

EXCHANGE AGREEMENT

In view of the mutual interest manifested between both Universities, regarding cooperation in the fields of research, exchange of scholars, publication, organization of events, courses and any other activities related to their mission, the School of Business Administration, Bar-Ilan University (BIU) and the School of Business, University of Flores (UF) agree of the following cooperation protocol:

1. FACULTY EXCHANGE

- 1.1 For every exchange, BIU and UF shall construct a programme, which states the purpose, form and content for the specific exchange.
- 1.2 The host institution undertakes to help find accommodation for the visiting faculty.
- 1.3 The visitor will be responsible for travel, accommodation, and all other costs incurred in the exchange.
- 1.4 The visitor will be required to meet the normal requirements for entry visas according to the regulations of the host country.
- 1.5 The visitor will be required to take out a comprehensive insurance policy which covers medical and other possible contingencies during the exchange.
- 1.6 In those cases where visiting staff are engaged in host institution's activities, agreed compensation shall be paid according to the normal regulations of host institution in equivalent cases.
- 1.7 The Intellectual Property Right (IP) will be determined by the parties for each case, if relevant, separately.
- 1.3 Carrying out of this agreement is subject to the rules of each institute.

2. INFORMATION EXCHANGE, SHARED RESEARCH, AND ASSISTANCE

- 2.1 Where there are no legal impediments, the parties agree to exchange books and articles published by staff and the presses of both institutions and to exchange databases as appropriate.
- 2.2 The parties agree that their respective libraries shall assist each other to obtain books, articles, statistics and other information resources and that these shall be exchanged as budgets permit on the basis of equivalent value and mutual benefits.
- 2.3 Suggested topics for shared research are listed in the appendix. However, research projects require a priory agreement and they may include other topics as well.

3. MISCELLANEOUS

- 3.1 Conjoint efforts can be made to obtain financial and other types of sponsorship for the conjoint projects from other institutions and organizations.
- 3.2 This agreement has been drafted in two originals, one for each institution.
- 3.3 Termination of the exchange programme by either institution requires six months written notice. However, the effective date of cancellation shall not take place prior to the termination of an exchange.

Appendix

A sample list topics of shared research (To be completed)

1.FAMILY BUSINESSES

- 1.1.Percentage of businesses with bussiness plans
- 1.2.“ “ “ “ succession plans (verbal, written)
- 1.3.Correlations between the evolution of the firm and the life script of the founder and his family
- 1.4.Value systems of the firm and the family : coincidences and divergences
- 1.5.Remuneration systems for relatives and non relatives
- 1.6.Mechanisms of vocational choice of the founder's children
- 1.7.Mechanisms of incorporation of children to the family firm
- 1.8.Precentages of couples working together in family firms, and percentages of couples getting along well between them
- 1.9 Influence of gender and age in the selection of successors
- 1.10 Leadership styles of founders (our model of Transactional Leadership could be applied)
- 1.11 Traditional and non-traditional roles of the C.P.A. in family and non-familiar small and medium sized businesses
- 1.12 Levels of satisfacion in Maslow's scale of family and non- family business Managers
- 1.13 Decision- making strategies of family and non-family based firms
- 1.14 Impact of information systems in the business

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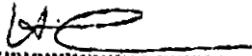
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The Rector

Bar-Ilan University

October 19, 2001
date


signature


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