

GRADUATE MANAGEMENT ADMISSION COUNCIL®  
DEPUTY ADMISSION DIRECTORS SYMPOSIUM I 2009  
BALTIMORE MARRIOTT WATERFRONT HOTEL  
THURSDAY, JUNE 18

A G E N D A

8:30 – 9:30 am      BREAKFAST      GRAND BALLROOM VII, VIII – 3RD FLOOR

9:45 – 11:45 am

WORKSHOPS

THE EXCEPTIONAL PRESENTER –

OPEN UP! AND OWN THE ROOM

*Tim Koegel*, Founder, The Koegel Group

GRAND BALLROOM IX – 3RD FLOOR

THE ART OF CROSSING CULTURES

*Craig Storti*, Director, Communicating Across Cultures

GRAND BALLROOM X – 3RD FLOOR

12 – 1 pm      LUNCHEON AND DISCUSSION TOPICS

GRAND BALLROOM VII – 3RD FLOOR

1 – 3 pm

WORKSHOPS

THE ART OF CROSSING CULTURES

*Craig Storti*, Director, Communicating Across Cultures

GRAND BALLROOM X – 3RD FLOOR

THE FUTURE: THE GMAT AND YOU

*Daniel Eyob*, Associate Director, GMAT Operations,

Graduate Management Admission Council

*Joanna Graham*, Associate Director, GMAT Program,

Graduate Management Admission Council

*Ashok Sarathy*, Director, GMAT Program,

Graduate Management Admission Council

GRAND BALLROOM IX – 3RD FLOOR

3:15 – 3:45 pm      CLOSING

GRAND BALLROOM VII, VIII – 3RD FLOOR



## SESSION DESCRIPTIONS

### THE ART OF CROSSING CULTURES

This workshop will answer the question: What do I need to know about cultural differences regarding international students to do my job better? It will explore how cultural differences impact on recruiting, interviewing, and selecting applicants from other cultures, and how you can better support them during their transition to studying in your country.

### THE EXCEPTIONAL PRESENTER: OPEN UP! AND OWN THE ROOM

Are you a public speaker? If you communicate one-on-one, in small groups, interview, leave voice mail messages, talk on the phone, or deliver keynote presentations, the answer is YES. This session is designed for anyone who regularly attends networking functions, recruiting or job fairs, or talks to students, alumni, corporate contacts, faculty, or recruiters. During this session you will learn how to effectively use posture, gestures and movement, eye contact, visual aids and voice. You will gain awareness of the power of verbal and non verbal messages. And you will be better prepared to persuade any audience of any size. The session is interactive, fast-paced and entertaining. You will leave the session with communication techniques that you can apply immediately.

### THE FUTURE: THE GMAT AND YOU

In this interactive session, speakers will discuss and then seek your expert feedback on several aspects of the GMAT exam. Topics include potentially beneficial new information that GMAC may add to score reports; how you communicate about the GMAT with prospective applicants and how it might influence what is included in the *GMAT Information Bulletin*; plus a sneak-peek into progress on the Next Generation GMAT exam.

