



CALL FOR APPLICATION  
FIFTH EDITION OF THE EXCHANGE PROGRAMME  
"THE INTERNATIONAL PRACTICUM"  
ACADEMIC YEAR 2018-2019  
*DiECO\_008\_2019\_INT.PRACT\_5ED*

**Article 1: description and objectives**

The Department of Economics of the University of Insubria is launching a call to support the participation of selected Master Degree students to the fifth edition of the international exchange program "*International practicum*". The program, funded by the Insubria University, is designed to provide both qualified both managerial training and internship opportunities within selected companies to selected masters' degree students with the aim to educate on innovation and international entrepreneurship.

**Article 2: Academic Partners**

The Universities' partners of the University of Insubria participating in the Program are:

- The Department of Economics of the Insubria University, Italy
- The Liverpool John Moores University, Business School Program, United Kingdom
- The Ivane Javakhishvili Tbilisi State University, Faculty of Economics and Business, Georgia
- Black Sea University, Tbilisi - Georgia;
- International Institute of Management IMI-Nova, Chisinau, Moldavia

**Article 3: Beneficiaries**

The beneficiaries of this call are:

- up to 10 Italian Master Degree students enrolled to the Department of Economics, University of Insubria;
- up to 12 English students enrolled to the Liverpool John Moores University;

**Article 4: Candidates requirements**

Insubria eligible candidates:

- Master Degree students enrolled in the Academic Year 2018-19 to both first and second year of the master programs **GEEM Global Entrepreneurship and Management** both curricula in *International Business and Economics of Innovation* and **CLEDIFI Economia Diritto e Finanza d'Impresa** (*Economia e Diritto di Impresa* and *Finanza, Mercati e Intermediari Finanziari* curricula)

Foreign eligible candidates:

Master Degree students (attending the first or second year), specialist students, Ph.D. students that have attended the following courses: management, marketing, international business, principle of accounting, principle of finance, business planning, management of innovation, entrepreneurship, enterprise economics.

**Article 5: Activities**

**Part one: Internship in Varese**

The International Practicum will take place in academic year 2018-19. The joint-team formed by both Insubria students and foreign students coming from England will assist a selected company in developing a challenging



internationalization business project proposed by the Company assigned to the Team with the goal to foster the internationalization strategy of the firm towards selected foreign markets.

From the beginning of May 2019, Insubria students joining the cross-cultural teams will start to work closely with the selected Italian firms for collecting data and information regarding the internationalization project proposed by each firm and will share information with foreign students of the assigned joint-team. At the same time, foreign students will collect information and provide market analysis on the assigned foreign markets and will promoting know-how exchange for the development of an entry strategy by verifying business opportunities for the Italian enterprises involved in the project.

In the period 13 May – 24 May 2019 foreign students joining the Program coming from the Universities of Liverpool will spend a two (2) weeks period internship at the Department of Economics of the University of Insubria attending a customized program of lectures, seminars and workshops and working closely with the management team of the assigned companies for discussing a first projects' draft; at the same time, under the supervision of both an international academic team and selected entrepreneurial mentors coming from both B2B and B2C markets, each team will develop and discuss with the management an action plan for the internationalization strategy towards the selected foreign markets. At the end of the internship period each joint team will be asked to present and discuss an advanced draft of the internationalization plan with both the enterprises and the Academic team.

## **Part 2: Calendar of the Activities**

The activities will be developed in the following main phases:

<b>March 2019</b>	Opening of the Call and selection process of all students to involve in the Program
<b>Last week of April, 2019</b>	Composition of the cross-cultural joint-teams (Insubria and foreign students) and matching of students' groups with the selected enterprises Presentation of the internationalization projects to assign to each team by the selected Companies
<b>First week of May, 2019</b>	Exchange of information among joint-teams regarding the enterprises involved in the Projects, markets and competitive analyses, definition of a first draft for each assigned project
<b>May 2019</b>	2 weeks internship at the Department of Economics
<b>End of October 2019</b>	Submission of the final projects to both enterprises and the academic team Workshop in Varese for the presentation of the outcomes of the International Practicum and delivery of diplomas

The detailed calendar of the activities will be prepared after the joint-teams are set.

## **Article 6: Duration**

Foreign students will come to the University of Insubria in Varese for a two weeks internship in May 2019 and will last 2 weeks (14 days, including the transfer).

The detailed calendar of the activities within the Companies and for lectures and seminars will be prepared after the joint team will be set.

## **Article 7: Selection criteria and procedures**

The selection will be taking place according to students' record and qualifications. Main selection criteria are:



- Academic curriculum (students who have included in their study plan the courses business planning, entrepreneurship, international business, international business labs will be preferred)
- Bachelor score
- English skills (B2 level is required),
- Attitudes to team working and to the use new technologies (internet and social networks).

For students enrolled at the Department of Economics of the University of Insubria, English skills and the motivations to join the program will be checked by the Commission.

Selected students could ask for the recognition of the International Practicum as “stage period” for the attribution of credit points presenting a final report approved by the project tutors.

**The deadline for applications is April 12<sup>th</sup> 2019.**

Applications received beyond the deadline or missing the candidate's signature, are ineligible. The University do not take any responsibility for the dispersion of notices due to wrong indication of contacts or due to the change in contacts indicated in the application.

**Article 8: Application procedures**

The candidates will be selected by a Committee chaired by the Director of the Department. The results of the selection will be published on the website of the Department of Economics and communicated to the applicants. After the publication of the selection process, admitted students have to confirm the participation to the program within 7 working days.

Applications must include:

- a cover letter (see Annex A)
- the applicant's curriculum vitae with records of university career and professional experiences (if available)
- transcript of records or list of courses attended with marks attained
- language certificate (if available)
- motivation letter
- copy of Identification Document / Passport

Students wishing to be admitted to the program must address their application to Professor Maria Cristina Pierro, Director of the Department of Economics, using the annex enclosed below, and:

- a. send it by e-mail at the following address: [direttore.dipeco@uninsubria.it](mailto:direttore.dipeco@uninsubria.it)

Please write on the subject field:

CALL FOR APPLICATION TO THE EXCHANGE PROGRAMME “INTERNATIONAL PRACTICUM”

Or

- b. hand in directly at the Sportello Orientamento e Stage of the Department of Economics, Via M. Generoso 71, 21100 Varese

Or

- c. send by registered mail at the following address:  
Professor Maria Cristina Pierro  
Department of economics  
Via M. Generoso, 71  
I- 21100 VARESE

In both cases please write on the envelope:



**CALL FOR APPLICATION TO THE EXCHANGE PROGRAMME "INTERNATIONAL PRACTICUM"**

A complete copy of the application should be sent to Prof. Roberta Pezzetti ([roberta.pezzetti@uninsubria.it](mailto:roberta.pezzetti@uninsubria.it)) and Prof. Patrizia Gazzola ([patrizia.gazzola@uninsubria.it](mailto:patrizia.gazzola@uninsubria.it)) in quality of scientific coordinators of the program.

**Article 9**

The Committee of the University of Insubria will select Insubria candidates and publish the results of the selection on the University of Insubria's website and on the "Albo on line". Winners must confirm the participation to the program within 7 working days.

**Article 10**

According to Law n. 241 dated 7/08/1990 dott.ssa Raffaella Grillo - Department of economics, Via Monte Generoso, 71, 21100 Varese e-mail: [raffaella.grillo@uninsubria.it](mailto:raffaella.grillo@uninsubria.it) in charge of the competition notice.

**Article 11**

According to the Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation), the University will commit itself to respect all confidential information provided by the candidates. All information provided will be handled only for purposes connected to the selection procedure and to the stipulation and management of the contract with the University.

Varese, 27/03/2019

the Director of the Department of economics  
(Prof. Maria Pierro)

Please contact Prof. Roberta Pezzetti and Prof. Patrizia Gazzola for any question related to this call.

DATE OF PUBLICATION IN THE REGISTER ON LINE on **March, 29<sup>th</sup> 2019**

DATE OF EXPIRATION OF TERMS on **April, 12<sup>th</sup> 2019**