

AGREEMENT FOR A PROGRAM OF ACADEMIC COOPERATION

Exchange agreement

between

ICN Business School
France

and

Indian Institute of Management
Lucknow, India

This agreement is made between,

ICN Business School, a private higher education institution, a simplified joint-stock company, registered office at 2 Place Padoue, 54000 Nancy, France, and registered under the SIRET number 931 456 784 00020 represented by **Professeur François Thérin, Director General**,

And

Indian Institute of Management Lucknow, set up by Government of India in 1984, hereafter referred to as **IIML**, IIM Rd, Prabandh Nagar, Mubarakpur, Lucknow, Uttar Pradesh 226013, and registered under the GSTIN number 09AAATI2622Q1ZC represented by **Director Prof. MP Gupta**.

1. OBJECTIVE OF THE EXCHANGE

ICN and IIML, in recognition of the value of international cooperation and student mobility, and as a supplement to any exchange agreement, have agreed to enter an agreement encompassing a semester exchange program involving ICN Master in Management & Master of Science Programs (DESSMI) and IIML in Post Graduate Program (PGP).

2. DEFINITIONS

In this agreement, unless the contrary intention appears:

- 2.1 "ICN Master students" means a student from ICN participating in an exchange program at IIML, involving its PGP program degree.
- 2.2 "IIML Master students" means a student from IIML participating in an exchange program at ICN, involving its Master in Management degree or Master of Science programs.
- 2.3 "International exchange student" means a one-for-one exchange student from a Master program who is not eligible for the double degree once he/she has completed his/her exchange program.

3. POINTS OF AGREEMENT

- 3.1 All students from each institution will spend **one** semester at the partner university.
- 3.2 Each institution agrees to nominate students in good academic standing for participation in this program and to ensure that each student possesses the language skills required for the programs offered.
- 3.3 Each institution will accept the students of its counterpart, as long as they have met the admission requirements as presented in this agreement.
- 3.4 The home institution will provide written notification of the names of the students selected and other relevant information regarding their academic records on the specified due date. The host university reserves the right to make final judgment on the admission of the nominated students.
- 3.5 Students participating in this program will be subject to the rules and regulations of the student body of the host institution. Likewise, they will be subject to the academic regulations of their home institution.
- 3.6 Participation in the program does not constitute later automatic admission as a regular student at the host institution, nor does it establish legal residence in the host country, be it under French or Indian law.
- 3.7 The host institution will inform the students regarding suitable housing and will make every effort to assist the students in arranging suitable temporary accommodation.
- 3.8 The host institution will assume no responsibility for the students' conduct or lack of compliance with the laws of the host country. Both parties agree to provide the exchange students with specific information regarding the relevant legal provisions of the host institution's country.
- 3.9 The total number of slots opened for semester exchange students in each university is limited to the basis of **4** students from each institution.

4. ADMISSION OF STUDENTS

ICN will accept students from IIML under the following conditions:

- 4.1. Nomination by IIML registered as full-time students and in good academic standing.
- 4.2. Students must have no outstanding resits, deferrals or failures on their transcripts when transferring to ICN.
- 4.3. Comply with the program's English requirements to register on the English track (TOEFL 80, IELTS 6.5, TOEIC 750 Certificate of Cambridge level C or Duolingo 110) or French for students choosing the French track (DELF or DALF level B2). ICN will accept IIM Lucknow's institute-issued English language proficiency certificate. The certificate is issued following a comprehensive evaluation of students' English proficiency, covering reading, writing, listening, and speaking, and is aligned with internationally recognized standards.
- 4.4. Meet the Master program entry requirements.
- 4.5. A selection committee will be constituted in each institution in order to examine and evaluate the candidate's application form for each program, and to establish the selection of these candidates using the selection criteria defined by each institution.
- 4.6. To be eligible to the Master program (first year), students from IIML must have previously validated at least three years of post-secondary education.

- 4.7. All the incoming students from IIML must subscribe to the mandatory French health insurance (Sécurité Sociale) for their studies in France. All students should have repatriation coverage during their stay at the host country.

IIML will accept students from ICN under the following conditions:

- 4.1. Students must be formally nominated by ICN and be registered as full-time students in good academic standing at their home institution.
- 4.2. At the time of transfer to IIM Lucknow, students must have no outstanding resits, deferrals, or failed courses reflected on their transcripts.
- 4.3. Students must meet the academic and eligibility requirements of the relevant programme at IIM Lucknow. IIML will accept ICN's institute-issued English language proficiency certificate.
- 4.4. Students must satisfy the entry requirements of the postgraduate programme for which they are applying at IIM Lucknow.
- 4.5. To be eligible for admission to the postgraduate programme, students from ICN must have successfully completed post-secondary education prior to their arrival at IIM Lucknow.
- 4.6. All incoming students from ICN must hold valid health insurance coverage applicable in India for the entire duration of their studies at IIM Lucknow. Students must also have appropriate repatriation coverage during their stay in the host country.

5. BALANCE OF NUMBERS

The parties agree that the difference between the numbers of students between the institutions will be reviewed every five years from the signature of the agreement.

6. FINANCIAL ARRANGEMENTS

- 6.1. Each student must pay the appropriate tuition, academic and obligatory fees to their home institution; correspondingly, the student will be exempt from paying them to the host university.
- 6.2. Additional fees are required for the international campuses of the partner university students will be personally responsible for:
- 6.2.1. All travel expenses
 - 6.2.2. Compulsory insurance, including medical and travel insurance
 - 6.2.3. Accommodation and living expenses
 - 6.2.4. All costs associated with applying for and obtaining appropriate visas and travel documentation.

6.2.5. Non-compulsory additional fees

6.2.6. Purchasing textbooks if necessary

6.2.7. All other debts incurred during the course of their stay.

7. FACULTY EXCHANGE

Both institutions agree to promote exchange among their respective faculty, namely, under the form of short-term guest lecturing, visiting professorships for the duration of a semester and joint research.

8. GENERAL

- 8.1. This agreement will come into effect on the date it is signed and will continue for five years. During the fifth year, the numbers of participating students from each institution will be reviewed.
- 8.2. The agreement may be amended with the written agreement of both parties.
- 8.3. Either party may terminate this agreement by giving the other party no less than a year's written notice.
- 8.4. If this agreement is terminated, any student who has commenced a course of study prior to the termination date may complete that course of study in accordance with the terms of this agreement.
- 8.5. All notices required to be given under this agreement shall be sent in writing to the party involved.

For ICN Business School:

Campus Artem
86, rue du Sergent Blandan 54000 Nancy
frederique.boutin@icn-artem.com

For Indian Institute of Management Lucknow:

IIM Rd, Prabandh Nagar, Mubarakpur,
Lucknow, Uttar Pradesh 226013
std_excng@iiml.ac.in

- 8.6. The agreement and activities conducted should be reviewed and evaluated by each institution on an annual basis in order to determine the status for the following period. The decision to continue under the current status should be reached during the fall semester of each year. The continuation of any existing programs or activities will result from the approval of both institutions based on the annual review and evaluation.
- 8.7. The parties agree that any controversies, disputes or claims resulting from this agreement shall be first submitted to mediation. This shall be conducted in English. A mediated settlement, if any, shall be put in writing. If necessary, both parties will agree on a neutral arbitrary mediator and will be subject to its decision.

9. PERSONAL DATA

The Parties undertake to process all Personal Data of which they are aware hereunder in accordance with the regulations in force applicable to the processing of Personal Data and the protection of privacy, and in



**Indian Institute of Management
Lucknow, India**

ICN Business School

**Prof. Ashutosh Kumar Sinha
Chairperson MOUs**

Frédérique BOUTIN

Head of international relations office

Signature

Signature







Date 17th Feb, 2026

Date 13 February 2026

12/02/2026

APPENDIX 1

Contacts at partner universities

Indian Institute of Management Lucknow India	ICN Business School France
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Administration of agreement Academic and program coordinator/leader	Chairperson MOUs	International office Program director
Application and registration	International Linkages Office	International office
Academic counselling	International Linkages Office	International office
Accommodation	Student Affairs	International office
Orientation and welfare	International Linkages Office	International office

IIM LUCKNOW

APPENDIX 2

Grading system for students

IIML grading system

The evaluation is a continuous process based on assignments, quizzes, project work, seminar presentation, viva-voce, mid-term test and final examination. A ten-point grading scale with corresponding letter grades is used as follows: The Term Grade Point Average and Cumulative Grade Point Average are computed in each term as the credit-weighted averages of individual grades in and up to each term respectively.

Letter	A+	A	A-	B+	B	B-	C+	C	C-	D	F
Grade	10	9	8	7	6	5	4	3	2	1	0

ICN grading system

Grade ICN	Score range	Validation	GPA score	Honours	ENSTA
A	[16 ; 20[	YES	4	Excellent	
B	[15 ; 16[	YES	3,5	Very good	Above average standards, with minor errors
C	[13 ; 15[	YES	3	Good	Generally sounds good, with some errors
D	[11 ; 13[	YES	2,5	Satisfactory	Fair, but with significant shortcomings
E	[10 ; 11[	YES	2	Pass	Performance meets minimum criteria
FX	[7 ; 10[	NO	1	Inadequate result that requires the participant to provide additional material or take a make up exam	Extra work required before credit can be awarded
F	[0 ; 7[	NO	0	Very insufficient or incomplete work / work not handed in	Considerable further work is required; involves re-attendances of classes

APPENDIX 3

Fact Sheet and application forms attached.