

北美名校商学院

留学申请论题

回答范例

張詠誠 © 著

MBA ESSAY

- 近百所名校MBA申请人ESSAY回答范例
- 范例涵盖了诸多知名院校的申请论题，从前几名的哈佛大学、斯坦福大学、宾夕法尼亚大学到近百名的伊利诺伊大学芝加哥分校等
- 详细列举众多欧洲名校的MBA ESSAY，精彩范例，独家呈现
- MBA申请人必备的留学申请书籍
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读者信箱 bj62605588@163.com

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前言

《北美名校商学院留学申请论题回答范例》是MBA申请人不可或缺的一本留学申请参考书。MBA申请人在申请MBA入学时都会面临相同的问题，即国外大学一般都会要求申请人回答一些ESSAY题目，例如：申请人的学业/职业生涯规划 and MBA有何关系？为什么要申请该校的MBA？申请人最大的工作成就是什么？这些ESSAY题目可以说是千奇百怪，各种问题都有，这点通过翻看本书目录部分即可了解。为了让申请人最大限度地了解到不同学校的ESSAY题目，笔者搜集了包括哈佛大学、斯坦福大学、西北大学、宾夕法尼亚大学及伊利诺伊大学芝加哥分校等大学的全真ESSAY题目，共有数百道。类似北卡大学的分析并购案、加利福尼亚大学伯克利分校的名句感言等都是很难回答的题目。尽管每所大学所出的ESSAY题目不同，但还是有其相似之处，为了方便读者参阅，笔者将这些ESSAY题目进行了分类处理。

本书的重点在于提供真实的ESSAY回答范例，这些范例是申请人在申请这些学校时写出来的，笔者略加修改整理编辑成书。当然有的范例太长，有的范例太差，笔者都重新写过或整理过，目的是希望每一个范例都能实现最佳参考价值。同时，为了体现MBA ESSAY的真实性及多样性，笔者尊重原ESSAY提供人的文字资料，对范例中的文法瑕疵未多做修改，这点还要提醒读者特别注意。尽管本书的范例大部分都来自美国的大学，但是英国及欧洲的MBA ESSAY题目也涵盖在这些题目的范围之内。在本书的最后，笔者列举了一些英国及欧洲MBA ESSAY的题目以供参考。不管您是要留学美国、英国、欧洲或中国大陆的中欧管理学院，只要申请的是需要回答ESSAY的MBA课程，本书都将是你的最佳参考资料。看看别人如何回答，你自己也会文思泉涌！

为书写前言似乎是每一位作者必做的一件事。有的出版社会请作者本人写，有的则会请名人来写。在留学界服务这么多年，我自认为不但符合作者本人的要求也符合知名度的要求。在海外，当一位作者要出版一本书时，该作者或出版社会将书籍内容送给该领域权威人士读，如果大多数的权威人士都觉得不错或是这些人士所提出的需改进之处都被作者完善了，之后这本书才能出版上市。这与台湾地区的留学界似乎有所不同。笔者服务于这个领域很多年了，所出版的众多书籍受到读者的广泛关注与肯定。因此特别希望本书能为您的留学申请带来意外的收获与惊喜。

最后，祝福各位MBA申请人留学成功，梦想成真！

张咏诚

于台北市

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北美名校商学院留学申请论题

Harvard University 哈佛大学(P22-31)

1. Please describe three different leadership experiences that have been significant for you. Feel free to draw on work, personal, or extracurricular activities. (300-word limit) What did you learn as a result of these experiences? (300-word limit)
2. Recognizing that successful leaders are able to learn from failure, describe a situation in which you failed. (100-word limit) Why did you fail? (200-word limit)
3. Describe a situation when your values and/or beliefs were challenged. What did you do, and why? (300-word limit)
4. Describe your three most substantial accomplishments and explain why you view them as such.
5. What are your career aspirations and why? How will you get there? (300-word limit)
6. (Optional) Is there any other information that you believe would be helpful to the Board in understanding you better? Please be concise.

(Harvard Essay 2002)

1. Choose a recent experience in which you acted as a leader. Briefly outline the situation, describe your leadership role, and then explain how you were effective and what you learned. (300-word limit)
2. While recognizing that no day is typical, describe a representative day. (300-word limit)
3. We all experience “defining moments,” significant events that can have a major impact on our lives. Briefly describe such an event and how it has affected you. (300-word limit)
4. Describe a setback, disappointment, or occasion of failure that you have experienced. How did you manage the situation, and what did you learn from it? (300-word limit)

Stanford University 斯坦福大学(P31-34)

1. What matters most to you, and why?
2. Given your reasons for earning an MBA degree, what type of alternate preparation might you seek if formal MBA programs did not exist?
3. GMP (suggested length: 500 words) Describe your interest in global management and how you intend to use your GSB/GMP experience to prepare you to manage more effectively in the global environment.
4. PMP (suggested length: 500 words) Describe your interest in public service and how you intend to use your GSB/PMP experience to help prepare you for a leadership role in public service, whether in business, government, or the nonprofit sector.

University of Pennsylvania 宾夕法尼亚大学(P34-39)

1. Please discuss the factors, both professional and personal, influencing the career decisions you have made that, in turn, have led you to your current position. What are your career goals for the future, and why is

now the appropriate time to pursue an MBA at the Wharton School? How will you avail yourself of the resources at the Wharton School to achieve these goals?

- 2. Describe a situation where leadership and teamwork were critical to the outcome of a project which you were directly involved. What did you learn from the experience and how have you applied what you learned to other situations? (1,000 words)*
- 3. Describe a personal achievement that has had a significant impact on your life. In addition to recounting this achievement, please analyze how the event has changed your understanding of yourself and how you perceive the world around you.*

• **Optional Essay**

The Admissions Committee believes the required essay topics address issues that are important in understanding your candidacy for the MBA Program at the Wharton School. If there are extenuating circumstances or concerns affecting your application that you feel the Admissions Committee should be aware of, please elaborate here (e.g., your academic performance as an accurate measure of your potential, unexplained gaps in your experience).

Massachusetts Institute of Technology 麻省理工学院(P39-41)

Question 1: The goal of the Sloan MBA Program is to prepare graduates to be effective and innovative leaders in the global economy. As technology, innovation, globalization, and entrepreneurial opportunity become more important, managers need to understand how to develop new management models and methods and to make them work. Explain how the MIT Sloan MBA Program's focus on innovation will help you achieve your career goals.

Question 2: Describe a situation where you introduced and/or managed change in an organization. Tell us how you influenced others in an organization (business, school, extracurricular activity) and comment on the professional and/or personal attributes you used to do that and how these attributes (and others) might be important to the attainment of your career goals. How do you expect the Sloan School to further the development of these attributes?

Northwestern University 西北大学(P41-45)

- 1. Master of Management (Master of Business Administration) applicants only. Briefly assess your career progress to date. Elaborate on your future career plans and your motivation for pursuing a graduate degree at Kellogg. (one to two pages double-spaced)*
- 2. Master of Management in Manufacturing applicants only. Briefly assess your career progress to date. How does the MMM program meet your educational needs and career goals? (one to two pages double-spaced)*
- 3. MM-JD applicants only. Briefly assess your career progress to date. How does the MM-JD program meet your educational needs and career goals? (one to two pages double-spaced)*
- 4. Each of our applicants is unique. Describe how your background, values and non-work-related activities will enhance the experiences of other Kellogg students. (one to two pages double-spaced)*
- 5. You have been selected as a member of Kellogg Admissions Committee. Please provide a brief evaluative assessment of your file. (one to two pages double-spaced)*
- 6. Complete three of the following six questions or statements. (two to three paragraphs each)*
 - A. Through the course of your life, what would you identify as your most valued accomplishment?*
 - B. Outside of work you enjoy...*
 - C. Describe a situation in which you provided a solution that met with resistance. How did you address the situation?*

D. People may surprise when they learn that you...

E. What personal qualities do you need to develop to become a more effective manager?

F. What do you wish the Admissions Committee to ask you?

Columbia University 哥伦比亚大学(P44-48)

1. *What are your career goals? How will an MBA help you achieve these goals? Why are you applying to Columbia Business School? (Limit 1000 words)*
2. *In reviewing the last five years, describe one or two accomplishments in which you demonstrated leadership. (Limit 500 words)*
3. *Discuss a non-academic personal failure. In what way were you disappointed in yourself? What did you learn from the experience? (Limit 500 words)*
4. *(Choose one)*
 - A. *Discuss your involvement in a community or extracurricular organization. Include an explanation of how you became involved in the organization, and how you help(ed) the organization meet its goals. (Limit 250 words)*
 - B. *Columbia Business School is a diverse environment. Please discuss a life experience of yours that shows how you will contribute to the class. (Limit 250 words)*
5. *(Optional) Is there any additional information that you wish to provide to the Committee?*

University of Chicago 芝加哥大学(P48-52)

1. *Why are you seeking an M.B.A. or I.M.B.A. from the University of Chicago Graduate School of Business? What do you hope to experience and contribute? What are your plans and goals after you receive your degree? (All applicants; 750 words max.)*
2. *Ten years from now, an alumnus from the GSB calls you on the phone. Where will the phone ring, what will you be doing, and what wisdom will you be able to impart to them? (All applicants; 300 words max.)*
3. *What are two attributes of your character that make you unique? How do you expect these attributes to make an impact on the GSB and your classmates? (300 words max.)*
4. *If you were to bury five items, to be dug up in 250 years, that best describe you and your accomplishments, what would those items be and why? (All applicants; 300 words max.)*
5. *If you could pick three guests for a formal dinner, who would they be and why would you choose them? (300 words max.)*
6. *(Optional) If there is further information that you believe would be helpful to the Admissions Committee, please feel free to provide it. (All applicants)*

University of Michigan 密歇根大学(P52-56)

1. *What has been your most significant professional achievement? What has been your toughest professional challenge and how did you address it? (500 words)*
2. *Describe your post-graduation career plans. How will your education, experience, and development to date support those plans? How will an MBA from the University of Michigan Business School help you attain your goals? (500 words)*
3. *Answer one of the following:*
 - a. *Describe an idea you've had for a **new** business or product or a new service line of an existing entity. (500 words)*
 - b. *What's the most **creative** solution to a problem or situation you have ever developed? (500 words)*

c. *What makes work fulfilling? Describe a situation where, as a team member or project leader, you have made work more **interesting or enjoyable** for your group. (500 words)*

4. *Optional Questions:*

a. *Describe an experience or experiences you have had that highlight(s) the value of diversity in a business setting. (500 words)*

b. *If there is any other information that you believe is important to our assessment of your candidacy, feel free to add it to your application. (500 words)*

Cornell University 康奈尔大学(P56-59)

1. *Why are you seeking an MBA from the Johnson School? What do you hope to experience and contribute here and what are your plans/goals after you receive your degree? What factors have influenced your career decisions to date?*

2. *Answer the following question:*

Discuss the impact of technology on your chosen career and how your study at the Johnson School will help you face the challenges and opportunities in the new millennium.

3. *Answer one of the following two questions:*

a. *At the Johnson School we highly value the spirit of entrepreneurship. Review the following George Bernard Shaw quote: "The people who get on in this world are the people who get up and look for circumstances they want, and, if they cannot find them, make them." Then describe a professional situation in which your actions were instrumental in crafting the outcome.*

b. *The Johnson School is well known for its leadership curriculum and for building great business leaders. Please describe your most **significant** leadership experience. Feel free to draw upon work experiences, extracurricular activities, or your personal interactions in describing a period of formal or informal leadership. Please focus on what caused you to be effective.*

4. ***Optional essay:** If there is other information you would like to add regarding your candidacy, please use the optional essay. For instance, if you believe one or more aspects of your application (e.g., undergraduate GPA or test scores) do(es) not accurately reflect your potential for success at the Johnson School and in your chosen career, you may use this essay to explain those circumstances. You may also include background information you would like the Admissions Committee to take into consideration as it reviews your application. This essay is for clarification purposes only.*

Dartmouth College 达特茅斯学院(P59-61)

1. *Discuss your career progression to date. Elaborating on your short and long term goals, how do you see your career progressing after receiving a Tuck MBA?*

2. *What qualities will the 21st century demand of its business leaders? To what extent have you demonstrated these qualities through personal and professional interactions? How do you envision your Tuck experience preparing you to become such a leader?*

3. *What are your interests outside your job or school?*

4. *Optional. The Admission Committee welcomes any additional comments you may wish to provide in support of your application. If your credentials and application represent you fully, do not feel obligated to write anything more.*

Duke University 杜克大学(P61-64)

1. Please discuss your previous professional experiences, your long-term career goals and the role the MBA will play in those plans. Why are you interested in the Fuqua School of Business and what do you hope your contribution will be to an MBA environment? If you are interested in the Health Sector Management concentration or a joint-degree program, you should address that in this essay. (Limit 4 pages)
2. Tell us about the most challenging team experience you have had to date. What role did you play? What factors made in a challenge for you? How did you and the group address these issues? What did you learn? (Limit 2 pages)
3. Choose one of the following three questions:
 - a) Discuss a personal failure that had an impact on your professional practices or management style. Why do you consider the situation a failure? How did you resolve the situation? Did it change your professional outlook? If so, how? (Limit 1 page)
 - b) Discuss the most significant personal or professional risk you have taken. What was the outcome? How did this change you as a person? (Limit 1 page)
 - c) The Fuqua Admissions Committee defines leadership as having a measurable, positive impact on one's community or professional organization. How do you exemplify this definition of leadership? (Limit 1 page)

Essays for Re-Applicants

1. Please write an essay updating the Fuqua Admissions Committee on your professional activities during the past year. (Limit 2 pages)
2. Write an essay outlining in what ways you feel you are a stronger candidate for admission as opposed to the previous years' application. (Limit 2 pages)

University of California, Los Angeles 加利福尼亚大学洛杉矶分校(P65-68)

1. Please provide us with a summary of your personal and family background. Include information about your parents and siblings, where you grew up, and perhaps a highlight or special memory of your youth. (Limit two pages)
2. Discuss a situation, preferably work-related, where you have taken a significant leadership role. How does this event demonstrate your managerial potential? (Limit one page)
3. Describe your most significant personal accomplishment to date, explaining why you view it as such. (Limit one page)
4. Discuss your career goals and why you want an MBA, particularly at this point in your career. Why, specifically, are you applying to the Anderson School? (Limit two pages)
5. (Optional) Is there any other information that you believe would be helpful to the Admissions Committee in considering your application? If you feel the application already represents you well, do not feel obligated to answer this essay question.

University of California, Berkeley 加利福尼亚大学伯克利分校(P68-69)

1. "The unexamined life is not worth living."—Socrates
In light of the above quotation, please discuss a decision you have made that, in retrospect, has had a profound influence on your present circumstances. In hindsight, would you have made a different decision? Please explain.
2. Please discuss your intermediate and long-term professional goals and why you want an MBA at this point in your career. In what ways do you think an MBA degree will help you to achieve these goals? What do you want from an MBA program and why have you chosen this school? (500-700 words)

3. *Optional: Please feel free to provide a statement concerning any information you would like to add to your application that you haven't addressed elsewhere. (500-700 words)*

University of Virginia 弗吉尼亚大学(P70-73)

1. *Specifically address your post-MBA short and long-term professional goals. How will Darden assist you in attaining these goals?*
2. *The Darden School seeks a diverse and unique entering class of future managers. How will your distinctiveness enrich our learning environment and enhance your prospects for success as a manager?*
3. *Describe a significant leadership experience, decision-making challenge, or managerial accomplishment. How did this experience affect your professional/personal development?*
4. *Describe a failure and how you dealt with it.*
5. *(Optional) Please use this opportunity to present any additional information that would assist the Admissions Committee in the evaluation of your candidacy.*

New York University 纽约大学(P73-77)

1. *Think about the decisions you have made in your life. Describe the following: (2 pages max., double-spaced)*
Past: What choices have you made that led you to your current position?
Present: Why is a Stern MBA necessary at this point in your life?
Future: What is your desired position upon graduation from the Stern School?
2. *Do you agree or disagree with two of the following quotes? Give relevant reasons and/or examples to support your answer. (For each quote, 1 page max., double-spaced)*
 - a. *"The truth is always the strongest argument." Sophocles*
 - b. *"Tell me to what you pay attention and I will tell you who you are." Jose Ortegay Y Gasset*
 - c. *"Change in all things is sweet." Aristotle*
 - d. *The ultimate measure of a man is not where he stands in moments of comfort and convenience, but what he stands at times of challenge and controversy." (Martin Luther King, Jr.)*
3. *Creatively describe yourself to your MBA classmates (You may use any method to convey your message: words, illustrations, etc.) All submissions become part of the permanent record at the Stern School of Business and cannot be returned for any reason. (2 pages max., double-spaced.)*
4. *(Optional) Please provide any additional information that you would like to bring to the attention of the Admissions Committee. If you are unable to submit a recommendation from a current employer, please give your reason here.*

Yale University 耶鲁大学(P77-81)

• Essay 1: Experience and Career Objectives

Please discuss the principal elements of your educational and work experiences to date. Describe your specific career objectives as a professional manager. If you are applying as a joint-degree candidate, please explain how the combination of degrees is consistent with your specific career objectives. (Recommended length: three to five pages, typewritten and double-spaced.)

• Essay 2: Learning Goals

Please describe your learning goals in the MBA program. Discuss the value of the MBA education as applied to your career plans. (Recommended length: one to two pages, typewritten and double-spaced.)

• Essay 3: Optional

Is there any information not presented elsewhere in the application or any aspect of your credentials that

needs an explanation to help the Admissions Committee understand your candidacy?

1: The Mission of the Yale School of Management is to educate leaders for business & society. In this context, tell us your career goals and your plans for achieving them. Please be specific. Describe how your previous experience will help you to reach your goals. (Length: three pages, typed and double-spaced.)

2: We believe that the best Education for leadership in any sector of the world economy is two years of rigorous business fundamentals. This approach to learning will prepare you for any career you might pursue, be it in the business, government or nonprofit arena. With this in mind, tell us why the Yale MBA program is the right learning environment for you. (Length: two pages, typed and double-spaced.)

3: Part of leadership is the ability to make a difference under difficult circumstances. With this in mind, describe a situation in which you exhibited such leadership. (Length: one page, typed and double-spaced.)

4: From a professional standpoint, answer one of the following questions: a. Describe a risk you took. b. What motivates you? (Length: one page, typed and double-spaced.)

5: (optional) Is there any information not presented elsewhere in the application or any aspect of your credentials that needs an explanation to help the Admissions Committee understand your candidacy?

Carnegie Mellon University 卡耐基梅隆大学(P81-83)

- A. What are your reasons for undertaking MBA study at Carnegie Mellon? Please describe how your experience, education and graduate training at Carnegie Mellon and your future career plans relate to each other. Describe your short-term objectives and how you plan to achieve them.*
- B. Because MBA students work closely together, we would like to understand what there is about your background and your experiences that would make a contribution to the diversity of the entering class and enhance the educational experience of other students.*
- C. Please describe an ethical issue that you have faced in your professional life, how you dealt with the situation and what the outcome was.*
- D. Additional Essays: Please comment on any item (or items) in your application you think worthy or necessary of further explanation. We are most interested in having you address any weaknesses or strengths that bear on your application.*
- E. If there is any additional information or material you would like to include, please feel free to include it in a separate essay.*

University of North Carolina 北卡罗来纳大学(P83-88)

- 1. Which of Kenan-Flagler's Core Values: excellence, leadership, integrity, community, or teamwork has been most important for your career development to date? How do you expect this value to figure in your future development? (Two pages.)*
- 2. What is it about your background and your experiences that would make a contribution to the diversity of the entering class and the educational experience of the other students? (Two typed double-spaced pages.)*
- 3. You are the senior marketing officer at Levi Strauss Corporation, a manufacturer of casual apparel. Nike Corporation has proposed an alliance in which your two companies will introduce a co-branded line of sports apparel in Europe. You are responsible for evaluating the pros and cons of this potential alliance and for recommending a course of action to the CEO. You have two weeks to respond to Nike. What factors will you consider? What resources will you use? How will you present the analysis? What action will you recommend? (Three typed double-spaced pages.)*
- 4. Two of your largest competitors are merging. You have been asked to brief your company's board of directors on the implications of this merger on your company. Describe the process you would follow in*

order to assess the implications. Mention the areas you would explore, what questions you would raise and where you would go for answers. (Three pages max.)

OPTIONAL

- 1. Please include any other information that you believe would be helpful to the Admissions Committee in considering your application. (One page max.)*
- 2. If you have had international exposure through living or working abroad, please tell us about your experiences. (One page max.)*

University of Texas, Austin 德州大学, 奥斯汀校区(P88-90)

- 1. Explain how obtaining an MBA at the McCombs School of Business will assist you in achieving your personal and/or professional life goals. Why is now the best time for you to pursue this degree? Your explanation should include, but is not necessarily limited to, a description of both your intermediate and long-term career goals, as well as a current vision of your desired employment upon graduation.*
- 2. All students bring a unique personal background to the classroom and study team that can prove to be as enlightening to fellow classmates as their professional skills. Describe what, outside of work, most distinguishes you as an individual and will most enrich the experience of your peers at McCombs from your background, life experiences, values, or interests.*
- 3. Optional: Is there anything that is missing from this application that you would like the Admissions Committee to know about you? Is there an unusual experience, circumstance, or achievement that has not been addressed or that does not appear on your resume? This is also your opportunity to comment on anything that you feel needs particular qualification such as: unexplained gaps in your work history, sudden changes in schools or in employment, performance in undergraduate courses, etc.*

Georgetown University 乔治敦大学(P90-91)

- 1. In one or two sentences, please state your short-term and long-term career objective(s).*
- 2. How have your prior academic, personal, and professional experiences influenced your career plans?*
- 3. Specifically, how will MBA studies and your participation in the Georgetown MBA Program contribute to your career objectives?*

Indiana University 印第安纳大学(P91-95)

- 1. Please discuss your post-MBA short-and long-term goals. How will your professional experience, when combined with a Kelley MBA degree, allow you to achieve these goals?*

Choose two of the next three:

- 2. Suppose you have to choose three people—people alive now or people from another era or to travel with you on a transcontinental airplane trip. Who would you choose and why? What would you hope to learn from them?*
- 3. Describe what will contribute to the diversity of the entering class and enhance the educational experience of other students. There is about your background and your experiences.*
- 4. Describe a situation in which you felt compelled to take a stand against the majority. How did the experience strengthen your understanding of leadership?*

Optional:

- 5. Is there anything else that you think we should know as we evaluate your application? If you believe your credentials and essays represent you fairly, you shouldn't feel obligated to answer this question.*

Purdue University 普渡大学(P95-97)

1. Discuss your long and short term career goals, how these goals developed, and what you hope to gain from graduate study at Krannert. Limit your response to no more than 500 words.
2. Discuss how your skills, knowledge, and life experiences could benefit potential classmates. Limit your responses to no more than 500 words.
3. In 100 words or less, describe a character-building event or situation in which your involvement made a significant difference.

Vanderbilt University 范德堡大学(P97-99)

1. Explain how your academic background, prior work experience, and career interests have led you to pursue an MBA at this time.
2. Describe your future career plans. How will an MBA degree help you achieve your personal and professional goals in a way that you are not currently capable?
3. What are your expectations of Vanderbilt's MBA program? Why would you be a valuable addition to the Owen community?

Washington University 华盛顿大学(P99-101)

1. Describe your career goals. Explain how the Olin School will help you meet your objectives. (Under 400 words)
2. Outside of your career, what accomplishment brings you the most personal satisfaction? (Under 400 words)
3. Discuss a challenge in your life, why you considered it a challenge, and what you have learned from it. (Under 400 words)
4. Please answer each of the following:
 - a. Of all persons past and present, I would most like to meet....(Under 150 words)
 - b. In my leisure time I(Under 150 words)
 - c. I wish the Admissions Committee had asked me....(Under 150 words)

Ohio State University 俄亥俄州立大学(P101-103)

Essay Question 1: The MBA Programs place a heavy emphasis on teambuilding. If you had to convince an MBA team to accept you as a member, what past accomplishments would you share as examples of your strengths? What from your past shows your team leadership, your ability to work with others and your ability to resolve conflict?

Essay Question 2: What are your short-term and long-term goals? How will an MBA help you achieve them?

Essay Question 3: If you are applying for admission without post-baccalaureate work experience, what unique contributions can you make to the class?

Essay Question 4: (Full-time Applicant Only) Have you completed a macro-economics course with a grade of "B" or better?

If you answered yes, please complete the following:

Essay Question 5: (Evening Applicants Only)...

University of Maryland 马里兰大学(P103-106)

- Required Essays

1. Why are you pursuing a graduate business degree? (Limit 1 page)
2. How does the Robert H. Smith School of Business meet your criteria for a graduate program? (Limit 1

page)

3. *Imagine that during business school orientation, you are assigned to a three-person team. This is the team you will work with on projects and assignments throughout the first semester. If you had the opportunity to select one (and only one) person to get on this team with you, whom would you select and why? This person may be living or deceased. (Limit 1 page/250 words)*
4. *What are your career goals (immediately after graduation, 5 years out, 10 years out)? Be your own career counselor. What aspects of your personality or background do you believe present the **greatest obstacles** to achieving those goals? What is your strategy for overcoming these obstacles? (Limit 2 pages)*

Optional Essay

Is there any additional information or explanations that would assist the Admissions Committee in evaluating your candidacy? (Limit 1 page) If your credentials and application represent you adequately, do not feel obligated to write anything more.

Emory University 埃默里大学(P106-109)

1. *List one of your most significant professional or organizational accomplishments. Describe your precise role in this event and how it has helped to shape your management skills. Please limit your response to two, double-spaced, typed pages.*
2. *Please complete two of the following statements. Please limit each response to one, double-spaced, typed page.*
 - A. *I have always wanted to...*
 - B. *My family background is unique because...*
 - C. *The greatest challenge I have faced...*
 - D. *The greatest lesson I have ever learned...*
 - E. *My most memorable cross-cultural experience...*
3. *Describe your short-term and long-term career objectives after completing your MBA. What experience and attributes do you possess that would make you a good fit for that position? Please limit your response to two, double-spaced, typed pages.*
4. *What do you expect to accomplish in the Goizueta Business School MBA program? How will your participation fit in with your current responsibilities and your long-term career goals? Please limit your response to two, double-spaced, typed pages.*

University of Rochester 罗彻斯特大学(P109-111)

1. *Briefly and specifically discuss your career objectives and your reasons for applying to the Simon School.*
2. *Discuss three accomplishments which demonstrate your potential for a successful managerial career.*
3. *What unique personal qualities and/or life experiences distinguish you from other applicants?*
4. *Please share any information you think would be important in the evaluation of your application, including any concerns you think the Admissions Committee may have regarding your application. (Optional)*

University of Southern California 南加州大学(P111-112)

1. *What unique, personal qualities and/or life experiences will you bring to the Marshall MBA Program: (Do not exceed 2 pages.)*
2. *Optional Essay: Please add any additional information that you would like the Admissions Committee to consider in evaluating your application. (Do not exceed 1 page.)*