

BEST APPLICATION FORM

**BEST SCHOLARSHIPS FOR INTENSIVE COURSES IN "ENTREPRENEURSHIP AND MANAGEMENT" WITH
INTERNSHIPS AT COMPANIES IN THE UNITED STATES**

ACADEMIC YEAR 2019-2020

DEADLINE: 31 MARCH 2019

PERSONAL DATA OF THE APPLICANT

SPECIFY THE FIELD OF STUDY:

SURNAME AND NAME:

DATE AND PLACE OF BIRTH:

CITY, PROV. OF RESIDENCE:

RESIDENTIAL ADDRESS

(Street, Zip Code, City)

Phone

Fax

Mobile:

E-mail1:

E-mail2:

Website:

Skype:

LinkedIn:

Twitter:

ADDRESS to which to SEND NOTIFICATIONS (if different from home address):

Street and

Postal code

City, Prov.

MARITAL STATUS:

CITIZENSHIP:

POSITION AND/OR CURRENT ASSIGNMENT

COMPANY/ORGANIZATION

ADDRESS –Street and

POSTAL CODE

Phone

Fax

Email

DECLARATION

- I declare not to be in possession of American and Italian dual citizenship;
- I have not traveled in the United States with J-1 visa during the year before the deadline of the contest BEST;
- I declare that I will not visit the United States for study or work while passing all stages of the process of the competition until the eventual assignment of the BEST scholarship and the departure to the United States.

SUMMARY OF CURRICULUM VITAE

FIELD OF STUDY/DEGREE:

KNOWLEDGE OF ENGLISH: TOEFL score _____

other certifications _____ score _____

- EDUCATIONAL QUALIFICATIONS(starting with the most recent, indicate whether old or new order and specify for each title: discipline, final grade, actual or expected date of graduation, University Faculty)

1)

2)

3)

- RESEARCH EXPERIENCE (indicate dates and locations)

- OTHER WORK EXPERIENCE (Please indicate date, employer, position/title, starting from most recent)
- SPECIAL RECOGNITIONS (Awards, appointments and more)
- PREVIOUS STAYS in the United States (specify date, reason and type of visa)
- STAYS IN OTHER COUNTRIES (Please specify country, date and reason)
- REFERENCES (give name, position, telephone number and e-mail of two representatives)

1)

2)

I dati dei quali i soggetti organizzatori entrano in possesso a seguito del presente bando verranno trattati nel rispetto dell'art.13 del D. Lgs. del 30 giugno 2003 n.196 e artt. 13, 14 Reg. UE 2016/679.

ENTREPRENEURIAL PROJECT

In an essay of 1000 words or less, please describe your business project and/or product or service you would like to introduce and what you would like to learn during an internship with a U.S. company. **Write about your real project; do not discuss a case study.**

The project should also explicitly answer the following questions:

- *What is the new product or service that will be made available by your new company? Why is your product competitive?*
- *Who are your customers? What is your customers' unmet need? How are your customers addressing the need today?*
- *How will your customer pay for the product or service that you propose? How will you make money?*
- *How big is the market that you propose serving?*
- *What are your direct competitors? How does your solution compare with their solution?*
- *What is the amount of seed money needed to launch your company? How are you going to raise it?*
- *Exit strategy: which is the potential multiple at exit of the investment that you require? How will the exit occur: traded in an Initial Public Offering (IPO) or cease to exist via merger or acquisition?*

Please include your ideas on what you plan to do when you return to Italy in relation to your business project and how you would disseminate the results of your academic and internship experience in the United States.

SPECIFIC EVIDENCE

Planning, implementation and achieving results

Describe a challenging project, activity or event which you have planned and taken through to conclusion (objectives, implementation, ongoing evaluation and changes, final results)

Influencing skills, communication and teamwork

Describe how you achieved a goal through the actions or opinions of others in a team context

Analysis, problem solving and creative thinking:

Describe a difficult problem that you have solved thanks to your entrepreneurial spirit

PERSONAL STATEMENT

The personal statement is a narrative statement describing how you have achieved your current goals. It should not be a mere listing of facts. It should include information about your education, practical experience, specific skills, special interests, career plans. Describe any significant factors that have influenced your educational and/or professional development, and your purpose in participating in the Program. **Please attach also a complete curriculum vitae**