Chat logistics

- This is an audio presentation
  - Make sure your speakers are turned on or you’re using a headset
  - If you have audio issues, try resetting your connection
- The audio will be one-way
  - You will be able to hear the presentation but will not be able to speak
- You can ask questions using the chat function on your screen
  - Please use this function sparingly because this is a very busy session
  - Please wait to ask questions related to the topic we are discussing
  - If your question is not answered, please email us at mba.admissions@yale.edu
Topics to be covered

1. Academic Record
2. Testing
3. Work Experience
4. Activities
5. Recommendations
6. Essays
7. Video Questions
8. General Strategy
Mission:
To Educate Leaders for Business and Society

Most Integrated with Home University

Most Global U.S. Business School

Best Source of Elevated Leaders
Yale University
Most Global U.S. Business School
Global Network for Advanced Management
27 Top Business Schools in a Flatter World Context
Network Model Versus
Traditional Partnership Model

Traditional International Model

A → B  C  D  E
Network Model Versus Traditional Partnership Model

Global Network Model
Elevated Leaders for All Sectors and Regions
Curriculum

INTEGRATED CURRICULUM

- Core
- Global Studies Requirement
- Team Teaching
- Leadership Development Program
- Raw Cases
- Electives
# Curriculum Overview

**FALL 2014**

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<td>Managing Groups &amp; Teams</td>
<td>Careers</td>
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<td>Probability Modeling &amp; Statistics</td>
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<td>Problem Framing</td>
<td>Leadership Fundamentals</td>
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<tr>
<td>The Global Macroeconomy</td>
<td>Operations Engine</td>
<td>Employee</td>
<td>GSR Option</td>
<td>The Innovator</td>
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**YEAR 2**

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<td>Elective(s)</td>
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Edward P. Evans Hall
Edward P. Evans Hall
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Edward P. Evans Hall
Edward P. Evans Hall
Class of 2013 Full-Time Employment

Selected Hiring Organizations

- Aetna
- Amazon.com
- Apple
- Bain & Company
- Bank of America Merrill Lynch
- Barclays
- Boston Consulting Group
- Cambridge Associates
- Clean Energy Finance & Investment Authority
- Clinton Health Access Initiative
- Credit Suisse
- Crescent City Schools
- Deloitte
- General Motors
- Google
- Goldman Sachs
- IBM
- J.P. Morgan
- Johnson & Johnson
- L’Oréal USA Inc.
- Microsoft
- Morgan Stanley
- PepsiCo
- Pricewaterhouse Coopers
- SunEdison
- Teach for America
- Thomson Reuters
- Time Inc.

- Media/Entertainment: 2.3%
- Government: 2.9%
- Manufacturing: 4.7%
- Healthcare/Pharmaceuticals: 5.2%
- Nonprofit: 7.6%
- Consumer Products: 8.7%
- Technology: 16.9%
- Other: 1.7%
- Energy: 1.7%
- Real Estate: 1.2%
- Finance: 25.0%
- Investment Banking: 11.0%
- Diversified Financial Services: 5.2%
- Investment Management: 5.2%
- Private Equity/Venture Capital: 3.5%
- Consulting: 22.1%
Class 2015 Profile

**Average GMAT Score**: 714

- 80% Range of GMAT Scores: 690-740
- Average Undergraduate GPA: 3.57
- 80% Range of Undergraduate GPA: 3.36-3.8

**Enrollment**: 291

- Women: 39%
- International: 32%
- U.S. Minorities: 22%
- U.S. Under-Represented Minorities: 10%
From applicant to student . . .

- 2,756 applicants
- Yale SOM
- Deeply integrated with Yale
- Most global US business school
- Best source of elevated leaders across all sectors and regions
- Students who are broad-minded and intellectually curious
- 323 students
Academic Record

- Used to gauge potential for academic success
- We look beyond just the overall GPA
- By now, largely set in place
  - Consider taking additional classes if your quantitative profile needs enhancing
- Make sure we have your transcripts
  - You can upload copies online; no need to send us official versions unless you enroll
  - If you attended more than one school, upload all transcripts unless your grades from one school are on another transcript
Testing

- Another gauge of academic potential
- No English language test (TOEFL/IELTS/PTE) requirement
- No preference for GMAT or GRE
- Don’t take GMAT or GRE cold
- Ideally, leave enough time to take the exam again (if you choose) before the deadline
- Look at the quant and verbal section breakdown, not just your overall score
  - Make sure there is some rough balance between sections
- Forward official score reports to Yale SOM (school codes 3TJ-BX-45 (GMAT) and 3986 (GRE))
Work Experience

- Predictor of post-MBA career success
- Lay out your career path for us
  - Help us understand motivations and transitions
- RESUME:
  - Keep it to one to two pages
  - Focus on achievements rather than merely responsibilities
  - Highlight leadership and strategic thinking experience
  - Include activities and interests
  - Should be clean, clear, and easy to read
  - No typos!
Activities

- Shows level of engagement and “citizenship behavior”
- What do you do outside of work?
  - You don’t need to overwhelm us with activities
  - We understand that work takes up a lot of time
  - You don’t need to have cured cancer in your spare time
- Don’t do it just to look good for the application
  - Activities should be things that genuinely interest you
- Does it reinforce/validate your career goals?
Recommendations

- Third-party assessment of your strengths and weaknesses
- Choose recommenders who know you well
- Don’t just choose based on title
- Make sure they can write a strong recommendation for you (ask them!)
- Discuss future plans with recommenders
  - But don’t give your recommenders anything you’ve written
- Give recommenders time to complete the recommendation
The Yale School of Management educates individuals who will have deep and lasting impact on the organizations they lead. Describe how you have positively influenced an organization, as an employee, a member, or an outside constituent. (500 words maximum)

- An opportunity to address us directly
- Take time to think and outline before you write
- Answer the question!
- Write about what’s important to you; don’t try to guess what we want to hear
  - This is an opportunity to differentiate yourself
- Remember: This is a business school application, not your personal diary
- Have family and friends read the essay
  - But don’t let anyone edit the essays for you
- Use the optional essay if you have anything to add
Video Questions

- Your chance to speak directly to us
- Helps us gauge qualities that may not come through on paper and “meet” people we may not otherwise hear from
- Consists of three questions to answer in interview-like fashion
  - Questions are pre-recorded; you will answer them in real time using a webcam and Internet connection. They will take roughly 15 minutes to complete.
  - Questions are behavioral in nature – past experiences and decisions – as well as one “thought question”
  - No trick questions or attempts to stump you
    - No special preparation necessary. You will be prepared by having gone through the application process and thought about your past experiences, successes and failures, and why you want an MBA.
General Strategy Advice

- Start application process early to avoid rushing
  - Choose your recommenders wisely
  - Take the essay seriously
- Make sure your quantitative skills show through
- Play to your strengths
  - But don’t hide from your weaknesses
- Be yourself to stand out
**Deadlines & Decision Release Dates**

Application notes:

- No English Language Test required (TOEFL, IELTS, etc.)
- Access to video questions occurs after you hit “Submit”
- Interviews are by invitation of the Admissions Committee
- *New this year*: Application fee is on a sliding scale

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