDY
Leading to a
CERTIFICATE
“Management of Technology”

Preamble
The Canary Islands Foundation for Education and Culture, Inc. (CIFEC) and the University of Texas at San Antonio (UTSA) are attentive to the graduate education needs of the technological oriented business community residing in the Canary Islands and the specific demand for graduate business education. To meet this requirement UTSA and CIFEC are proposing a graduate certificate program for Canary Island residents designed to study U.S. technology management techniques.

This agreement defines the terms and conditions of the collaboration between UTSA and CIFEC with regard to a “Management of Technology” certificate program.

Provisions of the Agreement
1. CIFEC will be responsible for the recruitment of 5 or more Canarian professionals per program year for participation in this program and will insure the completion of all UTSA requisite applications. CIFEC will be responsible for all administrative and financial arrangements for the students.

2. Completed student application packages and application fees will be submitted at least 10 weeks before the student’s planned initial enrollment at UTSA.

3. The Coordinator of Management and Technology will partake in the pre-screening of potential candidates to this certificate program.

4. All Canarian students recruited will meet the graduate admissions guidelines of the appropriate UTSA graduate catalog for admission into the College of Business as special graduate students. The COB Office of Graduate Studies and Research and the COB Coordinator for International Programs will review all complete applications for adherence to COB admissions standards.
5. UTSA will provide University-related administrative services to the students, including compliance with Immigration and Naturalization Service requirements. CIFEC will provide UTSA with a sponsorship letter assuring the students' full payment of their required tuition and fees.

6. Students participating in this program will pay all tuition and fees in full at the time of registration.

7. Students will participate in UTSA's Graduate Research Assistant's Program.

8. Students will complete their program in two semesters taking 9 graduate hours and a graduate seminar per semester. Other specialized activities planned for the students of this program are:
   • An orientation to sensitize the students to the subtleties of cultural differences relevant to graduate education in the U.S.
   • Networking activities planned by the COB MBA Association.

9. The proposed 18-hour graduate program of study will emanate from the regular MOT (Management of Technology) courses offered by UTSA (See Attachment A for course descriptions). The College of Business Graduate advisers in cooperation with the College of Business International Coordinator will work with individual students to formulate an optional plan of study based on exceptional preparation and interests. Students must adhere to all UTSA and COB academic policies as stated in the Graduate catalog of the appropriate year.

10. The internship component of the program will be the responsibility of the MOT Coordinator in cooperation with the Career Services Office of the College of Business. The COB Office of Graduate Studies must approve any internship that earns academic credit and have a faculty mentor.

11. After the completion of their certificate program, students may choose to continue their MS-MOT degree. Certificate coursework will count towards the MOT degree course requirements as stated in the 2003 - 2005 Graduate Catalog.

12. CIFEC will assign a program representative as the point of contact with UTSA. The Coordinator of the Management of Technology Program Office will serve as the primary point of contact for this program in close cooperation with the COB International Coordinator.

13. This agreement may be terminated by written notice of any party to the others dated at least six months prior to the intended date of termination. With the provision that any student(s) already in a program cycle will be able to complete the program under the conditions specified in the agreement.

14. This agreement can be modified by mutual agreement off the parties through an annex to said agreement.
15. This agreement is enacted upon the signatures of designated officials of the participating parties whose responsibility it is to disseminate the agreement to all affected offices in their respective organizations.

Canary Islands Foundation for Education and Culture Inc.

Name

EXEC. DIRECTOR

Title of Signatory

Signature

12th March 2003

Date

The University of Texas at San Antonio

Name

Title of Signatory

Signature

Date
First Semester Courses

Orientation  Graduate study in the United States

MOT 5023  Technological Foundations of Management of Technology
This course examines the activities used to transform viable products and processes. Project planning and management, incorporating fundamentals of engineering economic analysis, are examined via case analysis. Explicit consideration is given to “green design” within a systems context. Design is used as the rubric to integrate the activities.

MOT 5013  Global Foundations of Management Technology
This course includes an overview of the contemporary business context: leadership of change; legal issues; science and technology policy; and global economic transformation. Elements of decision support systems are introduced, including accounting, finance, and information systems. Strategic paradigms of management of technology are used to integrate the content and give voice to emerging perspectives.

MOT 6953  Independent Study
Independent reading, research, discussion, and/or writing under the direction of a faculty member (2 hours in-office meeting with faculty; four hours preparation).

Seminar 1  High-Tech Business Practices

MBA Association Networking Activities

Second Semester Courses

EGR 5613  New and Emerging Technologies
Examines entrepreneurial and managerial perspectives on the process of technology innovation. Design is the organizing concept used to study the
from idea to sale of products and services that are spawned by innovators using new and emerging technologies. Seminar format, case study preparation, and cooperative learning are defining characteristics of this course.

MOT 5163 Management of Technology
Examines a broad range of topics and issues involved in the management of technology, including the international research and development environment and infrastructure; government, industry, and university roles in technology development; managing the research and development function; technology forecasting and assessment; and new product development. (Formerly MGT 5163. Credit cannot be earned for both MOT 5163 and MGT 5163)

MOT 6943 Internship
Supervised full or part-time off-campus work experience and training in management of technology. Individual conferences and written reports are required.

Seminar 2 Special Topics in Management of Technology

MBA Association Networking Activities
First Semester Courses

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