

# VODAFONE BACHELOR OF BUSINESS SALES SCHOLARSHIP

## CLOSING DATE: 12 JANUARY 2012

The Vodafone Bachelor of Business Sales Scholarship is for a secondary school student who intends to study in the Bachelor of Business majoring in Sales and has demonstrated a good record of academic achievement in their final year at secondary school.

### AMOUNT AND TYPE OF AWARD

- There is one Vodafone Bachelor of Business Sales Scholarship offered on a contestable basis per year.
- This scholarship is awarded for the payment of the recipient's tuition, learner services levy and student services fees (up to a maximum of 360 points in the Bachelor of Business programme).
- The scholarship does not include the Students' Association fee.
- Vodafone will make available to the recipient:
  - » A 'business' mentor for the duration of the scholarship.
  - » An offer of part-time paid employment for the duration of the scholarship.

### TENURE

- The tenure of this scholarship is for the three year period of the Bachelor of Business programme, renewed annually.
- Renewal of the scholarship each year will be based on the student continuing in the Sales major of the Bachelor of Business and achieving satisfactory progress.
- In exceptional circumstances, recipients may apply to the Scholarships Office for a deferment of their scholarship.

### CRITERIA

- Preference will be given to applicants in their final year of secondary school at one of the following schools: Aorere College, Auckland Seventh- Day Adventist H S, De La Salle College, Hato Petera College, Henderson High School, Sir Edmund Hillary Collegiate Senior Sch, James Cook High School, Kelston Girls' College, Mangere College, Manurewa High School, Marcellin College, McAuley High School, Otahuhu College, Papakura High School, Papatoetoe High School, Penrose High School, Southern

Cross Campus, St Paul's College (Ponsonby), Tamaki College, Tangaroa College, Waitakere College, Wesley College, Alfriston College, Nga Kakano Christian Reo Rua Kura, Te Whanau o Tupuranga, Al-Madinah School, Te Kura Kaupapa Maori O Mangere, Zayed College for Girls.

- Each applicant must complete a Vodafone Bachelor of Business Sales Scholarship application form and submit with their application a 200 word sales pitch.
- Applicants short-listed for an interview must present a five (5) minute "Sell Yourself" sales pitch to the Business School Scholarships Selection Panel. The interviews will be held on 25 January 2012.
- All applicants for these scholarships must:
  - » Be NZ citizens or permanent residents.
  - » Be a full-time New Zealand secondary school student in the year prior to applying for the scholarship.
  - » Demonstrate good academic performance in their final year of full-time study at secondary school.
  - » Be enrolling for the first time, full-time, in the Business School Bachelor of Business programme.

### CONDITIONS OF SELECTION AND ACCEPTANCE

- Recipients will be selected by the Business School Scholarship Selection Panel. The Selection Panel will consist of the Chair of the Marketing Discipline, or their designate and Vodafone representatives.
- The award of this scholarship will be based on the applicant's academic record and sales pitch (both written and oral).
- The award of this scholarship is conditional on the applicant gaining entry on to the Bachelor of Business programme.
- This scholarship may not be held in conjunction with any other fees scholarship.
  - » The recipient may hold additional non-tuition fee based scholarships with the approval of the Business School and the Scholarships Office.

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- The Business School has the power to terminate or suspend a scholarship if it received an unsatisfactory report on the progress of a recipient.
  - Recipients may be required to participate in service activities organised by the AUT Business School.
  - The final decision for the award of a Vodafone Bachelor of Business Sales Scholarship is held by the Business School Scholarships Selection Panel. If the Panel is of the opinion that there is no suitable applicant of sufficient merit applying for a scholarship, no scholarship will be awarded.