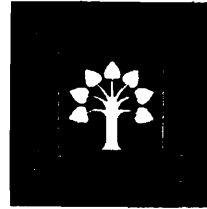

INSEAD



**ACUERDO INSEAD - INSTITUTO UNIVERSITARIO
EUROFORUM ESCORIAL**

**AGREEMENT BETWEEN INSTITUTO UNIVERSITARIO
EUROFORUM ESCORIAL AND INSEAD**

The INSTITUTO UNIVERSITARIO EUROFORUM ESCORIAL and INSEAD have agreed to collaborate towards the promotion of Management Education in Spain. Such cooperation covers four domains:

MBA PROMOTION

The INSTITUTO UNIVERSITARIO EUROFORUM ESCORIAL and INSEAD shall cooperate in promoting the INSEAD MBA in Spain.

EXECUTIVE EDUCATION

The INSTITUTO UNIVERSITARIO EUROFORUM ESCORIAL and INSEAD shall cooperate in the design and the realization of executive courses. This includes the already existing Programa de Desarrollo de Directivos as well as future senior executive courses. The realization of those programmes, such as objectives, admission criteria and delivery of diploma is the joint responsibility of both institutions.

PEDAGOGICAL MATERIAL DEVELOPMENT AND RESEARCH

The INSTITUTO UNIVERSITARIO EUROFORUM ESCORIAL and INSEAD shall join efforts towards developing pedagogical material development and research in/or for Spain. The INSTITUTO UNIVERSITARIO EUROFORUM ESCORIAL shall finance research assistants at INSEAD to assist INSEAD Faculty in such effort. It shall also facilitate introduction in Spanish companies.

FACULTY DEVELOPMENT

In order to contribute to the development of a Spanish Faculty in Business Administration the INSTITUTO UNIVERSITARIO EUROFORUM ESCORIAL shall sponsor a Doctoral Fellowship at INSEAD.

The present agreement is for three years and shall be automatically renewed unless a one-year cancellation notice is given by one of the two parties.

Manuel Rodríguez Casanueva
Presidente de EUROFORUM

Claude Rameau
Dean of INSEAD

Fontainebleau, July 6th, 1990