



**POLITECNICO DI MILANO  
GRADUATE SCHOOL OF BUSINESS**

---

MASTER IN  
PERFORMING ARTS  
MANAGEMENT

---

MIP Politecnico di Milano Graduate School of Business, in collaboration with the Accademia Teatro alla Scala and the **Gianluca Spina Association**, is assigning three scholarships (EUR 9,150 gross) to promote the participation of three candidates in the Master in Performing Arts Management.

The scholarship is named after Gianluca Spina, who was the Dean of MIP Graduate School of Business and Full Professor in Business Management and Supply Chain Management at the Politecnico di Milano Department of Management, Economics and Industrial Engineering.

For 2022/2024 MPAM candidates, the Association offers in particular:

- > 1 scholarship for a non-EU candidate
- > 1 scholarship for an EU candidate
- > 1 scholarship for an Italian candidate

### 1. BENEFICIARIES AND REQUIREMENTS

This scholarship is available to all Master candidates already interviewed and admitted to the Master.

Submit your application by sending the following documents:

- > University degree and final score
- > Letter of admittance to the Master
- > A 1,000-word essay on the following subject:  
*Opera Houses are facing several challenges linked to financial, social and cultural sustainability. Defining what is the value that a theatre wants to create is hence a "must". Taking as your reference a major international Opera House (e.g. Teatro alla Scala, Royal Opera House, Metropolitan, etc.) define: - what is the value they create and who is it for?; - how do you measure the value created?*

### 2. SUBMISSION OF AND DEADLINE FOR APPLICATION

Submit your application by sending an email to [ipa@mip.polimi.it](mailto:ipa@mip.polimi.it) by no later than **31<sup>st</sup> May, 2022**, specifying as the subject of the email: "MPAM Borsa di Studio Spina 2022/24"

### 3. EVALUATION AND OUTCOME OF APPLICATION

Candidates will be evaluated by the Committee according to the following criteria:

- > University degree and final score
- > Results of the MPAM selection process
- > Assessment of their written essay

Successful candidates will be notified formally by the Admissions Office via their admissions email and contact details. Any information regarding acceptance and receipt of the scholarship will also be provided.

The contribution is awarded at the sole discretion of the Committee, whose decision is final and cannot be appealed against.

Winners will be asked to:

- > Pay the association fee to the Gianluca Spina Association (100 euros)
- > Develop a thematic project during the Master
- > Become a Gianluca Spina Association Ambassador - participate in promotional videos and events

**4. INELIGIBILITY CRITERIA**

Any submission sent after the deadline or that does not comply with the abovementioned criteria will be considered invalid. Eligible candidates must undergo the selection interview beforehand (please refer to Beneficiaries and Requirements).

**5. THEMATIC PROJECT**

Recipients of scholarships will be asked to develop a research project during the Master. The project will be assigned by a Professor in the MPAM Faculty.

**6. ACCEPTANCE OF THE CONDITIONS**

By applying to this scholarship and accepting the ensuing award, candidates fully agree to the conditions contained herein.

Under penalty of the immediate withdrawal of their scholarship, the successful candidate must confirm that they are enrolled in the MPAM programme for 2022/24, as well as formally accepting all scholarship conditions by informing the Admissions Office ([ipa@mip.polimi.it](mailto:ipa@mip.polimi.it)) by the deadline indicated in the letter confirming that he/she has been awarded the scholarship.