

## PROVA N. 1

1. The strategic plan of your university stresses the importance of increasing the relation between the university and the relevant socio-economic environment, with particular reference to the skills and competences of the students. You are invited to elaborate a "short note" (no more than one page) describing the following points:
  - a) which actions of the Erasmus plus programme (2014-2020)\* would you suggest to apply for and why? Bring also one or two examples of possible project ideas that could be financed by the programme;
  - b) which steps would you suggest to a group of professors who are willing to develop proposals focused on the relation between university and the relevant socio-economic environment under the framework of Erasmus plus?

\*As an alternative, you can also refer to the new Erasmus plus programme guide 2021-2027 published on March, 25<sup>th</sup>, 2021.

2. The candidate is invited to make an analysis of the strengths of the Italian Higher Education system that can be used to promote an Italian university abroad, with the aim of increasing the number of international degree-seeking students. The candidate is also invited to highlight if and how the weaknesses of the Italian Higher Education system can be turned into opportunities.
3. Cosa sono i campi "Cc" e "Ccn" nei programmi di posta elettronica e a cosa servono?



## PROVA N. 2

1. The governance of your university aims at increasing the participation of academic staff to the Erasmus plus KA2 Strategic Partnerships (2014-2020)\*. You are invited to organize an event to introduce the action and encourage new project proposals from the academic staff. Please, elaborate a plan of no more than one page that includes the following:
  - a) a proposal for the organization and promotion of the event;
  - b) a short description of the topics referred to KA2 Strategic Partnerships you suggest should be included in the presentation, and a list of recommendations to design successful proposals.

\*As an alternative, you can also refer to the KA2 Cooperation Partnerships of the new Erasmus plus programme guide 2021-2027 published on March, 25<sup>th</sup>, 2021.

2. The candidate is invited to elaborate an international marketing and recruitment plan, taking into account all the relevant tools and services, defining which tools and services should be prioritised most, considering the changes brought about by the Covid-19 pandemic.
3. Quali sono le principali funzionalità di Microsoft Excel?



### PROVA N. 3

1. Your university aims at offering a new service to support the participation of academic staff to the Erasmus plus programme, with particular reference to cooperation projects. You are invited to elaborate a plan of no more than one page that includes the following:
  - a) the main activities that should characterize the new service and an analysis of possible features to be taken into consideration in designing the service;
  - b) a list of benefits for the university/department to participate to Erasmus plus, specifying possible useful actions of the programme and why. You can alternatively refer either to the 2014-2020 or to the 2021-2027 Programme guide when identifying the actions.
2. The candidate is invited to elaborate a communication plan for supporting the recruitment of international students, making use of the most adequate and up-to-date communication channels. The communication plan should take into consideration all the phases of the recruitment process, from the first contact to the final registration and welcome.
3. Quali sono le principali funzionalità di Power Point?

