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- Critical Square Website: <https://criticalsquare.com/>
- Critical Square Sub-forum on GMAT Club: <http://gmatclub.com/forum/ask-critical-square-337/>

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|       |                      | Welcome to the chat session with Critical Square Consulting!! Chat will start at 8 AM Pacific   |
|       |                      | Topic set by Narenn on Tue Nov 18 2014 20:12:20 GMT+0530 (India Standard Time)  |
| 21:32 | Narenn               | Hello Everyone Thanks you for joining this chat.  |
| 21:33 | CriticalSquareBhavik | <b>Good morning / afternoon / evening everyone - thanks for joining this live chat!</b>   |
| 21:33 | CriticalSquareBhavik | <b>I'd like to thank the team at GMAT Club for putting together this event - it's a wonderful opportunity for us to help applicants just like you navigate this process! Today we're going to be talking all about "Communicating Career Goals"</b>   |
| 21:33 | CriticalSquareBhavik | <b>we can also talk about other topics as well 😊</b>  |
| 21:33 | CriticalSquareBhavik | <b>For a lot of folks, going to business school and getting an MBA can be a great way to shake up their career. Whether it's a slight course correction or a complete shake up, everyone has professional reasons for getting their MBA. But how do you communicate them in a way that resonates with the admissions committee? Talking about them is really difficult and, done incorrectly, can sink your application.</b>  |
| 21:34 | CriticalSquareBhavik | <b>That's the whole point of today's live chat! I'm going to share some tips and things to keep in mind as well as answer any questions you might have. So take all those pent up career questions and let's do this!</b>   |
| 21:34 | kulkarninik4         | Sure  |
| 21:35 | CriticalSquareBhavik | <b>First off, your goals need to be ambitious. Now, before we go any further, relax. Ambitious doesn't mean you need to be the first entrepreneur to the moon or that you need to launch the world's next big NGO in Africa. You don't HAVE to change the world for a goal to be ambitious. Even a goal like getting into consulting can be ambitious. Maybe you come from IT and you're trying to get into strategy consulting. That's going to be pretty difficult and it'll take a lot of hard work and elbow grease. No one is going to just GIVE you that job.</b> |
| 21:36 | CriticalSquareBhavik | <b>But it can't be TOO safe! Admissions committees want future leaders that are going to do big things. Big things mean good things for the brand! They want applicants with drive and vision.</b>  |
| 21:37 | ss                   | Do you know guys Babson college?  |
| 21:37 | CriticalSquareBhavik | <b>Sure Babson is a fantastic program. what's on your mind about Babson?</b>  |
| 21:38 | ss                   | I am preparing to apply this college  |
| 21:38 | Narenn               | @SS: Can we allow Bhavik to finish the topic in hand first?   |
| 21:39 | ss                   | oh sorry ok   |
| 21:39 | CriticalSquareBhavik | <b>@SS - no worries - but keep those questions in mind!</b>   |
| 21:39 | CriticalSquareBhavik | <b>But y'all don't have to try too hard to make them ambitious but making them make sense? That can be a bit tougher. Making goals realistic is what trips up most of the applicants out there.</b>   |
| 21:39 | CriticalSquareBhavik | <b>There are 3 main things adcoms are trying to figure out when they look at your career goals</b>  |
| 21:40 | CriticalSquareBhavik | <b>Firstly, do you understand what the career entails? Private equity might sound sexy, but there's a lot that happens in PE. Deal due diligence? M&amp;A? Ops? location? industry? So merely stating PE won't automatically get your brownie points.</b>   |

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| 21:40 | CriticalSquareBhavik | Secondly, is this specific MBA program the right one to help get you there? Some schools are better for certain career goals than others - does that mean you can't get where you're going from most of the top programs out there? Of course not! but it does mean some schools have advantages. hate to say it - but heading to a Booth / Wharton / Columbia is a nice ticket to Wall Street! and heading to McCombs to get into Oil & Gas makes a lot of sense!   |
| 21:41 | CriticalSquareBhavik | Thirdly, have people from your background been successful doing what you're trying to do. From the usernames off to the right, a lot of you seem to be international. That carries inherent risk and limitations. Or maybe the school isn't super well known for what you're trying to do. but others HAVE done it - well if you can convince the adcom you understand the difficult road ahead, then who are they to question your path if other students have already blazed the trail? So remember - good career goals are balanced. They are ambitious yet realistic; They're aggressive but achievable; And no matter what your career goals are, make sure they're well researched! DIG DEEP. don't just visit wikipedia and go, "hmm consulting sounds interesting". that won't do! |
| 21:42 | CriticalSquareBhavik | Throughout the rest of this chat - I'll continue to pepper in career goals tips. but I'm happy to open it up to questions!   |
| 21:45 | kulkarninik4         | Can I ask my question Narenn and Bhavik?   |
| 21:45 | CriticalSquareBhavik | @kulkarninik4 - it's all you!  |
| 21:45 | kulkarninik4         | I am a part time MBA aspirant with an interview from Ross B-school. I have heard about the great facilities the career services provide at Ross even for part time MBA students. I would like to switch from Mech Engineering to Corporate Strategy or Business development related to Automotive Sector. Sorry for long qstn but everything in one go 😊   |
| 21:46 | CriticalSquareBhavik | @kulkarninik4 - what industry are you in currently?  |
| 21:46 | jega                 | @Bhavik thanks for those insights, surely it will help us refine our career ambitions  |
| 21:46 | CriticalSquareBhavik | @jega - thank you!   |
| 21:46 | kulkarninik4         | Engine component Design  |
| 21:46 | CriticalSquareBhavik | @kulkarninik4 - in auto currently? Industrial products? Unrelated to either?   |
| 21:46 | kulkarninik4         | and Yes, thank you so much for sharing your knowledge and thank you GMAT Club for organizing this.   |
| 21:47 | kulkarninik4         | Well it's related to automotive for sure.  |
| 21:47 | CriticalSquareBhavik | <b>TIP: There are two levers to most career goals &gt; function and industry.</b>  |
| 21:47 | CriticalSquareBhavik | @kulkarninik4 – gotcha. So that's perfect  |
| 21:47 | CriticalSquareBhavik | <b>if you can keep one of the levers static and move the other (so in your case, staying auto focused, but shifting your role, that can make a lot of sense</b>  |
| 21:48 | Ergen                | Hi, Bhavik. Can you give me tips how I can research and present career goal such as healthcare in a big 4 consulting companies. Thanks   |
| 21:48 | CriticalSquareBhavik | @kulkarninik4 - the only thing you really want to make sure is you talk to students who come from your background / nationality to make sure Ross PT can, in fact, help facilitate that shift! They have a great career services dept and they leverage a lot of relationships from FT, but they're geographically limited in terms of PT enablement (outside of auto and CPG) but that won't really impact you  |
| 21:50 | mbaaspirant          | hey everyone! who's going to Kellogg this Fall?  |
| 21:50 | vikas223344          | any interviews tips? hoe it's proceed  |
| 21:51 | Ergen                | bhavik sorry, I did not get it. Was his description enough or not?   |

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| 21:51 | CriticalSquareBhavik | <b>@vikas223344 - we have a ton and just put up a joint blog post with GrantMeAdmission - could be worth checking out! Anything in particular keeping you up at night?</b>  |
| 21:51 | CriticalSquareBhavik | <b>@ergen - no, it absolutely was not</b>   |
| 21:51 | Ergen                | What would be better in your opinion?   |
| 21:52 | CriticalSquareBhavik | <b>@ergen - because within consulting there is a lot of nuance - you need to know how each particular firm operates in terms of staffing (regional? national?) what they're focusing on - how easy it is to get plugged in, are they growing? how would you ensure you would actually land that role - because consulting can be a chance game as well. So really understanding each specific firm and their needs is important, but what I like is you're focusing on a specific industry and then you can absolutely explore diverse roles WITHIN that silo</b> |
| 21:52 | kulkarninik4         | Thanks Bhavik. helps a lot. One last question. I have heard that Consulting companies do not really care a lot about pre-MBA background. Would someone like me get entertained with the prospect of getting interview calls from the big 4 thru a PT MBA program?   |
| 21:53 | mbaaspirant          | <b>@CriticalSquareBhavik: What do you think about a 3 year work ex at a non reputed company, but the quality of work ex is great. Indian male here</b>  |
| 21:54 | CriticalSquareBhavik | <b>@kulkarninik4 - not really, big 4 do recruit at Ross, but mostly FT - if you are in PT, you'll go the experienced hire route, and in that case, they VERY MUCH do care about your pre-MBA experience</b>   |
| 21:54 | CriticalSquareBhavik | <b>@kulkarninik4 you aren't as much of a generalist in that regard - but that doesn't mean you can't pursue those opportunities - you just have to communicate fit</b>  |
| 21:55 | CriticalSquareBhavik | <b>@mbaaspirant - is the work ex related to what you want to do? Are there examples of scope and impact you can point to and own? And when you say non reputed company do you mean merely one that isn't massive or family?</b>   |
| 21:55 | kulkarninik4         | Are you saying the big 4 prefer employing freshers? thru an FT program?   |
| 21:55 | CriticalSquareBhavik | <b>@kulkarninik4 - what I'm saying is the big 4 recruiting engines are mostly FT focused - they DO hire out of PT, but not to the level you see out of full time. McKinsey hired 10% of the Booth FT class - that's 55 people! They definitely didn't do that with the PT program</b>   |
| 21:55 | Ergen                | Bhavik thanks. It seems I mistakenly thought just having a goal like working in healthcare division of a consulting company was enough. But it is very difficult to get so much information about the industry when you live in a country where there are not such companies. It is tough to find someone from there as well.   |
| 21:56 | CriticalSquareBhavik | <b>@ergen - yes, you definitely need to go deeper but I understand the limitations - a great way to get around that is to connect with students who interned and ask if they have contacts at their consulting internships at junior levels that might be willing to chat with you or answer questions via email</b>  |
| 21:55 | Sunshine             | Thank you very much for all the great info!! It is generally said that your post MBA goals should be consistent with your past work experience. But is it possible for one to have a career goal altogether different than the past experience?   |
| 21:56 | CriticalSquareBhavik | <b>@ergen - use every in you can!!</b>  |
| 21:56 | CriticalSquareBhavik | <b>@Sunshine - that is a WONDERFUL question</b>   |
| 21:57 | CriticalSquareBhavik | <b>@Sunshine - so generally, they need to be leverageable - something in your past should tie. But it's not a requirement. If you go down that route, however, you need to really sell the adcom that you know a) how to get into that job and b) why they would find you valuable</b>  |
| 21:57 | jega                 | <b>@bhavik: Can you kindly provide some info on how to highlight our application, that too someone who is an Indian Male with Engineering background. I am a recent masters graduate from UofT, Canada and I have recently started to work as a Chemical Engineer with a water treatment company for Oil&amp;Gas division. I plan to apply for my MBA three years from now.</b>   |

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| 21:57 | CriticalSquareBhavik | <b>TIP: Try to move one lever in your story - moving both is going to raise some red flags!</b>   |
| 21:58 | CriticalSquareBhavik | <b>@jega - sorry, didn't quite follow the question - could you help me understand what exactly you're looking for advice on?</b>  |
| 21:58 | CriticalSquareBhavik | <b>@kulkarninik4 - very welcome! Keep the questions coming!</b>   |
| 21:59 | Ergen                | Bhavik what do you think about my background of marketing in a pharmaceutical company? Have you encountered clients with similar background?  |
| 21:59 | Ergen                | I think my background is less represented than finance, so it must be more competitive for top 10 programs  |
| 22:00 | CriticalSquareBhavik | <b>@Ergen - yup, pharma is a great background and marketing as well - we've definitely had clients from that sector - pharma is valuable experience! You're correct in that you're a little bit less represented so that'll be nice!</b>  |
| 22:00 | kulkarninik4         | Bhavik. I have heard that a high GMAT score sometimes leverages your chances of recruitment in a management consulting firm. I have heard they ask your GMAT score at times. Can you shed any light on this?  |
| 22:01 | CriticalSquareBhavik | <b>@kulkarninik4 - yes, they absolutely do, and it's more of a line in the sand than a hard requirement - they also adjust the line for diversity candidates, etc. but generally a score of &gt;=700 puts you in play</b>   |
| 22:01 | jega                 | I have read that the competition between Indian Male Engineers is too high to get into top b schools. So can I know what will differentiate one applicant from an overcrowded applicant pool, when GMAT, GPA and Work Experience are all above average?   |
| 22:02 | CriticalSquareBhavik | <b>@jega - it really comes down to story and passion and drive and commitment to the program &gt; when everyone is very similar, it's all about the sentiments you express, how you do so, and how you can communicate personality and character; those are the things, on the margin, that move the needle</b> |
| 22:02 | CriticalSquareBhavik | <b>TIP: Adcoms are closely tied in with the school's career services to department</b>  |
| 22:02 | kulkarninik4         | So if I have 700+ and in a PT program with good work ex, can I use all these positives to market myself as an employable asset for the big4?  |
| 22:02 | CriticalSquareBhavik | <b>TIP: Adcoms view your goals from the perspective of a potential employer - would they find you an interesting applicant?</b>   |
| 22:03 | CriticalSquareBhavik | <b>@kulkarninik4 - potentially, but you're automatically putting yourself at a disadvantage because you're not leveraging the strengths of the program &gt; PT programs aren't FT consulting powerhouses</b>  |
| 22:03 | Narenn               | We still have 30 minutes. Keep those questions coming, guys. 😊  |
| 22:03 | CriticalSquareBhavik | <b>TIP: Entrepreneurship in the short term can be a HUGE red flag if you're not already an entrepreneur</b>   |
| 22:04 | Ergen                | The company that I work for is international one. But I worry that it might be not big enough to grab attention of adcoms. We produce our own products and operate in more than 20 countries. What will adcoms pay attention? Does 100 million is big enough budget for a company - in opinion of adcoms?       |
| 22:05 | CriticalSquareBhavik | <b>@Ergen - that's plenty big enough to take notice - definitely not a mom and pop shop! but it would be helpful on the resume perhaps to explain the size and scope of the company to provide context</b>  |
| 22:05 | CriticalSquareBhavik | <b>TIP: Entrepreneurship in the longer term can be seen as a vague, catch-all goal that lacks clarity</b>   |
| 22:06 | kulkarninik4         | Agreed on that but then the PT program size of Ross is less too and not many want to switch. That opens up more probability for those who want to. Also I have heard Ross does not differentiate between FT and PT as much as other schools do  |
| 22:06 | jega                 | Thanks for the reply..and you mentioned Booth / Wharton / Columbia as an easy ticket to Wall Street. In the same  |

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|       |                      | sense are there any Universities which is known for consulting? I have seen that Big 3 hire generously from all top b schools   |
| 22:07 | CriticalSquareBhavik | <b>@kulkarninik4 - i'm not trying to dissuade you from your goal - my point is merely understand the table you're playing at - and try to match your story with the adcom comfort zone. Once you get in, you can do whatever you want! 😊</b>  |
| 22:07 | Ergen                | Bhavik, can you also explain why adcoms need diversity too much? I know about learning experience, but i read from somewhere that they have business interests too)   |
| 22:08 | CriticalSquareBhavik | <b>@jega - the top 3 firms will reduce recruitment significantly after the top 10 and almost entirely after the top 20. Tier 2 will step in as primary employers around the #7 mark and continue through the top 30 or so</b>   |
| 22:09 | CriticalSquareBhavik | <b>@ergen - of course - they want to appear accepting, representative, etc. &gt; think about a company you might want to work for - same goes for schools and schools have political reasons as well or government mandates. but don't discount diversity of learning experience - it really is a BIG part of bschool</b>   |
| 22:09 | kulkarninik4         | I appreciate your typing speed Bhavik. Replying to so many people ! Wow! Commendable  |
| 22:09 | CriticalSquareBhavik | <b>@kulkarninik4 - thank you!</b>   |
| 22:09 | kulkarninik4         | yes, the story i am going to use for the adcom is the one i am actually interested in. The questions about management consulting was only for a backup since i am going to be putting so much money i just want to make sure i am not deserted without options. I want to be in the corporate strategy dept of an automotive company. with my work ex and degree, its |
| 22:09 | saharshbagaria       | Hello bhavik . I havent given GMAT yet . Can you evaluate my profile and tell me do i even have shot at Harvard business school .   |
| 22:09 | CriticalSquareBhavik | <b>@kulkarninik4 - that makes perfect sense! and yes, the consulting paychecks can definitely help with those loans!</b>  |
| 22:10 | CriticalSquareBhavik | <b>@saharshbagaria &gt; that is impossible - without a GMAT...there's simply no way of answering that question unfortunately</b>  |
| 22:10 | kulkarninik4         | do you know if indian auto companies hire general management recruits or strategy recruits from outside india   |
| 22:10 | saharshbagaria       | I mean to say if I get a score of 700+ is my profile any good enough?   |
| 22:11 | CriticalSquareBhavik | <b>@kulkarninik4 &gt; if you can demonstrate strong industry experience, then yes</b>   |
| 22:11 | CriticalSquareBhavik | <b>@saharshbagaria &gt; what are the highlights of your profile?</b>  |
| 22:12 | jega                 | that sounds reasonable.. I have an undergrad degree from India (non-IIT but still reputable) a masters in Chemical Engineering from UofT Canada( Top university for engineering in Canada). My undergrad GPA is bit on the lower side whereas my MS GPA is too high. Would you recommend me taking extra courses to overcome my Undergrad GPA's weakness??            |
| 22:12 | CriticalSquareBhavik | <b>@jega &gt; were there specific courses you did poorly in?</b>  |
| 22:12 | CriticalSquareBhavik | <b>TIP: If you're going to go into a generic profession such as finance or consulting, have a VERY specific reason to do so</b>   |
| 22:13 | Ergen                | Bhavik, if someone is late to send his or her Toefl score, can for example Harvard accept it later. If for example I have 101 score, but Harvard accepts only after 109. And i need time to retake  |
| 22:13 | CriticalSquareBhavik | <b>TIP: High tech means a lot of things and something different to everyone you speak with</b>  |
| 22:13 | saharshbagaria       | Class X = 84% Class XII =86% Graduation =Bcom (hons) Delhi university 54% (2nd division)  |

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| 22:13 | CriticalSquareBhavik | @ergen: sorry, what's the question?   |
| 22:13 | Engineer1200         | Hi Bhavik, I know engineers are overrepresented. Does that hold true for all types? (Electrical, chemical, computer) and all countries (US vs India vs China, etc)? Thanks!!  |
| 22:14 | saharshbagaria       | Work Ex = 3 yrs + in Family business .  |
| 22:14 | CriticalSquareBhavik | @saharshbagaria> SIMPLY based on what you typed, HBS is going to be a REAL struggle - tier II institution, low GPA  |
| 22:14 | CriticalSquareBhavik | @saharshbagaria> The #1 reason schools ding applicants (according to AIGAC survey)? GMAT. #2? GPA   |
| 22:14 | jega                 | Nothing specific but in general my GPA is bit low even though it was above class average. BTW I was in top 20% during my undergrad.   |
| 22:15 | CriticalSquareBhavik | @jega> no, nothing then really NEEDS to be addressed with an alternative transcript   |
| 22:15 | Ergen                | the question is I am not able to send my toefl score till the 5th january, but i send everything else and i am competition candidate, will harvard understand my situation and wait for more days? will they give me a chance to retake the toefl?                    |
| 22:15 | CriticalSquareBhavik | @ergen: HBS is a bit less forgiving in these respects than other programs > so no, you don't want to start the application review process by asking for a favor, right?   |
| 22:16 | saharshbagaria       | University of Delhi is best for commerce ?  |
| 22:16 | CriticalSquareBhavik | @saharshbagaria and family business will make things really difficult in terms of recs, etc.  |
| 22:16 | CriticalSquareBhavik | @saharshbagaria yes, but it isn't an IIT/ top NIT   |
| 22:17 | CriticalSquareBhavik | @saharshbagaria it's a great school, don't get me wrong, but it's not ultra elite   |
| 22:17 | saharshbagaria       | IIT only teach engineering it's not related to commerce   |
| 22:17 | kulkarninik4         | I worked with DU graduated from McKinsey and they were amongst the toppers who did their MBA from Kellogg if that helps   |
| 22:17 | CriticalSquareBhavik | @saharshbagaria > I get that, I'm not saying it's a B/W differentiation   |
| 22:17 | CriticalSquareBhavik | but...at a school like HBS, little tiny things like that DO make a difference   |
| 22:18 | kulkarninik4         | commerce grads I mean   |
| 22:18 | Narenn               | All newly joined folks: Welcome to the session!! We are chatting with Bhavik Trivedi - Managing Partner of Critical Square Consulting. If you have any questions about your MBA applications, feel free to ask them to Bhavik.  |
| 22:18 | saharshbagaria       | I dont know bhavik .Simply rejecting me because its not an IIT  |
| 22:18 | saharshbagaria       | It feels weird to be honest   |
| 22:18 | saharshbagaria       | and top it all university of Delhi is ranked the best in commerce related course  |
| 22:18 | CriticalSquareBhavik | @saharshbagaria > think about it this way   |
| 22:19 | CriticalSquareBhavik | @saharshbagaria > the top 7 would welcome you, but HBS only accepts 7% > that means the 7.00001% applicant didn't get in - and when you're talking that elite, tiny little things DO matter and it isn't fair and it sounds ridiculous but that's part of the process |
| 22:19 | jega                 | Sure will consider about alternative transcript. Does my Masters GPA play any decision making factor or do they simply go with my UG alone??  |

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| 22:19 | CriticalSquareBhavik | @jega > masters absolutely plays a role but UG is still a big part of the process because it normalizes you  |
| 22:19 | CriticalSquareBhavik | @saharshbhadaria > you asked about HBS in particular and my answer was HBS specific  |
| 22:19 | saharshbhadaria      | ok   |
| 22:19 | CriticalSquareBhavik | @saharshbhadaria > if you were asking about schools in general - that changes things, right?   |
| 22:19 | saharshbhadaria      | no i wanted to know about HBS only   |
| 22:19 | CriticalSquareBhavik | @saharshbhadaria > right, and so tier II (yes, I know for commerce, etc.) but you had a 54% and a 700+ at a family business, that's going to be an uphill fight at HBS   |
| 22:19 | Narenn               | Bhavik, let me ask a general question. What biggest/common mistakes do applicants make in their applications / interviews?   |
| 22:19 | Engineer1200         | Hi Bhavik, I know engineers are overrepresented. Does that hold true for all types? (Electrical, chemical, computer) and all countries (US vs India vs China, etc)? Thanks!!   |
| 22:19 | kulkarninik4         | bhavik. Does managemetn consulting also have a separate division for the automotive business. IF thats the case I can leverage my experience in it? What do you think  |
| 22:19 | Ergen                | Bhavik, is it tue that Wharton pays a lot of attention to gmat score? I mean more that Harvard or other schools  |
| 22:20 | saharshbhadaria      | I have my achievements in family business: I increased turnover , reduced the production cost, and introduced a new line of product. And I expect a growth of 50%  |
| 22:20 | CriticalSquareBhavik | @Engineer1200 > no, it definitely varies - that's a great question > a chemE is less represented than a CompE no matter where you come from and engineers from India and China are more common!  |
| 22:20 | CriticalSquareBhavik | @kulkarninik4 > yup! Some sure do!   |
| 22:20 | Engineer1200         | Thanks!  |
| 22:20 | jega                 | Thanks Bhavik.. One last question does high GMAT scores compensate for low GPA's? Your views about this..  |
| 22:21 | CriticalSquareBhavik | @jega > yes and no, can they help, absolutely, can they completely offset no. We had a client this year with a 2.3 from princeton but he built a solid alternative transcript and a 730 > boom, invite to Booth. so can it offset and help? absolutely!  |
| 22:21 | kulkarninik4         | great..... thanks for your guidance...m a bit more comfortable with a zilch bank balance at the end of my MBA now. LOL!  |
| 22:21 | CriticalSquareBhavik | @kulkarninik4 > that makes you very rare! a zilch bank balance can be a terrifying thing!! 😊   |
| 22:22 | CriticalSquareBhavik | @saharshbhadaria > and that's fantastic - if you land the right score, will you be competitive for a great school? yes > and it also seems you want me to tell you that you have a shot at HBS (and that's ok 😊) - if that's the case, then apply, the WORST that can happen is they say no. But if you don't try, you won't know. But my responsibility is to give you an honest, professional assessment |
| 22:23 | CriticalSquareBhavik | @engineer1200 - welcome! what kind of engineer are you?  |
| 22:23 | Engineer1200         | Chemical   |
| 22:23 | Engineer1200         | From the US  |
| 22:23 | CriticalSquareBhavik | @Engineer1200 > another thing > type and region are big, but so is gender!   |
| 22:24 | CriticalSquareBhavik | TIP: If there is something unique in your background, try to hold on to it unless there's a very good reason you're letting it go > for example, one of our clients had a ton of hands on experience with unmanned   |

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|       |                      | defense aerial vehicles so we keep UAVs a big part of his story because it was really unique  |
| 22:24 | Engineer1200         | Male, though, hoping I'm still rare enough!   |
| 22:24 | CriticalSquareBhavik | @Engineer1200 > ChemE from the US is definitely not super common so you're swinging pretty well   |
| 22:24 | saharshbagaria       | Bhavik what are your views about Babson   |
| 22:24 | Narenn               | Moderator Note: We shall continue for next 10 minutes only. If you have any pending questions, do ask them early.   |
| 22:24 | CriticalSquareBhavik | @saharshbagaria > it's a great school and program   |
| 22:25 | jega                 | Hey Engineer 1200, I am a male Chemical Engineer but from India 🤔   |
| 22:25 | mpc                  | if you have a low gpa. ie below 3. what kind of additional academics are schools often willing to take into account besides gmat scores?  |
| 22:25 | Engineer1200         | @Jega We're the best kind of engineers tho! 🤔   |
| 22:26 | jega                 | No doubt in that.. 🤔  |
| 22:26 | CriticalSquareBhavik | @mpc > so what you want are grades > extensions courses can be a great way to showcase academic capability or taking courses at a local university  |
| 22:26 | sytabish             | hi Bhavik, any comments on IE Business School, Spain? Wasn't on my list of Universities but lately I'm givin it thoughts.   |
| 22:26 | CriticalSquareBhavik | @mpc > here's a video you should check out:   |
| 22:26 | Ergen                | Bhavik, does being from less represented country counts too? I am from ex- soviet republic near Caspian sea.  |
| 22:26 | CriticalSquareBhavik | @sytabish > great school, and we're looking at hopefully higher MBA demand from Spain in the coming years > which sets you up pretty well!  |
| 22:27 | CriticalSquareBhavik | @ergen > yes! definitely helps!   |
| 22:27 | CriticalSquareBhavik | @sytabish > what do you want to do?   |
| 22:27 | sytabish             | what would be an ideal GMAT score for it ? GPA = 3.1  |
| 22:27 | Ergen                | is it true that wharton pays more attention to high gmat scores than other other top programs?  |
| 22:27 | mpc                  | q: if said gpa was very low partly due to spending ones time working for start ups. is it worth emphasizing this story even if the start up ended up failing after 2yrs of operations?                              |
| 22:28 | CriticalSquareBhavik | @sytabish > you'd want to come in 20 - 30 above the media (672) if possible!  |
| 22:28 | CriticalSquareBhavik | @ergen > no, that is rather mythical > there are some schools very focused on stats but Wharton isn't particularly one of them  |
| 22:29 | Ergen                | are those schools among top 10? can you name some?  |
| 22:29 | sytabish             | Great! thanks for the TIP.  |
| 22:29 | CriticalSquareBhavik | @mpc: yeah, if there's a reason, absolutely share it, but don't use it as a crutch - don't blame everything on it - do take some responsibility   |
| 22:29 | CriticalSquareBhavik | @ergen > Yale, for example, definitely comes to mind > they've been stat happy lately. As have Darden. The  |

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|       |                      | <b>rest of the top 10 are pretty comfortable with themselves and can discriminate based on GMAT simply based on their median</b>   |
| 22:29 | Narenn               | Bhavik, Let me re-post my question. What biggest/common mistakes do applicants make in their applications / interviews?  |
| 22:30 | ramalo               | Bhavik, what kind of gmat score is Yale obsessed with for Indian applicants?   |
| 22:30 | CriticalSquareBhavik | <b>@narenn &gt; i think it's a tie &gt; one, applicants REALLY think they're much more unique than they actually are &gt; and that can have disastrous consequences not only in terms of school selection, but also just in how they communicate their stories &gt; they EXPECT the adcoms will care</b> |
| 22:31 | CriticalSquareBhavik | <b>@narenn &gt; and number two is just vague, uninspired, goals and stories &gt; they lack substance!</b>  |
| 22:31 | CriticalSquareBhavik | <b>@ramalo &gt; you're talking about a 30 point + bump on the median unless you bring something super unique to the table</b>  |
| 22:31 | CriticalSquareBhavik | <b>TIP: No matter what your goal is, RESEARCH, RESEARCH, RESEARCH</b>  |
| 22:31 | CriticalSquareBhavik | <b>TIP: Understand the implications of being an international student and how that limits your realistic bschool exits</b>   |
| 22:31 | CriticalSquareBhavik | <b>TIP: Saying you want to go into consulting for broad based industry and functional experiences shows a fundamental LACK of understanding of how consulting firms work</b>   |
| 22:32 | CriticalSquareBhavik | <b>TIP: Investment Banking is an umbrella term - be specific. Which function specifically interests you?</b>   |
| 22:32 | CriticalSquareBhavik | <b>TIP: A lot of applicants want to go into PE / VC but what schools don't tell you is most folks who get those jobs came from that industry to begin with and, if not, then consulting and finance</b>  |
| 22:32 | CriticalSquareBhavik | <b>TIP: Product management requires an understanding of the back end, front end, and business - having just 2 of the 3 won't get you there</b>   |
| 22:32 | Narenn               | Whoa... We are out of time.  |
| 22:32 | CriticalSquareBhavik | (getting the rest of the tips out there in the interest of time 😊)   |
| 22:32 | CriticalSquareBhavik | <b>TIP: If you heard about the role you're interested in just a year or two ago, then chances are there are THOUSANDS of applicants using the same goal</b>  |
| 22:32 | CriticalSquareBhavik | <b>TIP: Working for a consulting firm does not mean you can launch your own professional services firm</b>   |
| 22:32 | CriticalSquareBhavik | <b>TIP: Working in finance doesn't mean you can launch your own fund</b>   |
| 22:32 | CriticalSquareBhavik | <b>TIP: Industry shifts are easier to justify than functional ones</b>   |
| 22:32 | CriticalSquareBhavik | <b>TIP: If you're going to pursue off campus recruiting career paths, understand how the pieces will work together to get you there</b>  |
| 22:32 | CriticalSquareBhavik | <b>TIP: Whatever your goals, make sure you tie your previous experiences to your future path</b>   |
| 22:32 | CriticalSquareBhavik | <b>phew - done!</b>  |
| 22:32 | Narenn               | Thanks !! 😊  |
| 22:32 | CriticalSquareBhavik | <b>(figured y'all would find those helpful though!!)</b>   |
| 22:33 | Ergen                | what do you mean by limits for internationals?   |
| 22:33 | Ergen                | 2nd tip  |

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| 22:33 | CriticalSquareBhavik | <b>@ergen &gt; a lot of firms won't hire internationals, or they'll make it difficult, or if you want to launch a business in the US, you can't own majority equity, etc.</b>   |
| 22:33 | Narenn               | So guys we shall wrap up here.  |
| 22:33 | Ergen                | Don't do this))   |
| 22:34 | Narenn               | haha... we may continue the session for few more minutes if that's OK for Bhavik.   |
| 22:34 | CriticalSquareBhavik | <b>woohoo!</b>  |
| 22:34 | CriticalSquareBhavik | <b>let's go til 9:15PST y'all &gt; so hurry and get those questions in</b>  |
| 22:35 | Ergen                | hope to see Bhavik later  |
| 22:35 | CriticalSquareBhavik | <b>@ergen &gt; thanks for the great questions!</b>  |
| 22:35 | Ergen                | thanks to you for great answers   |
| 22:35 | Ergen                | can we write you for profile evaluation?  |
| 22:35 | CriticalSquareBhavik | <b>Absolutely</b>   |
| 22:35 | Ergen                | will do   |
| 22:35 | Narenn               | Here is Critical Square's sub-forum link <a href="http://gmatclub.com/forum/ask-critical-square-337/">http://gmatclub.com/forum/ask-critical-square-337/</a>  |
| 22:36 | CriticalSquareBhavik | <b>post it in our subthread: <a href="http://gmatclub.com/forum/ask-critical-square-337/">http://gmatclub.com/forum/ask-critical-square-337/</a></b>  |
| 22:36 | CriticalSquareBhavik | <b>(@Narenn - beat me to it!)</b>   |
| 22:36 | Narenn               | Lol   |
| 22:36 | ramalo               | how does one overcome the fact that no one on the admissions team would have heard of the firm he's been working at.  |
| 22:37 | CriticalSquareBhavik | <b>@ramalo &gt; a great place to address that is to add a 1 or 2 line description to your resume. If it deserves more (and it rarely ever does) you can add it to your optional essay but usually the resume is fine!</b>                     |
| 22:37 | MilosMiletic5        | Tip regarding tying previous experiences to future goals - how do you communicate to schools the fact that what you did in the past has basically no tangential points to what you want to do in the future?                                  |
| 22:37 | MilosMiletic5        | Sorry for wordiness   |
| 22:37 | ramalo               | Thanks bhavik....I've posted on your thread...hope to hear from you soon.   |
| 22:38 | sytabish             | excellent question.. @MilosMiletic5   |
| 22:38 | CriticalSquareBhavik | <b>@milos &gt; you'd want to at least tie the SKILLS you learned to your forward goals &gt; lets say you were in engineering but want to move to consulting, the environments and collaborative nature and logical thinking all translate</b> |
| 22:38 | CriticalSquareBhavik | <b>@ramalo - awesome</b>  |
| 22:39 | CriticalSquareBhavik | <b>@milos &gt; or maybe there was a specific type of project you did that really made you interested, etc. you want to have SOME tie otherwise it'll catch them off guard</b>   |
| 22:39 | mpc                  | What do you think carries more weight to an admissions officer. rapid upward movement and high track record of performance in a small (<2billion annual rev company) or regular movement in a big name company?                               |
| 22:39 | MilosMiletic5        | Makes sense. Much appreciated!  |

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| 22:39 | CriticalSquareBhavik | @milos > welcome!  |
| 22:40 | CriticalSquareBhavik | @mpc > the frustrating answer is...it depends > that's really difficult to say without details   |
| 22:43 | mpc                  | company is the worlds largest integrated liquid chemical trasportation and storage company. ie top company in its sector but the sector is relatively small  |
| 22:43 | CriticalSquareBhavik | @mpc > well that's a pretty big deal then!   |
| 22:44 | mpc                  | ok good to know.   |
| 22:44 | CriticalSquareBhavik | I wanted to thank you all for joining - this has been a great experiece and I hope you all found this super useful   |
| 22:45 | CriticalSquareBhavik | If you want more free resources, tips, tricks, blog post > please visit <a href="http://www.criticalsquare.com">www.criticalsquare.com</a>   |
| 22:45 | CriticalSquareBhavik | if you want a profile review, please post to the Ask Critical Square subthread   |
| 22:45 | CriticalSquareBhavik | it has been my pleasure, thank you for having me!  |
| 22:45 | Ergen                | We certainly found it useful. Thanks for your time   |
| 22:45 | CriticalSquareBhavik | you're very welcome!   |
| 22:46 | CriticalSquareBhavik | have a great day / evening all!  |
| 22:47 | Narenn               | Check this thread if you want to view session transcript of this event <a href="http://gmatclub.com/forum/announcement-mba-info-sessions-on-gmatclub-174827.html#p1416987">http://gmatclub.com/forum/announcement-mba-info-sessions-on-gmatclub-174827.html#p1416987</a> |
| 22:48 | Narenn               | Also here is the event schedule <a href="http://gmatclub.com/forum/live-q-a-sessions-with-admission-consultants-188123.html">http://gmatclub.com/forum/live-q-a-sessions-with-admission-consultants-188123.html</a>  |
| 22:48 | Narenn               | Thank you again and have a great day / night!!   |

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