



FONDAZIONE CASSAMARCA
Monti Musoni ponto dominorque Naoni



PUBLIC ANNOUNCEMENT FOR ASSIGNMENT OF SCHOLARSHIP

for

***NEW EUROPE MASTER
IN BANKING AND ENTREPRENEURSHIP***

Academic Year 2011/2012

Art. 1 Aim of the Master's Degree Program

For the academic year 2011/2012, **UniCredit*** and **Fondazione Cassamarca** are sponsoring, for the ninth year running, the “*New Europe Master in Banking and Entrepreneurship*”.

The Master is a post-graduate programme which aims to provide a technical and practical understanding of the European banking system and of the multifaceted relationships between banks and business communities. The objective of the program is to create new, highly qualified professionals with a command of the knowledge essential to bank and business management.

Art. 2 Admission to the Master's program

A maximum of 30 students will be accepted into the program. Admission to the New Europe Master in Banking and Entrepreneurship will follow a selection process based on the candidates' documentation in addition to interviews to get to know them better and to evaluate their competence in English.

Art. 3 Candidate Requirements and Admission

- Citizenship of a CEE country, ideally one in which UniCredit is present: e.g. Azerbaijan, Bosnia Herzegovina, Bulgaria, Croatia, the Czech Republic, Estonia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Turkey, Ukraine
- University degree (both bachelor's and master's degrees)
- Knowledge of English certified by a TOEFL or a similar certificate
- Preferably finance-related internship experience and /or work experience (1-2 years)

Art. 4 Duration of Program and Attendance Requirements

The Master's program consists of one (1) academic year of work. Classes will **start on October 3rd 2011** and will take place during the academic year 2011-2012. Attendance is compulsory. Students will participate in at least 1000 hours of classes, workshops and seminars followed by a 3-month internship (practical experience period) in banks or companies involved in the scheme. In order to attend classes, students will need to be formally admitted to the Master's program and will need to show proof of their continued advancement in the program based on intermediate examinations, tests and group work.

Students will receive a detailed academic year program at the beginning of the course as well as an overview of assessment procedures and relative weightings.

* Banks of UniCredit are: Austria - Bank Austria Creditanstalt; Azerbaijan – ATF Bank; Bosnia Herzegovina - UniCredit Bank; Bulgaria - UniCredit Bulbank; Croatia - Zagrebačka Banka; The Czech Republic - UniCredit Bank; Estonia - UniCredit Bank; Germany - HypoVereinsbank; Hungary - UniCredit Bank; Kazakhstan - ATF Bank; Kyrgyzstan - ATF Bank; Latvia - UniCredit Bank; Lithuania – UniCredit Bank; Poland - Bank PEKAO S.A.; Romania - UniCredit Tiriac Bank; Russia – UniCredit Bank; Serbia – UniCredit Bank; Slovakia – UniCredit Bank; Slovenia – UniCredit Bank; Turkey – Yapi Kredi; The Ukraine – UniCredit Bank, UkrSotsbank.

Art. 5 Master's program

The degree program consists of five (5) general modules:

MODULE 1 - APPLIED ECONOMICS & LANGUAGES

- a. Italian and German business languages & cultures (technical language assistance)
- b. Basic principles of mathematics & statistics applied to economics
- c. Microeconomics, macroeconomics & economics policy
- d. Monetary economics, monetary policies & banking supervision in Europe
- e. International economics & finance (European vs. New Europe)

MODULE 2 - CORPORATE FINANCE & RISK ANALYSIS

- a. Balance sheet and income statement, international accounting standards (IAS), banks' accounting
- b. Analysis of economic & financial processes - basic financial principles & corporate finance
- c. Capital budgeting: national/international financial management & investment valuation
- d. Risk management function: risk valuation & uncertainty, Basel II (credit risk & rating)

MODULE 3 - FINANCE & FINANCIAL MARKETS

- a. General overview of financial markets & instruments
- b. The return to risk ratio puzzle: portfolio theory, CAPM, APT
- c. Capital structuring & financial policy
- d. Strategic finance: M&A, restructuring

MODULE 4 – ENTREPRENEURSHIP

- a. HR policy & development
- b. Company and operations Management
- c. Marketing
- d. Strategy

MODULE 5 – BANKING

- a. Drivers of change in banking
- b. Bank planning & control: bank performance overview
- c. Retail banking
- d. Private banking
- e. Corporate banking: credit function of banks & their credit policies, client evaluation process
- f. Corporate banking: relationship bank/company, private equity activity, project finance

FINAL MODULE - CASE STUDIES & PRESENTATIONS

INTERNSHIP - PRACTICAL EXPERIENCE PERIOD & THESIS MODULE

Art. 6 Application and Deadline

The scholarship application form for the Master's program and all the necessary information are available on the website: www.masterbe.com. The application form must be filled out in full in English and must specify the applicant's university degree and grades obtained. Applications should be sent by post by **June 30th, 2011** to: Teatri e Umanesimo Latino s.p.a – Ex Convento San Francesco, via Edmondo de Amicis, 4 – 31015 Conegliano (TV), Tel: +39/0422/1848904 or +39/0422/513500 Fax: +39/0422/1848914 or +39/0422/513510

The following documents must be included with the application:

- a. Motivation letter (1 page maximum)
- b. Curriculum Vitae (2 pages maximum)
- c. Application form (The formal request for the scholarship, to be digitally filled in, handwriting to be used only for the signature)
- d. Passport copy
- e. English transcript of academic degree, exams, grades obtained
- f. Language certificates (attesting level of English and possible other languages)
- g. Letter of recommendation (e.g. university professor, manager of a company)
- h. Any other references to support the application (not mandatory) Official translation of the applicant's degree together with a list of University examinations passed and grades obtained. Please note that if false statements are submitted, no amendments will be accepted and the applicant will not be admitted to the degree programme.

Among the above listed documents, the following ones should also be sent via e-mail to info@masterbe.com by June 30th, 2011 latest:

- a. Motivation letter
- b. Curriculum Vitae
- c. Application form

After applicants have been notified of their admission to the Master's program they must, within ten days of receiving notification, submit the final registration form complete with a copy of the receipt of payment of fees as stated in Art. 7.

Art. 7 Fees

The registration fee for the Master's programme is **Euro 25.000,00** (**). This includes board, lodging and teaching material. Sponsors will award selected candidates with a **scholarship covering up to Euro 22.000,00** of the registration fees of the Master's program (see Art.8). Remaining fees are payable in three instalments as follows:

- a. First instalment, by September 1st 2011: Euro 1.000,00 (+20% V.A.T.)

** The registration fee for the Master's program does not include a 20% Value Added Tax (V.A.T.).

- b. Second instalment, by December 31st, 2011: Euro 1.000,00 (+20% V.A.T.)
- c. Third instalment, by March 1st, 2012: Euro 1.000,00 (+20% V.A.T.)

Payments must be made by bank transfer to the account of **Teatri e Umanesimo Latino S.p.A.**. Details are as follows:

UNICREDIT SPA
FIL. OP. TRIVENETO OCCIDENTALE
Via Mons. Gentilin, 71
37132 Verona
IBAN: IT 21 B 02008 11758 000029761519
Cod. BIC SWIFT: UNCRITMMOTO

The payment should specify the account holder, **Teatri e Umanesimo Latino S.p.A.**, and the nature of the payment: **“Registration to the New Europe Master in Banking and Entrepreneurship of *surname, name*”**.

Payment of instalments will be considered completed only after Teatri e Umanesimo Latino S.p.A. has received a copy of the confirmation of the bank transfer. Applicants admitted to the Master’s program are not, under any circumstances, entitled to a refund of the first instalment of the registration fees.

Art. 8 Scholarships

Scholarships, covering **Euro 22.000,00** of the registration fees, will be granted on the basis of the criteria listed in Art. 2. Applicants interested in a scholarship should send in a completed scholarship application form together with all other required documents (Art. 6) to the Secretary at the Umanesimo Latino S.p.A. by **June 30th, 2011**. The request must include acceptance of all the conditions of the scholarship and authorization for the Teatri e Umanesimo Latino S.p.A. to handle personal data pursuant to Italian law 675/96.

Scholarships will be granted before the deadline set for the payment of the first instalment of the Registration Fee. Applicants granted a scholarship will be notified by letter and by e-mail.

Please note: the sponsors of the New Europe Master in Banking and Entrepreneurship will award selected candidates with a scholarship covering up to Euro 22,000 of the registration fee of the Master’s program. This means that **no other financial support can be granted on top** and that students will have to pay the remaining Euro 3,000 (+ 20% VAT) in three instalments.

Art. 9 Award of Master’s Degree

Students deemed by the Scientific Committee to have completed the program satisfactorily, competently and meritoriously will be awarded a Certificate of Qualification. During the course of the program, upon request, students will be issued registration certificates.

Contacts:

Teatri e Umanesimo Latino S.p.A.
Ex Convento San Francesco
via E. de Amicis, 4 – 31015 Conegliano (TV)
Tel: +39/0422/1848904 or +39/0422/513500
Fax: +39/0422/1848914 or +39/0422/513510

Website:

www.masterbe.com

Official E-mail:

info@masterbe.com

Master Course accredited by:

Master Specialistico

Accreditato

|||A|||ASFOR