



Yale SCHOOL OF MANAGEMENT

Program on Social Enterprise

Global Social Entrepreneurship Program Fall 2010

Since the fall of 2008, the Yale School of Management has offered a course linking teams of Yale students with social enterprises (SEs) based in India. The course is designed to introduce Yale students to practical issues faced by mission-driven social entrepreneurs, focusing on a specific management challenge that the student/SE teams work together to address during the semester, culminating with a set of recommendations (operational, financial or otherwise) to meet the identified challenge.

The course will be offered again in the fall of 2010, in partnership with Morgan Stanley. We are actively seeking applications from social enterprises in India interested in collaborating with us in next fall's course.

The SEs will be selected based on the following criteria:

- Evidence of impact in their mission's area of focus
- A clear articulation of how a student/SE team could help address a specific project or set of management challenges, leading to an increased capacity to serve the SEs' constituencies and enhance the SE's financial sustainability
- Demonstrated capacity to implement the recommendations developed
- English-speaking representatives
- Access to appropriate hardware, software, and the internet

We plan to send one or two students from each team to India to visit the selected social enterprises during the summer – either for a 1 to 2 week visit or (if the organization is interested) for a summer internship of 8 to 10 weeks. The SEs will then send two representatives each to Yale (in New Haven, Connecticut) in September or October 2010 for an intensive one-week program focused on both working with the Yale student teams and on exploring conceptual frameworks and tools relevant to addressing their management challenges.

Between September and December, each student team (advised by India-based Morgan Stanley) will conduct relevant research, interacting regularly with their SE colleagues through email and conference calls, culminating in development of a presentation and report addressing the management challenges they are exploring. In January 2011, the students will travel to India, first to present their recommendations on-site to the SEs with whom they are working. Then all the participants will convene for a conference at which SE representatives, students, faculty, Morgan Stanley, and invited guests will hear and discuss the plans and explore issues of broader import to social enterprises in India.

If you are interested in applying, please submit a completed application form, including all requested attachments, **by March 10, 2010** (*applications will be considered as they are received*). If you have any questions about the program or the application, please write to Tony Sheldon (Lecturer in Economic Development and Executive Director of the Program on Social Enterprise at SOM): tony.sheldon@yale.edu. Decisions on partners for the fall 2010 course will be made by early April.

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