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## Application Form

### Confidential

There are three parts of this application form

1. Personal Details
2. Educational Details
3. Business Details

All fields are mandatory

Please fill in all details in BLOCK/CAPITAL ONLY

### 1. PERSONAL DETAILS

**General information**    \*First Name                      Middle Name                      \*Last Name

Mr. / Ms. / \_\_\_\_\_

Name as you wish to appear on your badge \_\_\_\_\_

\*Date of Birth \_\_\_\_\_

\*Residential Address \_\_\_\_\_

\*City \_\_\_\_\_ \*State \_\_\_\_\_ \*Country \_\_\_\_\_

\*Postal Code \_\_\_\_\_ \*Email \_\_\_\_\_

\*Home Telephone \_\_\_\_\_ \*Mobile \_\_\_\_\_

The medium of Instruction is English; please indicate your fluency.

No Knowledge                       Basic Knowledge

Working Knowledge                       Fluent

Marital Status     Married                       Unmarried                       Widow

Annual Household Income \_\_\_\_\_

Annual Personal Income \_\_\_\_\_

Source of Household Income \_\_\_\_\_

Type of National Identification \_\_\_\_\_

(Pls. give details)                      (e.g., Passport No., PAN No., Voter Identify Card, Driving License)

No's of Household Members \_\_\_\_\_

Number of income earners in your House \_\_\_\_\_

Number of individuals dependent on you \_\_\_\_\_

Highest level of education completed by most educated parent/ guardian \_\_\_\_\_

## 2. EDUCATIONAL INFORMATION

Highest level of education completed starting with the most recent

Degree	University/ School	Area of Specialisation	Date Earned	Location

Received Phd / Masters degree

Yes  No

Have you ever attended any other training / workshop in business training?  Yes  No

If Yes

Training	University/School	Location	Duration

How did your Business benefit from the training

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## 3. BUSINESS INFORMATION

Business Name & Address \_\_\_\_\_

\*City \_\_\_\_\_ \*State \_\_\_\_\_

\*Nationality \_\_\_\_\_ Country of Residence \_\_\_\_\_

\*Postal Code \_\_\_\_\_ \*Personal Email \_\_\_\_\_

\*Home Telephone \_\_\_\_\_ \*Mobile \_\_\_\_\_

\*Please tick your preferred email ID for contact  Personal  Official

Job Title  Owner  Co-owner  Yet to start

No of Years Business has been Operating \_\_\_\_\_

Number of years you are with business \_\_\_\_\_

Number of businesses owned or co-owned  Present  Past

Years of Work Experience (Total in years)  0-5  5-10  10-15  >15

Number of Employees in your Company \_\_\_\_\_

Description of Business \_\_\_\_\_

Description of Products & Services \_\_\_\_\_

Initial amount of Capital obtained to launch business \_\_\_\_\_

Primary source of initial capital (please tick where appropriate)

Own Funds  Friends  Family  Bank

Credit Union  Other formal Institution  Company

(If Own funds or friends/family is primary), did the Candidate actually receive a loan from a bank/credit union or other formal institution/ company?  YES  NO

(If no), did the candidate try to receive a bank/ credit union or other formal institution/ company for a loan?  YES  NO

Annual revenue (previous calendar year) \_\_\_\_\_

Current year revenue \_\_\_\_\_

Source of annual revenue information (please tick where appropriate)

Tax statement  self-reported  other financial document

Revenue in last full month (specify month/year) \_\_\_\_\_

(figures INR) \_\_\_\_\_

Source of monthly revenue information (please tick where appropriate)

Tax statement  self-reported  other financial document

Number of full-time employees (at end of previous year) Male  Female

Number of part-time employees (at end of previous year) Male  Female

Total annual payroll (at end of previous year) \_\_\_\_\_

Source of payroll information (please tick where appropriate)

Tax statement  self-reported  other financial document

Connection to any political figures or prominent families?  YES  NO

Received some or all education in a developed country, including participation in a non-degree programme?  YES  NO

Please describe the top three challenges being faced by you in your current role

(150 - 200 words) \_\_\_\_\_

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Please describe the top three challenges faced by your organisation

(150 - 200 words) \_\_\_\_\_

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Please give reasons for wanting to attend this programme and describe in details how you see it contributing to your overall development, including benefits to your organisation

(150 - 200 words) \_\_\_\_\_

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Please explain what you hope to achieve by attending this training programme

- How to grow my business                       Develop contacts with other entrepreneurs
- Learn new marketing skills                       Understand how to manage my finances better
- Be a better leader                                       Know how to build my team
- Able to compete better in the market
- Any others (please specify) \_\_\_\_\_

For this entrepreneurship programme, there will be three sessions in Pune. The duration of each training session will be no longer than one week.

- a. Can you temporarily leave your household and business responsibilities to attend all the training sessions?                       YES                       NO
- b. Post the programme you will have to share data about your organisation with ISB for the next 5 years, so that we can track your progress.                       YES                       NO

I understand that if I have deliberately provided false information or fail to meet the terms of the scholarship listed above, I will have to forfeit the Goldman Sachs scholarship.

Print Full Name \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

**Please Note:**

1. Filling up the application form does not grant admission to the programme
2. There is no charge for the application form, however candidates are required to pay INR 9,000 only at the time of interview. Please send filled application form to:  
**Marketing Services, Centre for Executive Education, Indian School of Business, Gachibowli, Hyderabad - 500 032, India.**  
**Ph: +91 40 2318 7516, +91 40 2300 7000 (Extn. 7516), Fax: +91 40 23007040**  
**Mobile: +91 93945 68012, Email: latha\_venkatesan@isb.edu, www.isb.edu/execed**

3. The Goldman Sachs 10,000 Women Certificate Program for Women Entrepreneurs will provide full scholarship to the selected candidates by the Goldman Sachs Foundation.

However candidates are required to pay INR 9000 at the time of interview. The fee amount of INR 9000 will be refunded:

- a. After interview for candidates who are not short-listed.
- b. At the end of the 16 weeks programme for candidates who are shortlisted for the programme. In case a selected candidate drops out of the programme mid way, due to any reason, INR 9000 will be forfeited.

This is a non-residential programme. Participants are expected to commute on their own.