

**Southwest Missouri State University of the United States of America
And Liaoning Normal University of the People's Republic of China**

Agreement

Based on existing agreements between Southwest Missouri State University (SMSU) and Liaoning Normal University (LNU) this new agreement is to declare the joint plan to expand the existing two-year Associate of Arts degree programs between the two universities into a four-year Bachelor of Science degree in Business. This agreement will cover a period of three years from 2004-2007. The location of the program will be at the SMSU/LNU Branch Campus as a part of the International Institute at Liaoning Normal University.

1.0 Mission

- 1.1 SMSU and LNU agree that the mission of the mutual association is to conduct educational and cultural exchanges between the two universities and to promote understanding and friendship between the two countries.
- 1.2 SMSU and LNU agree that the current arrangement of the Branch Campus has proven beneficial to both institutions for the past three (3) years.
- 1.3 In accordance with existing agreements additional educational opportunities should be pursued for students studying at the SMSU-LNU Branch Campus and at LNU.
- 1.4 The proposed programs should be totally self-supporting and to the mutual benefit of both institutions.

2.0 Additional Course Offerings

- 2.1 SMSU and LNU agree to offer a completion degree in General Business from the College of Business Administration (COBA) on the LNU campus.
- 2.2 SMSU and LNU agree to explore effective teaching models that incorporate both classroom instruction and distance learning.

3.0 Enrollment

- 3.1 SMSU and LNU will coordinate the recruitment effort for the COBA completion program. Branch Campus students must complete the West Plains's Associate of Arts degree in General Studies with a focus in business and have obtained a minimum GPA of 2.5. Other students selected for the program must meet SMSU enrollment qualifications to include a TOFEL score of at least 500.
- 3.2 SMSU officials will assist in the recruitment effort by providing brochures and additional information regarding the programs agreed to provide on the LNU

campus. SMSU officials will make recruitment presentations on periodic visits to the LNU Campus.

- 3.3 Sufficient enrollment will be necessary to generate the required funds to make any agreed upon programs self-supporting.

4.0 Facilities

- 4.1 Classrooms, and administrative space for faculty and students in China will be provided in the SMSU-LNU Branch Campus and LNU International Institute area.

- 4.2 SMSU will work with LNU officials to identify necessary facilities on the LNU campus to meet the requirements of programs to be offered.

5.0 Funds

- 5.1 The budget for any developed programs jointly offered will be agreed to by both institutions. Tuition rates will be established based on the government's price policy in China at the levels that are required to sustain the program.

- 5.2 All program expenses will be paid by funds collected from tuition.

- 5.3 Funds to cover SMSU expenses incurred in the United States and LNU expenses in Dalian, China must be reimbursed by tuition income generated in China from SMSU/LNU Branch Campus joint ventures.

- 5.4 SMSU and LNU will share the profit, if any, at a 50% ratio for each party.

- 5.5 Students at the International Institute will be required to purchase or lease textbooks for the classes they are enrolled in.

- 5.6 Students at the International Institute who wish to complete any part of programs agreed to as a result of this Agreement on the SMSU campus in the United States, need not reapply for admission. Students coming to the SMSU campus to study will pay SMSU tuition and fees set for international students.

6.0 Academic Considerations

- 6.1 Programs provided on the LNU campus by SMSU will adopt curricula, lesson plans, textbooks, and other teaching materials selected and determined by SMSU.

- 6.2 SMSU will approve or provide qualified instructors for agreed upon programs in accordance with standards set forth by the educational governing bodies from the United States.

- 6.3 Graduates of these approved programs offering degrees will be awarded a Bachelor's degree from SMSU.
- 6.4 Students completing SMSU certificate programs will be awarded the appropriate certificate by SMSU, such as Business Essentials Certificate and English Proficiency Certificate.
- 6.5 Students accepted into degree seeking or certificate programs will be appropriately enrolled as SMSU students. Credits received by students enrolled in these programs will be recorded on an SMSU transcript.
- 7.0 Other Considerations
- 7.1 SMSU and LNU understand and agree that this Agreement is subject to the approval of the Board of Governors of Southwest Missouri State University and relevant approving agencies as well as appropriate government offices in China according to relevant regulations of the People's Republic of China.
- 7.2 This Agreement does not discourage continued discussions between the two institutions to look at other programs in the future, which would have mutual benefit.
- 7.3 If either university believes the stated purposes of this Agreement are not being fulfilled the other university shall be notified of the areas of concern in writing. Both universities shall attempt to resolve those concerns through common efforts. If no solution can be achieved, either university may cancel the agreed to programs by providing written notification at least one (1) semester in advance.

(signature)
President
Southwest Missouri State University
Date: August 2003

(signature)
President
Liaoning Normal University
Date: August 2003