

**AGREEMENT OF COOPERATION PROGRAM
BETWEEN MARSHALL UNIVERSITY AND ZHEJIANG NORMAL UNIVERSITY**

Marshall University, Huntington, West Virginia, U.S.A. (hereafter referred to as MU) and Zhejiang Normal University (hereafter ZJNU), Jinhua, Zhejiang Province, China hereby agree upon the following terms and conditions as set forth in this Sunshine Ambassador Program (hereinafter referred to as Program), beginning with the 2014-15 academic year and continuing each regular semester thereafter for an indefinite period.

1. MU and ZJNU, in order to serve potential students in China, to further the missions of both institutions, and to increase the opportunities for cross-cultural understanding between the two institutions and their respective nations, articulate the main points of the Program.

Pending approval of all institutional and state authorities, MU will offer a non-exclusive "2+3" program as a contractual agreement between MU and ZJNU. MU will award degrees to students on successful completion of all the requirements of the program that they attend. Programs of study include all that are offered by Marshall University College of Business (hereinafter referred to as MU COB).

ZJNU will be responsible for legal requirements in China.

2. Students accepted into the Program will receive a formal letter from the Dean MU COB, see Appendix A, which acknowledges their place in the Program.
3. Participating students will spend first two years at ZJNU, taking the courses that are approved by MU.
4. Credits earned at ZJNU will be accepted by MU as the MU equivalent stated in the course equivalency addendum, Appendix B, to this agreement. Those courses may be used toward meeting MU graduation requirements if successfully completed.
5. To ensure quality of the program and meet accreditation requirements, MU and ZJNU agree that
 - 5.1 MU provides required course information to ZJNU for the first two years of study and assistance in achieving the quality of teaching and learning.
 - 5.2 MU and ZJNU monitor and ensure program quality and continuous improvement that are aligned with MU COB mission.
 - 5.3 MU and ZJNU keep student admission criteria consistent with all MU COB students.
 - 5.4 MU and ZJNU deploy sufficient and qualified faculty.
 - 5.5 MU and ZJNU require that the majority of business subjects counted to degree fulfillment is earned at MU COB, and curricula management processes are implemented by MU COB.

- 5.6 MU and ZJNU coordinate and renegotiate any changes that may occur in the program requirements. Students will be bound by the curriculum requirements in effect at the time they are officially accepted into the Program.
6. Financial arrangements between MU and ZJNU are stated in Appendix C.
 7. Students should be made aware that additional tuition/fees, travel expenses, cost of living, books, and other expenses will be incurred upon enrollment at MU. The participating students will pay a non-refundable \$500 USD program registration fee to MU at the time of their acceptance into the Program.
 8. Students coming to MU must meet all international student admissions standards, and US immigration laws must be followed. All Students will be required to have and maintain a valid immigration status as determined by the U.S. State Department and Department of Homeland Security ("DHS") immigration officials. Should a student's immigration status become invalid they may be required to leave the United States immediately.
 9. Participating students will apply for transfer admission to MU and must meet the following admission requirements prior to admission to MU:
 - 9.1 \$150.00 USD Application Fee (non-refundable).
 - 9.2 \$50.00 USD transfer evaluation fee (non-refundable).
 - 9.3 An overall college GPA of 2.0 at all colleges attended (high school GPA of 2.5 or above if less than 26 earned college level hours)
 - 9.4 Complete the MU applicable admission application. Original official transcripts must be in both English and original language and contain ALL college or university academic credits and grades (secondary school transcripts required if less than 26 earned college level hours). The transcripts must be sent directly to the MU Admissions Office by the institution(s) that students attended.
 - 9.5 Students must meet the English proficiency requirements in effect at the time they apply to be admitted to MU and enroll in regular MU courses.
 - 9.5.1 Currently evidence of English Language Proficiency (proof of your proficiency in English) for students pursuing **undergraduate studies** may be certified by submitting one of the following*:
 - 9.5.1.1 The Test of English as a Foreign Language (TOEFL) - TOEFL iBT score 78 (internet based) for undergraduate study. TOEFL PBT 547 (paper based) for undergraduate study.
 - 9.5.1.2 Michigan English Language Assessment Battery (MELAB) - The minimum acceptable score is 79 for undergraduate study.
 - 9.5.1.3 A minimum score of 6.0 on the International English Language Testing System (IELTS) for undergraduate study. (More

information about the IELTS is available on their website at www.ielts.org.

9.5.1.4 SAT - minimum Verbal score of 450.

9.5.1.5 ACT - minimum subscores of 18 in English and in Reading.

9.5.1.6 A degree or a diploma from an accredited secondary school, college or university in which the primary language of instruction for the entire institution is English.

*Provided that, tests taken more than two (2) years prior to the date submitted cannot be accepted.

9.5.2 Currently evidence of English Language Proficiency (proof of your proficiency in English) for students pursuing **graduate studies** may be certified by submitting one of the following*:

9.5.2.1 The Test of English as a Foreign Language (TOEFL) - TOEFL iBT score 80.

9.5.2.2 Michigan English Language Assessment Battery (MELAB) - The minimum acceptable score is 82.

9.5.2.3 A minimum score of 6.5 on the International English Language Testing System (IELTS) for undergraduate study.

9.5.2.4 Graduate of Marshall University or other regionally accredited college or university in the United States.

*Provided that, tests taken more than two (2) years prior to the date submitted cannot be accepted.

9.6 Students who do not meet the English proficiency requirements will be placed in the Academic English (AE) intensive English program for at least one semester before being admitted into MU.

9.7 MMR (Measles, Mumps, and Rubella) immunization records.

ZJNU will initially submit a copy of the student's application materials to the dean's office of MU COB for its record keeping and initial screening before the application deadline of the semester prior to the semester the student intends to enroll at MU. In addition, prior to the applicable application deadline, the official application materials must be sent directly to the Admission Office at MU, which will conduct admission assessment and issue the official university admission letters and I-20 forms. Failure of any student to be accepted into Marshall University by the Admissions Office will terminate their participation in the Program.

10. MU will admit new students in fall and spring semesters. The normal deadline for submitting application materials for the spring semester is June 15 and the fall semester Oct. 15 of each year. However, these deadlines are subject to change and should be verified when the

student submits their application to the Admissions Office. These deadlines may be extended to accommodate special situations in China.

11. MU will award one (1) \$1,500 USD undergraduate scholarship for every twenty-five (25) undergraduate students enrolled and attending MU each semester pursuant to this agreement. MU shall grant these scholarships to students who are admitted to MU as transfer degree-seeking students on the basis of ZJNU 's recommendation and according to the following recommended guidelines:

11.1 ZJNU will require a minimum cumulative overall GPA of 3.0 in its selection criteria.

11.2 Scholarship recipients must maintain an overall 3.0 GPA or better to continue receiving the award. The scholarship can be continued until the completion of the undergraduate degree at MU, but not to exceed a maximum of five semesters as long as students maintain good academic progress toward the degree. The scholarship will not apply to any graduate studies the student may undertake.

11.3 If a student falls below the required GPA, Marshall will give the student one semester to achieve the 3.0 GPA requirement. If the student fails to achieve a 3.0 overall GPA or higher during the semester following the semester the GPA fell below 3.0, then MU will withdraw the scholarship.

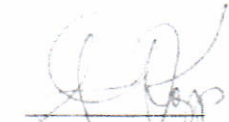
12. Either MU COB or ZJNU may terminate this agreement by notifying the other party in writing at least six months before any intended new cohort is scheduled to begin. Any existing cohort must be allowed to complete its program and all agreed remuneration for this program must be paid the participating students.

13. Qualified graduates from bachelor degree programs can apply and be admitted into graduate programs in MU COB. The qualified students will be able to complete an additional 36 graduate credit hours to earn a master degree of business from MU COB.

14. All students attending Marshall University pursuant to this agreement will be required to abide by all policies and academic standards of MU. Nothing herein, shall be interpreted as preventing MU from disciplining or expelling any student as outlined in its policies.

In witness of the terms of this agreement, our signatures are affixed:

Marshall University


Stephen J. Kopp, Ph.D.
President

December 9, 2014
Date

Zhejiang Normal University



2015.5.21
Date

Appendix A. Sample Letter from the Dean

(Name of Student)
(Student's Address)

(Date)

Dear (Name of Student):

CONGRATULATIONS! I am pleased to inform you that your application to study in the Cooperation Program between Marshall University and Zhejiang Normal University has been successful. To confirm your place in the Program, you will need to send us your completed and signed Acceptance Form and the \$500 USD non-refundable registration fee.

Upon successful completion of the first two years of study at Zhejiang Normal University and meeting all progression criteria including Marshall University admission requirements, you will be admitted to the undergraduate degree program in the College of Business at Marshall University for the remaining 2-year study. You will earn a bachelor degree in business from Marshall University if you meet graduation requirements.

Congratulations again on being accepted into the Cooperation Program between Marshall University and Zhejiang Normal University! We look forward to hearing from you soon.

Yours sincerely,

Haiyang Chen, Ph.D.
Dean
College of Business
Marshall University

Appendix B. Transferable Credits for Students Planning to Transfer to Marshall University's College of Business from Zhejiang Normal University

ZJNU Course Number	ZNU Course Title	Equivalency at Marshall	MU Course Number	Credit Hours
0210000011	College English 1	English Composition 1	ENG 101	3
0210000012	College English 2	English Composition 2	ENG 201 ¹	3
0110200162	Business Communication	Business & Professional CMM	CMM 207	3
0050100166	Intercultural Communication	Intercultural Communication	CMM 322	3
0050400785	Visual Art	Introduction to Visual Art	ART 112	3
0210000032	Calculus	College Algebra	MTH 130	3
0210000001	Philosophy of Marxism	Studies in Humanities	PHI.250	3
0071500037	College Psychology	College Psychology	PSY 201	3
0310000213	Foundation of Business Law	Legal Environment of Business	LE 207	3
0310000221	Microeconomics	Principles of Microeconomics	ECN 250	3
0310000222	Macroeconomics	Principles of Macroeconomics	ECN 253	3
0310000241	Principles of Accounting I	Principles of Accounting 1	ACC 215 ²	3
0310000242	Principles of Accounting II	Principles of Accounting 2	ACC 216 ²	3
0310000251	Business Statistics	Business Statistics	MGT 218	3
0310000332	Principles of Management	Principles of Management	MGT 320	3
0310000342	Principles of Marketing	Principles of Marketing	MKT 340	3
0310000370	Principles of Finance	Principles of Finance	FIN 323	3
0210000009	Computers and Data Processing	Business Computer Application	MIS 200	3
			Free Elective ³	3
			Free Elective ⁴	3
				60

¹ Students must earn a grade of "C" or better in order to graduate.

² Students who wish to major in Accounting must earn a minimum grade of "C" or better in Principles of Accounting 1 (ACC 215) and Principles of Accounting 2 (ACC 216).

³ Additional courses taken from ZJNU will transfer to MU as free electives. Free Elective hours are required for degrees in the COB. The exact number of free electives differs among each major.

Appendix C. Financial Arrangements

1. Each participating student pays a \$500 program registration fee to MU at the time of his or her acceptance into the Program.
2. ZJNU will collect and retain 20% of MU Board Governors approved tuition and fees for the first year (fall & spring semesters) that a cohort of students attends MU.
3. Students will pay MU the remaining of the first year's tuition and fees at the beginning of a semester when they start their study at MU.
4. After the initial cohort year, the students will pay all tuition directly to MU
5. Students shall be responsible for:
 - 5.1 Air travel, room and board fees, local transportation, and other personal expenses.
 - 5.2 Medical insurance and dental insurance as required by MU and all relevant medical costs will be the students' responsibility.

浙江师范大学和马歇尔大学合作项目协议

位于中国浙江金华市的浙江师范大学（以下简称浙师大）和位于美国西弗吉尼亚亨廷顿市的马歇尔大学（简称马歇尔大学）就阳光使者项目（以下简称项目）的以下条款达成协议。本协议从 2014 -2015 学年开始生效，并在未来的每个学期继续有效，不设终止日期。

1. 本着服务学生，更好地实现两校使命，促进两校及两国间的跨文化交流，浙师大和马歇尔大学就此项目的要点达成以下协议。

马歇尔大学，经校、州领导机构批准，将提供非排他性的 2+3 项目。本项目为两校间的一项合同。马歇尔大学对成功完成所有 2+3 项目要求的学生颁发相应文凭。参加本项目的学生可以选择修马歇尔大学商学院（以下简称商学院）所有专业。

浙师大将按中国法律实施本项目

2. 被本项目录取的学生将收到商学院院长签发的正式录取信。该信样本见附件一。
3. 参加本项目的学生将在第一二年在浙师大学习被马歇尔大学批准的课程。
4. 在浙师大获得的学分将作为马歇尔大学对等学分（详情见附件二）。在合格完成的情况下 这些课程适用于马歇尔大学的毕业要求。
5. 为了保证项目质量和认证要求，浙师大和马歇尔大学同意：
 - 5.1 马歇尔大学向浙师大提供在中国学习的前两年课程信息，以协助达到教学目标。
 - 5.2 浙师大与马歇尔大学共同对项目进行监控并确保项目质量及不断改善项目，使其与商学院宗旨相一致。
 - 5.3 浙师大与马歇尔大学保证本项目学生入学要求和商学院其它学生入学要求一致。
 - 5.4 浙师大与马歇尔大学使用充足、合格的师资。
 - 5.5 浙师大与马歇尔大学要求大多数毕业要求的商科专业课须在商学院完成并由商学院实行教学管理。
 - 5.6 浙师大与马歇尔大学双方就项目要求可能发生的变化进行协商、谈判。学生的教学要求以在被本项目正式录取时为准。

6. 浙师大与马歇尔大学的财务协议见附件三
7. 学生须知在马歇尔大学就读会有额外的学、杂费，交通费用，生活费用，书本费和其他费用。在被本项目录取时，学生需向马歇尔大学缴纳一次性、不退还的 500 美金的项目注册费。
8. 学生来马歇尔大学就读，需达到国际学生录取要求，并遵守美国移民法。所有学生必须保持由美国国务院和国土安全部规定的合法身份。如果学生合法身份失效，他们将被要求立刻离开美国。
9. 参加本项目的学生将作为转校生申请到马歇尔大学就读。在马歇尔大学录取前须满足以下录取要求，
 - 9.1 150 美金的申请费（不退还）
 - 9.2 50 美金的转学评估费（不退还）。
 - 9.3 所有就读的高校的平均 GPA 在 2.0 以上（如果高校学分不足 26 个学时，高中 GPA 在 2.5 及以上）。
 - 9.4 完成马歇尔大学的入学申请。官方成绩单原件需英文和原文版本，含有所有高校的学分，（在大学学分不足 26 个学时的情况下，须出具高中成绩单）。成绩单必须由学生就读的学校直接发到马歇尔大学录取办公室。
 - 9.5 在申请入学马歇尔大学时，学生须达到以下英语标准才能被录取、上课：
 - 9.5.1 申请本科的学生须出具以下现有的英语水平证明之一*：
 - 9.5.1.1 托福成绩：机考 iBT 78 分或者 PBT 547 分。
 - 9.5.1.2 密西根英语测试：最低 79。
 - 9.5.1.3 雅思最低成绩 6.0。更多有关雅思的信息可以在 www.ielts.org 网站获取。
 - 9.5.1.4 SAT -最低语文分 450。
 - 9.5.1.5 ACT -最低英语和阅读分 18。
 - 9.5.1.6 从一个以英语为主要教学语言的高中或者大学获得的学位或证书。

*所有英语测试成绩须是两年内获得。

9.5.2 申请研究生的学生须出具以下证明现有英语水平证明之一*

9.5.2.1 托福成绩·机考 80 分以上。

9.5.2.2 密西根语言测试·最低 82。

9.5.2.3 雅思成绩最低 6.5。

9.5.2.4 马歇尔大学或者美国其他有认证的高校的毕业证明。

*所有英语测试成绩须是两年内获得。

9.6 未到达语言入学要求的学生将参加至少一学期的马歇尔大学的学术英语培训。通过培训后再进入马歇尔大学学习。

9.7 麻疹，腮腺炎，风疹疫苗接种证明。

浙师大在学生转到马歇尔大学新读的学期申请截止日前，先向马歇尔大学商学院院长办公室递交申请材料，商学院存档并初选。在申请截至日前，正式申请材料须寄到马歇尔大学招生办公室。招生办公室进行录取评估并颁发正式学校录取信函和卜 20 表格。未能被马歇尔大学招生办公室录取的学生须终止在本项目的学习。

10. 马歇尔大学春、秋两季录取新生。一般的春季申请截止日期为每年 6 月 15 号和秋季为 10 月 15 号。该截止日期可能会更改。学生递交申请材料时须核实该日期。这些日期为了照顾中国学生的特殊情况可以被推迟。

11. 每二十五 (25) 个依本协议被录取并进入马歇尔大学的本科生中将有一人获得马歇尔大学颁发的每学期 1,500 美金的本科奖学金。马歇尔大学按照浙师大的推荐及以下要求提供奖学金。

11.1 浙师大要求 GPA 不低于 3.0。

11.2 为持续获得该奖学金，获奖学生必须保持最低 3.0 的 GPA。该奖学金可以一直颁发到学生在马歇尔大学完成本科学习，但不得超过五 (5) 个学期。该奖学金不适用于任何研究生学习。

11.3 如果学生成绩低于要求的 GPA，马歇尔大学会给学生一个学期时间使其重新达到 GPA 3.0 的要求。如果在该段时间内学生仍未能达到 GPA 要求，马歇尔大学将会停止该生的奖学金。

12. 浙师大或马歇尔商学院均可以书面形式在任何一批新生将要开始学习的六个月前通知对方终止本协议。在读生依然被容许完成本项目并支付该项目学习的双方同意的费用。

13. 合格的本科毕业生可以申请并被马歇尔商学院录取到研究生项目学习。这些学生继续学习 36 个研究生学分可以获得马歇尔商学院研究生学位。

14. 所有依照本协议在马歇尔读书的学生须遵守马歇尔大学的规章制度和学术要求。本协议任何条款不能被理解成马歇尔大学无权按照这些规章制度处罚或开除学生。

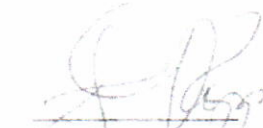
有鉴于此合同条款，双方签名如下：

浙江师范大学



2015.5.21
日期

马歇尔大学


史迪文·科珀博士
校长

December 9 2014
日期

附件一：院长信函示范件

(学生姓名)

(学生地址)

(日期)

亲爱的 (学生姓名):

衷心祝贺！我非常高兴的通知你，你申请就读马歇尔大学和浙江师范大学合作项目的申请被批准了。为确保在该项目的名额，请交付填写好的并签名的《接受录取表格》，并缴纳不可退还的 500 美金的注册费。

在浙江师范大学成功完成前两年的课程并满足所有马歇尔大学录取要求的情况下，你将被录取到马歇尔大学商学院本科就读，完成下两年的学业。如果达到马歇尔大学所有毕业要求，你将收到由马歇尔大学颁发的商科本科学位。

再次祝贺你被批准就读马歇尔大学和浙江师范大学的合作项目！盼望着你的回复。

诚挚的，

陈海洋博士
马歇尔大学商学院院长

附件二. 就读本项目学生可从浙师大转到马歇尔大学商学院的学分对照表

浙师大课号	浙师大课名	马歇尔大学对等课程	马歇尔大学课号	学分
0210000011	大学英语 1	English Composition 1	ENG 101	3
0210000012	大学英语 2	English Composition 2	ENG 201 ¹	3
0110200162	商业专业交流	Business & Professional CMM	CMM 207	3
0050100166	跨文化交流	Intercultural Communication	CMM 322	3
0050400785	视觉艺术介绍	Introduction to Visual Art	ART 112	3
0210000032	微积分	College Algebra	MTH 130	3
0210000001	马克思主义基本原理	Study of Humanities	PHL250	3
0071500037	大学心理学	College Psychology	PSY 201	3
0310000213	商业法律基础	Legal Environment of Business	LE 207	3
0310000221	微观经济学	Principles of Microeconomics	ENC 250	3
0310000222	宏观经济学	Principles of Macroeconomics	ENC 253	3
0310000241	基础会计1	Principles of Accounting 1	ACC 215 ²	3
0310000242	基础会计2	Principles of Accounting 2	ACC 216 ²	3
0310000251	商业统计学	Business Statistics	MGT 218	3
0310000332	管理学原理	Principles of Management	MGT 320	3
0310000342	市场学原理	Principles of Marketing	MKT 340	3
0310000370	金融学原理	Principles of Finance	FIN 323	3
0210000009	计算机与数据运行	Business Computer Application	MIS 200	3
			Free Elective ³	3
			Free Elective ³	3
				60
1. 学生须取得“C”或以上的成绩方能毕业。				
2. 会计专业的学生的基础会计 ¹ ， ² 对应马歇尔基础会计课程ACC215，216须取得“C”或以上的成绩。				
3. 在浙师大上的其他课程可以作为选修课转到马歇尔大学。学生获得商学院学位须上选修课。每个专业的选修课时有不同要求。				