

**Many thanks** for the interest you are expressing in MB Scambi Culturali. We would be most grateful if you could complete the following questionnaire in block capitals and return it to us at one of the following addresses:

- Post: MB Scambi Culturali, Via G.B. Ricci 6, Padova, 35131, Italy
- Email: [incoming@mbscambi.com](mailto:incoming@mbscambi.com)

Agent name: \_\_\_\_\_  
Contact person/s: \_\_\_\_\_  
Department: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
City: \_\_\_\_\_ CAP: \_\_\_\_\_ Country: \_\_\_\_\_  
Telephone: + \_\_\_\_\_ Fax: + \_\_\_\_\_  
Email: \_\_\_\_\_  
Web site: \_\_\_\_\_

- 1) Approximately how many full time employees work at your agency? \_\_\_\_\_
  - 2) In what year was your agency founded? \_\_\_\_\_
  - 3) How long has your agency been involved in study abroad? \_\_\_\_\_
  - 4) Approximately how many students did you send abroad last year? \_\_\_\_\_
  - 5) What are the top 3 study destinations for your clients? 1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_
  - 6) What are the top 3 languages studied by your clients? 1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_
  - 7) What are the ages of the students you send abroad? \_\_\_\_\_
  - 8) What types of programs do your clients attend? \_\_\_\_\_
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9) What is the duration of these programs? \_\_\_\_\_

10) Have you ever sent students to Italy?

If **yes**, approximately how many did you send to Italy last year? \_\_\_\_\_

If **no**, why do you feel your clients might be interested in Italy? \_\_\_\_\_

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11) Please mark with **X** which of the following courses offered by MB are of interest to you:

- ☐ International Summer Camp with Italian (for children and teenagers, 8-16)
- ☐ International Summer Camp with English (for children and teenagers, 8-16)
- ☐ International Summer Camp with Italian (for young adults, 16-20)
  - ☐ International Summer Camp with English (for young adults, 16-20)
- ☐ International Rugby Camp (for children and young adults 8 – 16)
- ☐ International Winter Camp with Italian (for closed groups, ages 10-18)
  - ☐ International Winter Camp with English (for closed groups, ages 10-18)
- ☐ Italian Language: Intensive Group Course (for adults, 17+)
- ☐ Italian Language + Italian Cooking Course (for closed groups of adults, 17+)
- ☐ Italian Language Course + Cultural Itinerary (for closed groups of adults, 17+)
- ☐ Italian Language + Italian Wine & Dine Program (for closed groups of adults, 17+)
- ☐ Italian Art Course (for closed groups of adults, 17+)
- ☐ Italian Language + Italian Opera Course (for closed groups of adults, 17+)
- ☐ Italian Language course for Foreign Italian Teachers (for closed groups of adults, 17+)
- ☐ Expatriate Program (for closed groups of adults, 17+)

12) What marketing materials do you use?:

- ☐ Create own brochures/leaflets      ☐ Use school brochures/leaflets

If you use school brochures/leaflets, how many copies do you usually need? \_\_\_\_\_

13) Please include any additional comments/questions below:

Thank you again for your help in completing this questionnaire. If there is any additional information that you would like concerning MB Scambi Culturali, please do not hesitate to ask.

**Dr Davide Bresquar – Managing Director**