



JOHNSON  
Cornell University

# Waitlist Process 2014

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# The Waitlist Process

- **Submit Waitlist Reply Form**
  - If you do not submit this form (which can be found in the application system), you will be removed from waitlist consideration
- **Review on a rolling basis**
  - We review waitlisted candidates every 2-3 weeks for updates. During this process, we sometimes decide to invite candidates to interview who have not yet done so.
- **I present updates to admissions committee – make sure all updates come directly to me**
  - Updates sent to other people can get lost, and will not make it on my updates list. Therefore, I will not know to present this back to the committee.
  - Send them via email at [nmg54@cornell.edu](mailto:nmg54@cornell.edu)
  - Be creative if appropriate. We like to get to understand your personality
  - Don't wait until April to send all updates at once – send them every few weeks so we know what you are up to
- **Offers from the waitlist**
  - Offers from the waitlist tend to come within a few weeks of major deadlines such as deposit deadlines. These are the dates where we have the best idea of how many seats are available in the class
- **What is your 'drop dead date?'**
  - We can make offers to international candidates up until 5-6 weeks before the start of class.
  - We can make offers to domestic candidates up until the day of orientation
  - It is important to know how long you are willing and able to remain on the waitlist
  - Please inform me if you decide to no longer be considered as a waitlisted candidate.



# International Students

- **I-20 forms / declaration of finances**
  - These should not be completed unless you receive an offer of admission as the Visa offices will want the most up to date information.
- **Visa timeframes**
  - Know the Visa timeframes in your area. This will help you understand how long you will be able to remain on the waitlist.
- **Alumni in your region**
  - There are Johnson alumni throughout the world. Contact the alumni in your region through our ambassador search online using the Connect With Johnson button on our homepage. They can give you insights into various aspects of Johnson, what it's like to be an international student, and possibly even career advice.



# Self-Evaluation

Potential Weaknesses	Recommended Strategies for Improvements
GMAT or TOEFL score below the median	Retake the exam and send an updated score report
Limited exposure to quantitative coursework or tasks / Low GMAT quantitative score (below 65%)	Improve your GMAT quantitative score and/or complete quantitative coursework such as a course at your local university or online courses through Coursera. In addition, you may consider supplementing with mbamath.com
Communication skills	Join Toastmasters or a similar public speaking group. For non-native English speakers: read English literature, watch English television shows and interact with native English speakers as much as possible
Planning a significant career transition without prior preparation	Network with individuals in your desired industry and consider refining your goals, read The Two Hour Job Search, consider a viable Plan B
Limited career experience	Demonstrate significant achievements and leadership successes by sending updates and/or obtaining an additional recommendation -this can include activities/experiences outside of the workplace
Fit and commitment to Johnson	Contact current students, faculty, staff, and/or alumni to learn about Johnson and how you could contribute  Provide an updated statement about why Johnson is the best MBA program for you



# Exam Scores/Academics

- Be honest with yourself – don't make excuses
  - If your GMAT score is below the class average (700 for Two-Year MBA and 710 for One-Year MBA), strongly consider retaking the GMAT.
  - If you are going into an industry that asks for GMAT scores (i.e. Finance, I-banking or consulting) make sure that your score is above a 700 with a strong quant section as recruiters will ask about this
- How many times should I take the GMAT?
  - If you have already taken the GMAT four times, consider taking the GRE or enrolling in supplemental coursework
- GRE vs. GMAT
  - The GRE quantitative section is not as tough as the quantitative section on the GMAT. Therefore, we look for a quantitative score in the 75% or higher
- Supplemental Coursework
  - It is best to take a finance or accounting course at your local university in person
  - If you cannot take a class in person, good online programs exist as well through Coursera and UC Berkeley Extension
  - Other less quantitative courses that may be useful depending on your career goals would include strategy courses



# Recommendations

- Be selective – no more than 2 additional recommendations (plus the 2 or 3 in your application)
  - Do not send more than 5 recommendations overall. These are meant to supplement the other work you are doing to improve upon your weaknesses. They will not take the place of things such as retaking the GMAT or joining Toastmasters
- How to choose a recommender
  - Choose someone who can speak directly to your work with regard to your established weaknesses in your application
  - Prep them and tell them what areas you want them to highlight
- Solid examples – substance is more important than title
  - Recommenders should give solid examples. It is more important to have solid examples than to get a recommender with a high title or a connection to Cornell if they do not know you as well
  - Sometimes someone from outside your work life (such as in your community service endeavors) can provide strong recs
- Recommenders can email their recommendation to me – business letter format



# Goals

- Define goals – be specific but include a plan B
  - If you are making a career switch or your goals were broad, think about refining your goals.
  - Hold informational interviews with people in your dream job – it is easy to get them to talk to you when you aren't asking for a job
  - Analyze which skill sets you will need to gain before and during business skills to reach your goal and be successful in the field
- What research and networking are you doing?
  - How are you keeping abreast of what is happening in your desired industry
  - What network do you already have
- How have your goals evolved as your research has advanced?
  - Update us explaining what you have done in the way of research and networking and how this has helped refine your goals.



# Work Experience

- Types of items relevant of an update:
  - Promotion/pay increase
    - Send an updated resume
  - Taking on a new leadership role
  - Completion of a major project
  - Taking a position in an overseas office
    - Or working on a project that takes you overseas
  - Awards
  - New certifications
    - Include CFA, CPA, PMP, Series 7 and 63, Lean Six Sigma, etc.



# Get to Know Johnson

- Reach out to current students through our ambassador search or club listings online
- Plan a visit – attend an information session, class, etc.
- Two questions you want to be able to answer:
  - How will Johnson help you achieve your goals?
  - What will you add to the Johnson community?



# English Improvement

- Retake the TOEFL or IELTS if you feel your score was below your abilities
  - We want to see a minimum score of 100 with a 25 or higher in each section
- Toastmasters helps with language skills and public speaking
  - Chapters exist throughout the world. This is great for ALL candidates wishing to improve upon their soft skills.
- Talk with native English speakers regularly
  - Live Mocha is a good online option for this
- Read English newspapers, books, etc.
- Watch English movies and t.v.



# All Interactions Count

- **Be professional in all interactions**
  - All interactions with staff, faculty and students can become part of your file. Members of the Johnson community will advocate on behalf of people. The opposite is true if someone is rude, demanding, or unprofessional.
- **Share only relevant information**
  - Remember, everyone at Johnson is very busy. Come prepared with specific questions. What do you want to know from each person with whom you speak?
- **Follow instructions**
  - If instructions are given (i.e. complete the Waitlist Reply Form, send recommendations directly to me, etc.) please follow them.
  - If you are sending a new essay, try to remain concise (300 words or less)
  - If you have questions about the proper way to do something, email me
- **Very competitive pool**
  - Waitlisted candidates are not weak candidates. This is a very competitive pool and everyone has something they can improve upon.



Questions?  
Email me at  
[nmg54@cornell.edu](mailto:nmg54@cornell.edu)