

Andrew Chen – Executive Director (Admissions and Marketing) | Sandeep Waghmare, AIM MBA Student, Class of 2016

February 2, 2016.

Web Resources:

- AIM Website: <http://www.aim.edu/>
- AIM Full Time MBA Class of 2017 Discussion: <http://gmatclub.com/forum/calling-all-aim-manila-mba-applicants-2016-intake-class-of-209171.html>

		<b>HAPPENING NOW: Live Chat with Asian Institute of Management Manila, Admission Director, Andrew Chen, and Current Student, Sandeep Waghmare.</b>
		Topic set by Narenn on Tue Feb 02 2016 19:00:51 GMT+0530 (India Standard Time)
19:04	Narenn	Hello Everyone, Thank you for joining GMAT Club AIM Manila Q&A session today and BIG welcome to Executive Director of AIM – Mr. Andrew Chen - and AIM MBA Class of 2016 Student – Mr. Sandeep Waghmare.
19:04	Narenn	Today Andy and Sandeep will answer your questions regarding applications, essays, interviews, and life at AIM Manila.
19:04	Narenn	Andy and Sandeep: Thanks for taking time out of your busy schedules to visit GMAT Club and chat with prospective applicants.
19:05	AIM_Manila_Andy	Definitely! Glad to have this opportunity!
19:06	Narenn	Before we begin, I would request Andy to tell us a bit about yourself and your roles and responsibilities at AIM?
19:07	AIM_Manila_Andy	Yes, I'm Executive Managing Director of Admissions. I just joined AIM back in October 2015, after 8 years working for two other schools.
19:07	AIM_Manila_Andy	I handle admissions for AIM's three degree programs - the MBA, Executive MBA, and Master of Development Management.
19:08	AIM_Student_Sandeep	And aren't we glad to have Andy with us at AIM 😊
19:09	AIM_Manila_Andy	Thanks, Sandeep. I am extremely excited to be at AIM!
19:06	Narenn	Sandeep, Can you tell about your background, Post MBA goals, and why you chose AIM over other MBA programs for the MBA?

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19:10	AIM_Student_Sandeep	For my intro, I have 11+ years of experience before coming to AIM; having worked in IT/Entrepreneurship/Consulting sectors
19:11	AIM_Student_Sandeep	I was primarily looking at change in geography, post MBA, and that's why I chose AIM
19:09	VerbalQuant	Dear Sir, Thanks for doing this. How AIM's MBA program is supportive for career changers especially from IT to Finance?
19:12	AIM_Manila_Andy	VerbalQuant: In response to your question - many MBA students are pursuing career transitions.
19:13	AIM_Manila_Andy	We have a very strong Finance program at AIM.
19:14	AIM_Manila_Andy	Students work with our Career Services team, program staff, and faculty, to facilitate these transitions.
19:14	Narenn	Thanks Sandeep! What are your post MBA goals and what assistance you are getting from AIM's career services to achieve those goals?
19:16	VerbalQuant	Thanks Andy!! I would like to transition in to Investment banking. Can you name a few top I banking firms that recruit at AIM?
19:16	Narenn	Andy, I know I asked this question during previous chat but want to ask again for today's audience: Please tell us more about AIM School. What characteristics and qualities make AIM different from other leading Asian MBA programs?
19:17	AIM_Manila_Andy	Sure - let me address the history of the school first, and then I'll follow-up with VerbalQuant's question.
19:18	VerbalQuant	sounds good.
19:18	AIM_Manila_Andy	The school was founded in 1968, as a partnership between Harvard Business School, local business leaders, and the Ford Foundation.
19:18	AIM_Manila_Andy	In addition, two prominent schools in the Philippines were also part of this group.

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19:19	AIM_Manila_Andy	The school's teaching model and early curriculum was modeled after HBS.
19:20	AIM_Manila_Andy	Although we are no longer associated w/ HBS, this legacy definitely carries on in many ways.
19:21	AIM_Manila_Andy	One of those being our strong use of the case method throughout the curriculum. AIM was actually recognized by AACSB International for our strength in case method usage.
19:22	AIM_Manila_Andy	We are a small, private, non-profit, stand alone management school.
19:23	AIM_Manila_Andy	Teaching quality at AIM is extremely strong. I've had a chance to sit in on classes at many of the top programs around the world, and AIM professors are right in-line, if not better than many.
19:24	AIM_Manila_Andy	Teaching quality is reflected in our students. We've had many students participate in global case competitions, and they have done very well.
19:25	AIM_Manila_Andy	Moving back to VerbalQuant's question.
19:27	AIM_Manila_Andy	Manila isn't really a hub for investment banking. In the region, that would be Hong Kong, Singapore, and Shanghai.
19:27	AIM_Manila_Andy	That being said, we have a close relationship with Citi, with a number of our students joining their management associate program each year.
19:29	AIM_Student_Sandeep	Hi... to add on to Andy's answer on IBanks
19:29	AIM_Student_Sandeep	Philippines and especially Manila, is growing rapidly in its startup culture.
19:30	AIM_Student_Sandeep	We, as students, work very closely with startups helping them in designing their BPlans, and pitches. Plus, we ourselves pitch in a lot of competitions
19:30	AIM_Student_Sandeep	I myself am part of a team that will participate in a VC competition in Singapore due in March
19:31	AIM_Student_Sandeep	This said, the culture in Philippines is more of Angel Funding, mostly done by rich

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		families here. The sector is bit unorganized
19:32	AIM_Student_Sandeep	But then, we have a lot of people who are from I Banking, and looking for the career post MBA; So that transition shouldn't be much of hassle
19:28	Thatsthenick	Objective information such as GPA and GMAT scores provide easy comparative material from one applicant to another. What are some concrete elements that separate applicants in the more subjective essay, letters of recommendation, interviews, etc?
19:33	AIM_Manila_Andy	Thatsthenick: It's hard to provide a direct answer to your question. We look at an entire candidate's profile.
19:33	AIM_Manila_Andy	Each component helps us assess different areas.
19:34	AIM_Manila_Andy	For example, the CV and rec letters help me assess employability.
19:34	AIM_Manila_Andy	The GMAT and transcripts help assess academic readiness.
19:35	Thatsthenick	thanks! that answers my question.
19:34	AndChat 618624	What percentage of student body is International? and how diversity influence on candidate choice? Does the nationality have advantage of others?
19:36	AIM_Manila_Andy	We look at diversity in many ways - cultural background, professional background, educational background, etc.
19:36	AIM_Manila_Andy	We're trying to form the best class, given our applicant pool.
19:37	AIM_Manila_Andy	You're welcome, Thatsthenick!
19:37	Rohit_Pillai	hi Andrew
19:37	AIM_Manila_Andy	Hello Rohit..
19:37	Rohit_Pillai	Hope you are doing well.
19:38	AIM_Manila_Andy	Doing great here! Makati is a wonderful place to be.

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19:38	Rohit_Pillai	😊 I'm glad to hear that
19:38	Narenn	<b>Sandeep: Can you tell us about teaching methods, student culture, and typical day of AIM's MBA students?</b>
19:38	AIM_Student_Sandeep	<b>As Andy said, we follow Case Method of teaching, wherein we discuss more than 400 real life business cases.</b>
19:38	Rohit_Pillai	May i ask you a few quick questions?
19:39	Narenn	<b>Sure Rohit!! Please go ahead and ask.</b>
19:40	Rohit_Pillai	Basically i just wanted your opinion about my profile fit. I've around 7 years of work experience in IT (development and project management). I've done my Masters in Computer Applications.
19:41	Rohit_Pillai	I'm looking to do a full time MBA now
19:42	AIM_Manila_Andy	<b>Rohit - I'd recommend that you email me so we can discuss in more detail. achen@aim.edu.</b>
19:42	Rohit_Pillai	Wonderful. That would definitely be a much better way to proceed.
19:42	AIM_Manila_Andy	<b>7 years of working experience is in the range of many MBA students.</b>
19:44	Rohit_Pillai	Thank you Andrew, for providing me your email. I'll get in touch with you shortly.
19:44	AIM_Manila_Andy	Sounds good, Rohit!
19:45	VerbalQuant	What financial aid is available to students who can't pay the full tuition? Do you have collaboration with banks or education loan providers such as Prodigy Finance for those who want to take education loan?
19:46	Narenn	<b>good question Verbalquant!</b>
19:46	AIM_Manila_Andy	<b>Where are you located, VerbalQuant?</b>

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19:46	VerbalQuant	India
19:46	Narenn	Follow up question to Andy: What is the average total expenditure of a typical MBA student during the entire course (including tuition, accommodations, study material, study tours, other travelling etc.)
19:47	Narenn	Follow up question to Sandeep: How you managed your MBA funding. Solely from your savings or you took loan from any banks?
19:48	Narenn	<b>MODERATOR NOTE: We shall continue only for another 10 minutes</b>
19:48	Narenn	<b>If you have any questions left, ask them immediately</b>
19:48	AIM_Student_Sandeep	I received some scholarship, and rest I took loan from Credila. AIM has partnership with Credila in place. My personal experience on AIM is here - <a href="https://www.linkedin.com/pulse/how-i-find-aim-different-sandeep-waghmare?trk=prof-post">https://www.linkedin.com/pulse/how-i-find-aim-different-sandeep-waghmare?trk=prof-post</a>
19:49	AIM_Manila_Andy	Narenn - total program cost is just under USD\$40,000.
19:50	AIM_Manila_Andy	A number of partial to full scholarships are available, with around 40-50% of students receiving scholarship awards.
19:51	AIM_Manila_Andy	In my opinion, tuition is actually quite reasonable, when compared to other top schools worldwide, and within the region.
19:52	Narenn	<b>Thanks Andy! So is it safe to assume that average MBA expenditure of an MBA student will be in the range of \$50K - \$70K</b>
19:53	AIM_Manila_Andy	No, less...
19:53	AIM_Student_Sandeep	Narenn, I think it'll be around \$50k, unless people party on beaches for all the time 
19:53	Narenn	lol
19:52	Rohit_Pillai	What are the employment statistics? Average salary? % of students employed at the end

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		of the program?
19:54	AIM_Student_Sandeep	Rohit_Pillai - employability is fantastic
19:54	AIM_Manila_Andy	Rohit - we are unable to provide official employment data, as we're still in the collection period for our last graduating class, which was Dec. 2015.
19:54	AIM_Manila_Andy	But interim placement data is looking quite strong so far.
19:55	AIM_Manila_Andy	We've had students placed at Citi, Microsoft, Tech Mahindra, Accenture, among others.
19:55	AIM_Student_Sandeep	Also, GrabTaxi, Uber, Aditya Birla Group
19:55	Narenn	My last question Andy: Tell us 3 important characteristics that you want to see in your applicants
19:55	AIM_Manila_Andy	Great question!
19:56	AIM_Manila_Andy	Most importantly, I'm looking for good mutual fit, between the school and applicant.
19:56	Narenn	Any last questions guys?? We are closing in 2 minutes
19:57	AIM_Manila_Andy	As the program is doing it's due diligence on a student, via the admissions process, the applicant should also be researching the program to ensure good fit.
20:00	AIM_Manila_Andy	I like to break down an applicants profile into three main components: 1. academic readiness; 2. employability; 3. fit.
20:02	Rohit_Pillai	what is the average gmat score that would be considered as competitive ?
20:02	Narenn	Ok. It's scheduled time to close this event.
20:03	Narenn	Alright!! Thanks everyone for participating in this chat today. Thank you very much, Andy and Sandeep, for spending time with us and answering applicants' questions.
20:04	Narenn	We will publish a condensed transcript of this chat in AIM forum in few days. Keep

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		eye on this thread... <a href="http://gmatclub.com/forum/calling-all-aim-manila-mba-applicants-2016-intakeclass-of-209171.html">http://gmatclub.com/forum/calling-all-aim-manila-mba-applicants-2016-intakeclass-of-209171.html</a>
20:04	Narenn	If anyone is interested in becoming TThreadMaster for AIM forum, please PM me. Here you will find more information about this <a href="http://gmatclub.com/forum/be-the-coolest-guy-in-the-mba-forum-be-a-threadmaster-152204.html">http://gmatclub.com/forum/be-the-coolest-guy-in-the-mba-forum-be-a-threadmaster-152204.html</a>
20:04	Rohit_Pillai	Thank you Sandeep and Andrew
20:04	AIM_Manila_Andy	Thanks everyone for joining. If you have additional questions, feel free to email us at <a href="mailto:mba@aim.edu">mba@aim.edu</a>

- 1) 2015 Live Q&A Session Schedule: <http://gmatclub.com/forum/announcement-mba-info-sessions-on-gmatclub-174827.html>
- 2) All Chat transcripts are available to download here <http://gmatclub.com/forum/live-q-a-with-b-school-adcoms-2015-season-174827.html#p1416987>

### GMAT Club's MBA Resources

All MBA Rankings	<a href="http://bit.ly/1FaDIT3">http://bit.ly/1FaDIT3</a>	Application Experiences of Applicants	<a href="http://bit.ly/1lecA6z">http://bit.ly/1lecA6z</a>
All MBA Deadlines	<a href="http://bit.ly/19RSTSX">http://bit.ly/19RSTSX</a>	MBA Applicant Blogs	<a href="http://bit.ly/1Hx5LJE">http://bit.ly/1Hx5LJE</a>
All School Stats	<a href="http://bit.ly/1MPOguZ">http://bit.ly/1MPOguZ</a>	Current Student Blogs	<a href="http://bit.ly/1NPG4rD">http://bit.ly/1NPG4rD</a>
Live Chats with B-School Adcoms	<a href="http://bit.ly/1NJ7v4w">http://bit.ly/1NJ7v4w</a>	All school discussions	<a href="http://bit.ly/1K0N43a">http://bit.ly/1K0N43a</a>
MBA Admission Consultant Reviews	<a href="http://bit.ly/1y6eLpt">http://bit.ly/1y6eLpt</a>	Best MBA Books	<a href="http://bit.ly/1Cvz2qC">http://bit.ly/1Cvz2qC</a>
2015 MBA Applicants' Profiles	<a href="http://bit.ly/1DJKnBO">http://bit.ly/1DJKnBO</a>		
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