

The Examination Board, established for International Marketing of the Fontys International Business School, part of Fontys University of Applied Sciences, certifies that

Raphael Hermanns

born on 21 July 1992 in Grevenbroich, Germany

successfully completed the exams of the Bachelor's Degree programme

Marketing

(registered name: *Commerciële Economie*)

with the Major Subject of **International Marketing**

in the year 2016.

The graduate is authorised to use the degree Bachelor of Business Administration.

The examination, which covered the subjects as mentioned overleaf, was conducted in virtue of the Education and Examination Regulation as laid down by the Governing Board in accordance with the requirements as decreed in the Higher Education and Research Act (WHW, Stb. 593, 1992).

Date of the latest accreditation report of the programme concerned: December, 2014.

The programme is registered in the Central Register of Higher Education Study Programmes with number: 34402.

VENLO, 17 June 2016

The Examination Board:

Chair:
M.M.H. Simonis LL.M.



Secretary:
Dr. Olaf H. Bode



The candidate:



2207942-2016-7-004493

The certificate concerning

Raphael Hermanns

who successfully completed the exams of the Bachelor's Degree programme
Marketing with the Major Subject of **International Marketing**, applied to the
following units of study:

Major : Marketing
Minor : Studying Abroad

Units of Study:

Statistics
Marketing Law
Strategic Marketing
Foreign Language
Brand Management
Sustainable Innovation
Business English
Mini Company
Marketing Controlling
Marketing Synthesis
Marketing Research
Consumer Behaviour
Economics and Methodology
SPSS
Study Career Management
Work Placement
B2B Marketing
Retail and Services Marketing
Customer Relationship Management
Management Skills and Ethics
Sales
Marketing Communication
E-Marketing
Organizational Activities
Graduation Assignment

2207942-2016-7-004493

De volgende elementen kenmerken de echtheid van dit document:

1. De microtekst in de vin aan de onderzijde van het document. Als u dit vlak 10 keer of meer vergroot wordt de tekst leesbaar.
2. Een zilverfoliestrip rechts op het document. In de zilverfolie is het monogram van Fontys Hogescholen (de letter 'F' met Fontysvis) uitgespaard.
3. Een uniek nummer links naast het monogram, tevens uitgevoerd in laserperforatie. Bij twijfel over de echtheid van het document kunt u bij Fontys Hogescholen verifiëren of de naam en het nummer corresponderen.
4. In het papier zit een wereldwijd beschermd watermerk.

This Diploma Supplement follows the model developed by the European Commission, Council of Europe and UNESCO/CEPES. The purpose of the supplement is to provide sufficient independent data to improve the international 'transparency' and fair academic and professional recognition of qualifications (diplomas, degrees, certificates etc.). It is designed to provide a description of the nature, level, context, content and status of the studies that were pursued and successfully completed by the individual named on the original qualification to which this supplement is appended. It should be free from any value judgements, equivalence statements or suggestions about recognition. Information in all eight sections should be provided. Where information is not provided, an explanation should give the reason why.

1. Information identifying the holder of the qualification

- 1.1 Given name(s) and Family name** : Raphael Hermanns
1.2 Date of birth : 21 July 1992
1.3 Place of birth : Grevenbroich, Germany
1.4 Student identification number / code : 2207942

2. Information identifying the qualification

2.1 Name of the qualification:

Getuigschrift Hoger Beroepsonderwijs (Degree Certificate of Higher Professional Education);
 Degree: Bachelor of Business Administration;
 Nationally accepted title: Baccalaureus (bc)

2.2 Main field of study:

Commerciële Economie (Marketing), registered in the "Centraal register opleidingen hoger onderwijs" (CROHO)
 Central Register of Higher Education Study Programmes; Registration No. 34402.
 Major Subject : International Marketing

2.3 Name and status of awarding institution:

Fontys Hogescholen; public University of Applied Sciences, state recognized institution, falling within the scope of the Higher Education and Research Act (WHW Stb. 593, 1992 and subsequent amendments and supplements)

2.4 Name and status of institution:

Fontys Hogescholen; public University of Applied Sciences, state recognized institution, falling within the scope of the Higher Education and Research Act (WHW Stb. 593, 1992 and subsequent amendments and supplements)

2.5 Language of instruction:

German

3. Information on the level of the qualification

3.1 Level of qualification:

Bachelor's Degree; University of Applied Sciences; First cycle National Qualifications Framework for Higher Education; Level 6 EQF for LLL.

3.2 Official length of programme:

4 years; study load in ECTS-credits: 240

3.3 Access requirement(s):

For Dutch students: VWO, HAVO or MBO. Prospective students with a foundation year degree or an institute of higher education degree may also enrol at the hogeschool.

For German Students: Fachhochschulreife (or equivalent).

For students of other nationalities: senior high school diploma/GCE or equivalent. Foreign certificates have to be validated. See "Requirements for Admission to Higher Education" of "The Education System in the Netherlands". In order to be able to follow the Dutch study programme successfully, prospective students with a certificate issued outside the Netherlands, must demonstrate, that their command of the Dutch language should be at 'Staatsexamen NT2-level (Dutch as second language, programme II, higher education). For the English study programme (IBMS) the command of the English language should be at Proficiency level [e.g. TOEFL 550 or IELTS 6.0].

4. Information on the contents and results gained

4.1 Mode of study:

Full-time, including work placements

4.2 Programme requirements:

A graduate of International Marketing is able to operate in an international business environment. He/She has a broad knowledge in the field of marketing science. On this fundament he/she can fulfill the following professional roles: Marketing manager, Marketing & sales assistant, Market researcher, Product manager, Sales manager, Account manager, Self-employed businessman, Consultant, Marketing communication manager and Export manager.

The main instrument for assessing a student's progress is the 'tentamen'. This is a written or oral test in one subject. 'Tentamens' are taken at various times throughout the degree programme. A cluster of exams are related to a certain competence. Throughout the degree programme student performance in presentations, reports and during the traineeship / internship is continually assessed. As a part of the graduation requirements of programmes, the report from the traineeship / internship and the graduation project of the main subject must be approved. On top of the major of 210 credits the student has completed one minor of 30 credits. The minor enables the student to either deepen or broaden his competencies within his professional context.

4.3 Programme details:

The first year of every programme is referred to as the 'propedeuse', which serves as a foundation, orientation and selection phase. In addition to lectures, seminars, and independent study, students are required to complete an internship or work placement (stage) which takes up part of the third year of study, as well as a final project or a thesis, in the fourth year (see transcript of credits).

4.4 Grading scheme:

Grading system in the Netherlands

Dutch grades range from 1 (very poor) to 10 (outstanding); a 6 is a pass. It should be noted that 9s and 10s are rarely given. On final lists, grades are normally rounded off (above 0.5 is rounded up and below 0.5 is rounded down, thus a 5.5 equals a 6 equals a pass, whereas a 5.4 equals a fail.) However, on exams and course work, it is customary to get a grade that has not been rounded off. The Dutch grading system is listed in the table below.

Sometimes grades are not given, but achievements are expressed in words. If such is the case a V is a Pass, irrespective of the level of achievement above the minimum pass.

Dutch Grading scale	
Grade	Description
10	Outstanding
9	Very good
8	Good
7	Very satisfactory
6	Satisfactory
6 - 5,5	(minimum pass)
5	Fail: some more work needed, sometimes compensated.
4 - 0	Unsatisfactory to very poor; definite fail

Used in Course components	
Grade	Description
E	Excellent
G	Good
RV	Very satisfactory
V or vd	Pass (voldoende, voldaan)
T	minimum pass
N, nv or C	Fail (Onvoldoende, niet voldaan)
VR	Exemption
g	good (goed)
v	satisfactory (voldoende)
o	fail (onvoldoende)

4.5 Overall classification of the qualification:

met goed gevolg (Successfully)

5. Information on the function of the qualification

5.1 Access to further study:

The 'Getuigschrift Hoger Beroepsonderwijs' gives access to several types of further study: Shortened university study programmes leading to the university 'getuigschrift'; Related master degree programmes; Post-HBO courses of varying length.

5.2 Professional status:

HBO graduates are fully qualified to practise their profession without further study, licensing or registration with a professional association.

6. Additional information

6.1 Additional information:

The degree programme was accredited by the Accreditation Organization of the Netherlands and Flanders (Nederlands-Vlaamse Accreditatie Organisatie, NVAO) on 31 December 2014.

6.2 Further information sources:

For general information about Fontys: <http://www.fontys.nl>

For information in the English language: <http://fontys.edu/about-fontys>

Further information on Higher Professional Education in the Netherlands can be obtained at: Nuffic, Kortenaerkade 11, P.O. Box 29777, 2502 LT Den Haag, The Netherlands: <http://www.epnuffic.nl>

There is also an important site on the Recognition of Diplomas: <http://ec.europa.eu/education>

7. Certification of the supplement

7.1 Date : 17 June 2016

7.2 Signature :



7.3 Capacity : M.M.H. Simonis LL.M. ; Chair of the Examination Board

7.4 Stamp :



8. Information on the Dutch higher education system: See enclosed information

Diploma Supplement Transcript of Credits (see No. 4.2/4.3.)

DEGREE PROGRAMME: Bachelor Marketing
(registered name: Bachelor Commerciële Economie)

Given name and Family name : Raphael Hermanns
Date, place of birth : 21 July 1992 in Grevenbroich, Germany
Date of qualification : 17 June 2016
Student identification number : 2207942
Certificate identification number : 2207942-2016-7-004493

Major	Subject name	Subject name in English
Major Subject	Commerciële Economie	Marketing
Minor	International Marketing	International Marketing
	Buitenlandminor	Studying Abroad

Course components

Code	Subject name	Subject name in English	Date	Grades	ECTS
	<u>Propaedeutic Package IM German Cohort 2012</u>	<u>Group PMD121</u>			
P01MD12	Project Organisation of Businesses	Project Organisation of Businesses	18/01/2013	5,5	5
P02MD12	Marketing Processes	Marketing Processes	17/12/2012	7,6	5
P03MD12	Accounting	Accounting	24/01/2013	8,2	5
P04MD12	International Business	International Business	24/10/2013	5,7	5
P05MD12	Business Mathematics	International Business	19/12/2012	5,8	5
P06MD12	Business English I	Business English I	30/11/2012	5,8	2
P07MD12	Foreign Language I / Law	Foreign Language I / Law	30/11/2012	8,5	2
P08MD12	Study Career Management	Study Career Management	30/11/2012	V	2
P09MD12	Project Business Plan	Project Business plan	26/05/2013	7,3	5
P10MD12	Marketing Analysis	Marketing Analysis	28/05/2013	8,0	6
P11MD12	Economic Research	Economic Research	30/05/2013	5,9	5
P12MD12	Economics	Economics	04/06/2013	6,9	5
P13MD12	Social and Communication Skills	Social and Communication Skills	31/05/2013	6,5	2
P14MD12	Business English II	Business English II	26/05/2013	5,8	2
P15MD12	Foreign Language II / ICT	Foreign Language II / ICT	26/05/2013	9,0	2
P16MD12	Law	Law	06/06/2013	5,8	2
	<u>Graduation Package IM German Cohort 2012</u>	<u>Package AMD12</u>			
	<u>Group Main Phase IM (Phase 2)</u>	<u>Group HMD121</u>			
H01MD12	Statistiek	Statistics	17/12/2015	6,9	4
H02MD12	Marketing Law	Marketing Law	01/10/2013	5,7	4
H03MD12	Strategic Marketing	Strategic marketing	05/06/2014	7,7	5
H04MD12	Foreign Language I / III	Foreign Language I / III	13/06/2014	6,1	2
H05MD12	Brand Management	Branding	17/01/2014	5,5	5
H06MD12	Sustainable Innovation	Sustainable Innovation	09/01/2014	7,9	3
H07MD12	Business English III	Business English III	06/06/2014	5,9	6
H08MD12	Mini-Company	Mini Company	24/06/2014	6,6	8
H09MD12	Marketing controlling	Marketing controlling	08/07/2015	6,8	4
H10MD12	Marketing Synthesis	Marketing Synthesis	02/06/2014	8,0	4
H11MD12	Marketing research	Marketing research	01/06/2014	7,8	3
H12MD12	Foreign Language II / IV	Foreign Language II / IV	01/06/2014	6,5	2
H13MD12	Consumer Behaviour	Consumer Behaviour	12/06/2015	7,0	4
H14MD12	Economics & Methodology	Economics & Methodology	03/07/2015	8,3	3
H15MD12	SPSS	SPSS (Standardized Statistical Program)	01/06/2014	6,5	3
H16MD12	Study Career Management	Study Career Management	24/02/2015	V	2
H17MD12	Work Placement	Work placement	23/02/2015	7,1	28
	<u>Group Graduation Phase IM (Phase 3)</u>	<u>Group IAMD12</u>			
A01MD12	B2B Marketing	B2B Marketing	15/12/2015	8,0	4
A02MD12	Retail & Services Marketing	Retail & Services Marketing	01/06/2016	7,1	6

Code	Subject name	Subject name in English	Date	Grades	ECTS
A03MD12	Customer Relationship Management	Customer Relationship Management	18/12/2015	5,9	4
A04MD12	Management Skills and Ethics / HRM	Management Skills	11/01/2016	8,5	4
A05MD12	Sales	Sales	06/01/2016	5,5	4
A06MD12	Marketing Communication	Marketing Communication	14/12/2015	6,0	4
A07MD12	E-Marketing	E-Marketing	12/01/2016	7,8	4
A10MD12	Study Career Management	Study Career Management	17/11/2015	V	1
A11MD12	Organizational Activities	Organizational Activities	22/01/2016	V	2
A12MD12	Graduation Assignment	Graduation Assignment	17/06/2016	6,0	28
	Minor group	Group MINOR			
2557FMBUIT	Buitenlandminor	Studying Abroad	07/10/2015	V	30
	Totaal aantal behaalde ECTS-studiepunten	Total number of ECTS-credits achieved			240

Diploma Supplement Appendix Competences

DEGREE PROGRAMME: Bachelor Marketing
(registration number and name: 34402 "Bachelor Commercïële Economie")
Valid for qualification date: 17 June 2016

Competences	Performance Indicators level Main phase competent	Performance Indicators level Graduate competent	Performance Indicators Level Start competent
DC1 Product development: Initiating and creating products and services, independently and entrepreneurially	The student is able to: - name basic characteristics and elements of products and brands. - see market opportunities and generate creative ideas. - apply the technique of brainstorming and other creativity techniques. - together with others, draw up a basic plan for a company.	The student is able to: - generate product ideas and develop product concepts in complex situations. - together with others, turn a creative idea into a product/service. - further develop or adapt existing products. - formulate marketing objectives for a product/brand. - draw up and monitor budgets for products. - chart out cultural differences in product introduction D/VNL. - together with others, draw up a complete business plan.	The student is able to: - specify the positioning of a product/brand in the target market. - monitor and check the success of initiated marketing activities. - manage relations with other positions, and harmonise processes. - account for personal product choices. - independently set up a company.
DC2 Market research: Implementing, interpreting, assessing and evaluating market research	The student is able to: - deploy basic knowledge of standard (market) research methods. - deploy mathematical and statistical knowledge for the standard (market) research methods. - deploy knowledge of ICT tools. - formulate a research question on the basis of a specific problem outline. - carry out a routine market survey. - prepare a simple report with statistical claims at descriptive level.	The student is able to: - solve a complex practical problem in a group, on the basis of market research methods. - independently draw up a study plan including budget. - use ICT tools such as SPSS. - apply deepening statistical methods. - produce a report with graphic representations and account for the study results to the client. - evaluate the study carried out.	The student is able to: - independently and professionally solve a practical problem using market research. - account for the choice for a specific method. - acquire new research skills. - issue advice and derive recommendations. - prepare a report including graphic representation, accounting for the methods employed, conclusions and recommendations.
DC3 Strategic analysis: On behalf of the company, on the one hand identifying the strengths and weaknesses based on an analysis of the internal business processes and culture as part of the value chain, and on the other hand the opportunities and threats on the local, national and/or international market on the basis of relevant national and international trends.	The student is able to: - deploy basic knowledge of segmentation and target group determination. - deploy knowledge of relevant analysis techniques (Portfolio, Porter, Ansoff, STEP etc.) - carry out a limited internal and external analysis based on a specific problem outline. - deploy basic knowledge of marketing strategies. - write and present a simple report.	The student is able to: - draw up an analysis plan based on a given context. - interpret consumer behaviour (interdisciplinary knowledge). - carry out an extensive SWOT analysis, taking account of social factors. - issue reports, accounting for the choice of method selected.	The student is able to: - independently draw up an analysis plan based on a complex context. - independently draw conclusions based on limited information. - write an extensive report, and account for the approach and advice for the follow-up process (marketing activities).

Competence	Performance indicators level Main phase competent	Performance indicators level Graduate competent	Performance indicators level Start competent
DC4 Marketing policy: Developing marketing policy for a nationally and internationally operating company and being able to underline and argue the choices made.	<u>The student is able to:</u> - understand the existing marketing policy of an organisation. - apply his basic knowledge of marketing instruments. - determine marketing activities on the basis of a given market analysis. - translate market opportunities into short-term objectives. - devise an action plan for achieving these objectives.	<u>The student is able to:</u> - name a number of options based on a SWOT analysis. - chart out the relationship between objective, strategy and mix level. - formulate a number of SMART marketing objectives. - deepen the marketing mix and strategy. - implement marketing controlling.	<u>The student is able to:</u> - independently carry out, monitor and control marketing activities. - take decisions on and account for marketing activities in a complex context.
DC5 Marketing plan: Drawing up, implementing and adapting plans on the basis of marketing policy.	<u>The student is able to:</u> - name the elements of a marketing plan (objective/strategy/mix). - draw up a marketing plan based on a restricted given context.	<u>The student is able to:</u> - draw up a marketing plan in the framework of a complex real life situation (B2C). - draw up a sales plan. - draw up a communication plan. - account for own choices in the plan.	<u>The student is able to:</u> - independently and professionally draw up a marketing plan and derived plan, based on a complex context. - draw up a marketing plan for B2B, trade, service provision and non-profit organisation. - account fully for a plan. - convincingly present a marketing plan to the management and other target groups.
DC6 Relationship management: Developing and maintaining business relations for purchase, sale and service provision	<u>The student is able to:</u> - chart out business relations. - identify relevant stakeholder groups. - generate insight into internal and external business relations. - hold a discussion with potential relations. - run an analysis of the effectiveness of the purchasing and sales organization. - sell a single product.	<u>The student is able to:</u> - translate existing marketing policy into a CRM concept. - segment (international) business relations. - manage customer databases. - analyse internal and external business relations. - draw up an effective sales strategy and organisation. - hold effective negotiations. - produce a salesmap with all relevant information.	<u>The student is able to:</u> - independently set up and maintain a CRM system. - analyse data from the CRM system. - maintain (international) business relations. - determine relevant criteria for customer data. - perform effective sales negotiations in the framework of sustainable customer relationships in a B2B or B2C environment.
DC7 Communication: Communicating in several languages taking account of cultural differences, internal and external, national and international	<u>The student is able to:</u> - communicate at main phase competence level with verbal and written expression skills in economic Dutch and German. - generate an insight into cultural differences. - express himself at level B2 in English with verbal and written skills (simple business discussion, simple business letter). - express himself at level A2 in a second modern foreign language.	<u>The student is able to:</u> - communicate at graduation phase competence level with verbal and written expression skills in economic Dutch/German. - independently chart out cultural differences. - at level B2, communicate in English with verbal and written expression skills.	<u>The student is able to:</u> - communicate at start competence level with verbal and written expression skills in economic Dutch/German. - respond to and make use of differences in culture. - at start competence level C1, communicate with verbal and written expression skills in English (for example drawing up a marketing plan) and respond adequately to cultural differences in a conversation.

Competences	Performance Indicators level Main phase competent	Performance Indicators level Graduate competent	Performance Indicators level Start competent
DC8 Management: Managing a company, a company component, business processes or a project	The student is able to: - generate insight into relevant aspects of management (for example leadership styles). - generate insight into business processes. - generate limited insight into his own management skills. - name the basic elements of project management.	The student is able to: - develop insight into his own working style and that of others. - analyse business processes. - manage a limited project. - name in detail the elements of project management. - manage a simple conflict situation in a project group.	The student is able to: - name complex business processes. - respond to and use strengths and weaknesses of (project) staff. - deal with differences in working styles. - independently manage a complex project in a result-oriented manner. - take important decisions. - independently take action.
AC1 Social and communicative competence (interpersonal, organisation): cooperation and communication	The student is able to: - generate insight into the structuring of an organisation and organisation models. - comply with agreements on time and results to be delivered, and deliver a visible contribution to the group result. - participate actively in the group process. - report in a clear and structured manner, taking account of correct use of language and use of modern ICT equipment. - provide a brief descriptive presentation using ICT.	The student is able to: - work in a result-oriented manner in an organisation, and lay down his own processes. - actively participate in setting targets and work agreements. - take on the role of chair and minute taker during a meeting. - edit various types of document, and express himself correctly and suitably for the target group, in writing. - express himself successfully verbally, in contacts at various levels. - hold a lively presentation	The student is able to: - work proactively in an organisation and independently take decisions on organisation objectives. - develop own objectives and tasks. - take on the task of team leader. - name and analyse various team roles in a group. - put into clear and structured words the nature of complex questions. - hold a coherent presentation on a complex subject. - present his own opinion in a convincing manner.
AC2 Self-management competence (intrapersonal, professional)	The student is able to: - develop a feeling for marketing. - generate insight in self-evaluation. - map his personal development. - determine personal SMART targets. - document with help of a coach his personal development in a portfolio. - plan his own activities in an uncomplicated situation. - publish results of his own activities.	The student is able to: - develop a personal professional attitude as marketer. - manage himself. - systematically expand his knowledge and skills in his professional field. - be responsible for own choices. - independently determine targets and realize them in a more complex situation. - transfer feedback and self-reflection to improvement plan.	The student is able to: - discuss marketing aspects on the level of starting professional. - phrase, manage and control personal development plan. - take a personal marketing attitude. - take ethical aspects of marketing into account. - analyse personal situation, learn more with self-management and constantly acquire new skills. - phrase independently targets, quality criteria and SMART deadline in a complex situation.

Competences	Performance Indicators level Main phase competent		Performance Indicators level Graduate competent		Performance Indicators Level Start competent	
FC1 Internationalization: The skill to have an adequate and flexible attitude towards the expectations of the speaking partner from another culture. Being aware of cultural differences and interferences between own culture and that of the other person. Being able to remain conscious of own identity and cultural heritage while being in contact with other cultures.	<u>The student is able to:</u> - demonstrate knowledge and understanding of the most important international economic questions. - identify intercultural problems.		<u>The student is able to:</u> - reflect in terms of method and content on international economic questions. - assess the value of social, globalisation and ecological interests and analyse these questions in a responsible method-based manner. - demonstrate understanding, tolerance and responsibility in intercultural questions.		<u>The student is able to:</u> - demonstrate personal responsibility in his professional activities in handling intercultural differences. - tackle international economic questions in an academically-responsible manner. - communicate professionally in and on intercultural questions.	
FC2 Globalisation and sustainability: When acting and making decisions keeping social, ecological and globalisation interests in mind instead of limiting actions and decisions to short term profits. The core issue is the ethical point of view in relation to the economic point of view. Being able to recognize the various interests of stakeholders and shareholders and to align actions accordingly.	<u>The student is able to:</u> - demonstrate basic knowledge in the field of the interaction between economic questions and ethical-sustainable business practice (People, Profit, Planet, Poverty)		<u>The student is able to:</u> - independently and analytically approach specific questions on sustainability and responsible management.		<u>The student is able to:</u> - manage the approach to sustainable, ethically-responsible solutions for economic questions. - communicate professionally on sustainability aspects of an economic nature.	

Student : Hermanns, R.
Student number : 2207942

RE: Average grade

Fontys International Business School hereby officially declares that
aforementioned student has successfully completed the Bachelor study
Marketing (Major subject: International Marketing) with an average grade of:

6,8

The average grade is based on the Main Phase and Graduation Phase results *.

Venlo, July 1, 2016.

** The average grade is calculated by weighing the credits multiplied by the obtained grades per LA, divided by the number of credits.*



American Language
and Culture Institute



Semester at CSU San Marcos
Certificate of Completion
Spring 2015 Semester

With emphasis in

Business Administration

is awarded to

Raphael Hermanns

on

May 8, 2015

Dawn Schmid

Dawn Schmid, Director

Official Transcript

Page 1 of 1

Name : Raphael Hermanns
Student ID: 004003569
Birthdate : 1992-07-21

Print Date : 2015-07-15

Send To : Raphael Hermanns
Lerchenweg 18
Grevenbroich, NW 41516
Germany

----- Beginning of Undergraduate Record -----

Spring 2015

COURSE		Description	Attempted	Passed/Grade	Points
COMM	100	INTRO TO COMMUNICATION	3.00	3.00 A	12.000
WORLD	440	GLOBAL & CROSS CULTURAL MCTS	4.00	4.00 B	12.000
OM	435	PROJECT MANAGEMENT	2.00	2.00 A-	7.400
PSYC	100	INTRO TO PSYCHOLOGY	3.00	3.00 A	12.000
TERM GPA :	3.618	TERM TOTALS :	12.00	12.00	43.400
CUM GPA :	3.618	CUM TOTALS :	12.00	12.00	43.400

Good Standing

Undergraduate Career Totals

CUM GPA : 3.618 CUM TOTALS : 12.00 12.00 43.400

----- End of Transcript -----



Thomas G. Swanger
Registrar



Zeugnis

Herr Raphael Hermanns, geboren am 21. Juli 1992 in Grevenbroich, hat in der Zeit vom 04. August 2014 bis zum 09. Januar 2015 in der Direktion Marketing, Abteilung Wartung, Verschleiß & Reifen bei der Sodicam Vertriebs GmbH, einer 100 %-igen Tochtergesellschaft der Renault Deutschland AG, ein Praktikum absolviert.

Die Hauptaufgaben von Herrn Hermanns waren:

- ◆ Mitarbeit bei der Vorbereitung von Verkaufsaktionen und Lieferung von regelmäßigen Reportings über den Erfolg dieser Aktionen
- ◆ Pflege der Abteilungskonten, sowie der Kunden- und Produktdatenbanken
- ◆ Kreative Mitarbeit bei der Erstellung von Endkundenbroschüren und Katalogen
- ◆ Eigenständige Abwicklung von Reklamationen zwischen Händlern und Herstellern.
- ◆ Abwicklung der kaufmännischen Mittel sowie der Erstellung einer Wirtschaftlichkeitsanalyse
- ◆ Analyse des Sell-in und Sell-out bestimmter Produktgruppen
- ◆ Ansprechpartner für den Außendienst in Punkto Produktinformationen und Aktionsauswertungen
- ◆ Erstellung von Preisstudien und Wettbewerbsvergleichen
- ◆ Mitarbeit bei der Vorbereitung der Einführung von neuen Produkten in Verbindung mit der Einführung von Renault und Dacia Modellen

Herr Hermanns verfügt über ein sehr gutes analytisches und zugleich pragmatisches Urteils- und Denkvermögen, sowie eine rasche Auffassungsgabe. Er zeigte jederzeit große Eigeninitiative und identifizierte sich immer voll mit seinen Aufgaben und unserem Unternehmen, wobei er durch seine große Einsatzfreude überzeugte. Auch in Situationen mit großem Arbeitsaufkommen erwies er sich immer als in höchstem Maße belastbar

Herr Hermanns agierte immer selbständig, eigenverantwortlich und zuverlässig. Die ihm übertragenen Aufgaben führte er stets zu unserer vollsten Zufriedenheit aus.

Wegen seines freundlichen und ausgeglichenen Wesens war er allseits sehr geschätzt. Er war immer hilfsbereit, zuvorkommend und stellte, falls erforderlich, auch persönliche Interessen zurück. Sein Verhalten gegenüber Vorgesetzten und Kollegen war stets einwandfrei.

Wir danken Herrn Hermanns für seine sehr guten Leistungen und wünschen ihm auf seinem weiteren Berufs- und Lebensweg alles Gute und weiterhin viel Erfolg.

Brühl, im Januar 2015

Julian Harzheim
Market Manager

PASCAL-GYMNASIUM

Gymnasium der Stadt Grevenbroich
im Rhein-Kreis Neuss



ZEUGNIS

DER ALLGEMEINEN HOCHSCHULREIFE

Raphael Hermanns

geboren am 21. Juli 1992 in Grevenbroich,

wohnhaft in Grevenbroich, evangelischen Bekenntnisses,

hat sich nach dem Besuch der gymnasialen Oberstufe der Abiturprüfung unterzogen.

Dem Zeugnis liegen zugrunde:

Die Vereinbarung zur Neugestaltung der gymnasialen Oberstufe in der Sekundarstufe II
(Beschluss der Kultusministerkonferenz vom 7. Juli 1972 in der jeweils geltenden Fassung).

Die Vereinbarung über die Abiturprüfung der neugestalteten gymnasialen Oberstufe in der Sekundarstufe II gemäß Vereinbarung der
Kultusministerkonferenz vom 7. Juli 1972 (Beschluss der Kultusministerkonferenz vom 13. Dezember 1973 in der jeweils geltenden Fassung).

Die Vereinbarungen über die einheitlichen Prüfungsanforderungen in der Abiturprüfung
(Beschlüsse der Kultusministerkonferenz in der jeweils geltenden Fassung).

Verordnung über den Bildungsgang und die Abiturprüfung in der gymnasialen Oberstufe - APO-GOST - vom 5. Oktober 1998 in der
jeweils geltenden Fassung (SGV. NRW. 223/BASS 13-32 Nr. 3.1).

Raphael Hermanns

I. Leistungen in den Jahrgangsstufen 12 und 13 (Qualifikationsphase)

Fach ²⁾	Bewertung ³⁾			
	12/I	12/II	13/I	13/II
Sprachlich-literarisch-künstlerisches Aufgabenfeld				
Deutsch (Leistungskurs)	04	08	07	10
Englisch	(04)	(07)	09	09
Spanisch	07	07	08	10
Kunst	07	09	**	**
Gesellschaftswissenschaftliches Aufgabenfeld				
Sozialwissenschaften	07	10	10	12
Geschichte (ZK)	**	**	08	09
Mathematisch-naturwissenschaftlich-technisches Aufgabenfeld				
Mathematik	02	07	07	04
Biologie	06	07	08	07
Religionslehre	05	07	**	**
Sport (Leistungskurs)	10	10	12	13

1) Notenstufen gemäß § 49 Absatz 2 Nr. 2 Schulgesetz: sehr gut, gut, befriedigend, unbefriedigend

2) Leistungskursfächer werden mit dem Klammerzusatz (Leistungskurs) gekennzeichnet. Grundkurse bleiben ohne besondere Kennzeichnung.

3) Für die Umsetzung der Noten in Punkte gilt:

	sehr gut			gut			befriedigend			ausreichend			mangelhaft			ungenügend
Noten	1+	1	1-	2+	2	2-	3+	3	3-	4+	4	4-	5+	5	5-	6
Punkte	15	14	13	12	11	10	09	08	07	06	05	04	03	02	01	00

Die Punktzahlen in Klammern sind nicht in die Gesamtqualifikation einbezogen worden. Punktzahlen werden in einfacher Wertung und stets zweistellig angegeben.

3. Seite des Zeugnisses der allgemeinen Hochschulreife für:

Raphael Hermanns

II.1 Leistungen in der Abiturprüfung

Prüfungsfach	Prüfungsergebnis in einfacher Wertung	
	schriftlich	mündlich
1. Leistungskursfach: Deutsch	07	**
2. Leistungskursfach: Sport	13	**
3. Mathematik	05	**
4. Sozialwissenschaften	**	10

II.2 Besondere Lernleistung

Thema: _____

Ergebnis in einfacher
Wertung

III. Berechnung der Gesamtqualifikation und der Durchschnittsnote

Punktsumme aus 22 Grundkursen
in einfacher Wertung:

166

mindestens 110,
höchstens 330 Punkte

Punktsumme aus 6 Leistungskursen in
zweifacher Wertung und zusätzlicher einfacher
Wertung der Jahrgangsstufe 13/I:

121

mindestens 70,
höchstens 210 Punkte

Punktsumme aus den Prüfungen in vierfacher
Wertung ⁴⁾ und den Kursen der Prüfungsfächer im
Abschlussjahr 13/II in einfacher Wertung:

179

mindestens 100,
höchstens 300 Punkte

Gesamtpunktzahl:

466

mindestens 280,
höchstens 840 Punkte

Durchschnittsnote:

2,8

zwei, acht ⁴⁾

4) Die Ergebnisse der schriftlichen und mündlichen Abiturprüfung sind hierbei im Verhältnis 2 : 1 gewichtet.

4. Seite des Zeugnisses der allgemeinen Hochschulreife für:

Raphael Hermanns

IV. Fremdsprachen ⁵⁾

Fach:

Klasse/Jahrgangsstufe:

Englisch (B2/C1)

von: 5

bis: 13

Latein

von: 7

bis: 11

Spanisch (B1/B2)

von: 11

bis: 13

Für die modernen Fremdsprachen schließt dieses Zeugnis Kompetenzen des Gemeinsamen europäischen Referenzrahmens für Sprachen (GeR) ein. ⁶⁾

Dieses Zeugnis schließt das Latinum (Nachweis von Lateinkenntnissen gemäß Vereinbarung der Kultusministerkonferenz vom 26. Oktober 1979) ein.


V. Bemerkungen

Raphael hat sich mit großem Engagement als Stufensprecher für die Belange der Schule eingesetzt.


VI. Herr Raphael Hermanns hat die Abiturprüfung bestanden und damit die Berechtigung zum Studium an einer Hochschule in der Bundesrepublik Deutschland erworben.

Grevenbroich, den 30. Juni 2012




Schauf, OStD, Schulleiter und Vorsitzender des Zentralen Abiturausschusses

Vertreter/in des Schulträgers


Schlautmann, OStR (Beratungslehrer/in)

⁵⁾ außer Arbeitsgemeinschaften

⁶⁾ Sind für eine Sprache zwei Referenzniveaus ausgewiesen, ist das niedrigere in vollem Umfang, das höhere in Anteilen erreicht.