

GMAT[®]

Your Career with
Impact Starts Here



GMAC[®]
GRADUATE MANAGEMENT
ADMISSION COUNCIL

Connecting talent and aspiration with opportunity.





The GMAT® Exam Shines a Spotlight on Talent Around the World

It's not the test you take, it's the test that takes you places

Why the GMAT exam?

Quality programs use the GMAT exam and if you're serious about going to business school, the GMAT is your best first step toward a career with impact. The GMAT exam was created by business schools to discover and select the best students with the greatest potential to succeed in the classroom. As a leading standard for admission to the top business and management programs, the GMAT exam is a proven and reliable predictor of academic performance.

When it comes to your success, there is no comparison

No other exam lets you shine a spotlight on the skills that matter most—verbal and integrated reasoning, analytical writing, and quantitative skills.

The GMAT measures a test taker's ability to evaluate information presented in different formats, from multiple sources—the skills necessary to succeed in our technologically advanced, data-rich world.

The GMAT is tailor made for you

The GMAT exam is a standardized computer-based exam administered in English. Two sections of the exam are computer-adaptive, which means that questions are chosen for you based on how you answered previous questions. Your score is based on the difficulty of the questions answered and the number of correct responses.

GMAT by the Numbers

(as of May 2013)

Schools that use the GMAT exam**2,098**

Programs that use the GMAT exam**5,805**

Countries that receive score reports**110w**

Test centers around the world**563**

Register for the GMAT exam at **mba.com**.

The GMAT Measures the Skills that Matter

For the classroom, our global workplace, and data-rich world

The GMAT exam has four sections

The sections — Analytical Writing Assessment, Integrated Reasoning (IR), Quantitative, and Verbal — take about four hours to complete.

Businesses want the skills that the GMAT measures

The GMAT exam measures higher-order reasoning skills that matter in management classrooms and in the 21st century global workplace. To succeed in today's data-rich business world, you'll need to analyze information from a variety of sources, and develop strategies and make decisions based on that information. Integrated reasoning (IR) measures your ability to evaluate information presented in multiple formats from multiple sources — skills you already use, and skills you need to succeed.

GMAT scores are valid for five years

The Total score is reported on a scale of 200-800 and is based on performance on the Quantitative and Verbal sections. Unofficial score reports are available immediately following the exam at the test center. Official score reports are available within 20 days of the exam.

The GMAT exam is accessible and affordable

Testing is available around the world in facilities designed to provide a positive test-taking experience. The GMAT exam is US\$250 globally and taxes may be incurred for exams administered in some countries. The test fee can be paid through credit, debit card or voucher.

| Section Order | Time Limit (minutes) | Number of Questions | Question Types | Score Range |
|--------------------------------|----------------------|---------------------|--|-------------|
| Analytical Writing Assessment | 30 | 1 | ■ Analysis of an Argument | 0-6 |
| Integrated Reasoning | 30 | 12 | ■ Multi-Source Reasoning ■ Table Analysis ■ Graphics Interpretation ■ Two-Part Analysis | 1-8 |
| Optional 8-minute break | | | | |
| Quantitative | 75 | 37 | ■ Data Sufficiency ■ Problem Solving | 0-60 |
| Optional 8-minute break | | | | |
| Verbal Reasoning | 75 | 41 | ■ Reading Comprehension ■ Critical Reasoning ■ Sentence Correction | 0-60 |



The GMAT Exam Unlocks a World of Opportunity

A graduate business degree unlocks a world of opportunity and is an investment that pays off. On average, students who pursue graduate business degrees earn nearly twice as much as those with undergraduate degrees.

Studies show that business and non-business majors perform well on the GMAT with the right preparation. There's no better time to take the GMAT—whether you're in school or in your career. You can take the test more than once; most business schools accept your highest score.

Registering for the GMAT is Easy

Step 1: Read the *GMAT Handbook*.

The *GMAT Handbook* includes everything you need to know about the GMAT, and what you have to agree to when scheduling your exam.

Step 2: Go to mba.com to find a convenient test center and test date.

Test centers are available around the world with many testing dates to choose from.

Step 3: Create your mba.com account.

Once you've created your account you can schedule and pay for your exam.

Step 4: Review your confirmation letter.

After registering for the exam, you'll receive a confirmation letter. Make sure the information is accurate and you fully understand the identification requirements.

Learn more about graduate management education, business school, the GMAT, test prep, and GMAT accepting universities and schools at mba.com.

GMAT® Prep

Enhance your experience with official books, software, paper tests, and practice exams

The Official Guide for GMAT® Review, 13th Edition, Study Guide & Mobile App

Jumpstart your GMAT exam preparations with our official study guide and mobile app, featuring real GMAT questions—and their answers—written by the creators of the test. **Guide US\$42.95; App US\$4.99**



The Official Guide for GMAT® Quantitative Review, 2nd Edition

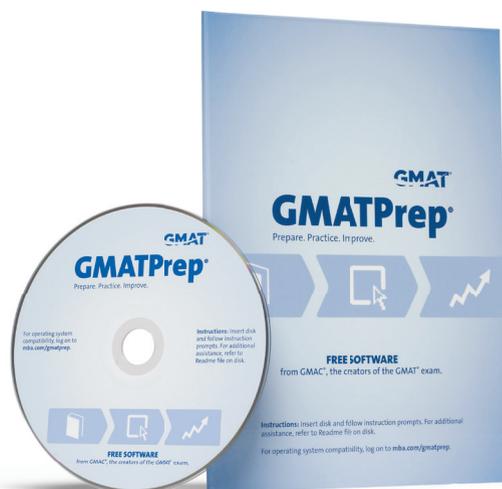
Prepare for the quantitative component of the GMAT exam with 75 questions and answers. **US\$17.95**

The Official Guide for GMAT® Verbal Review, 2nd Edition

Be fully prepared for the Verbal component of the GMAT exam with the 2nd edition of our Supplement, complete with 75 questions and answer explanations. **US\$17.95**

The GMAT® Study Collections

Get in tip-top shape for the GMAT with more than 1,500 real GMAT questions from past exams and valuable insider tips on the best way to prepare. Select the basic option, or opt for the premium study collection that includes five essential study products in one convenient collection. With the on demand option you can instantly access more than 1,100 real, retired GMAT questions online. **Premium US\$278.80; Basic US\$78.95; On-Demand US\$199.95**



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Prepare, practice, and improve your math, verbal, and reasoning skills with real GMAT exam questions and two full-length exams. Includes a step-by-step guide to prepare. **FREE**

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Practice, practice, and practice some more with each set of three downloadable PDF paper tests. **US\$29.99**

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Get a headstart on your preparations for the quantitative section of the GMAT exam. **US\$29.99/\$79.99**

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Preparing for Business School and Your Career

Preparation pays off for a career with impact

Reflect by GMAC™ Self-Assessment and Development Tool

Sharpen your leadership skills and improve the professional qualities that admissions directors and corporate recruiters look for. A soft-skills solution that gives you a deeper understanding of how you approach challenges, solve problems, and interact with others. The tool evaluates 10 competencies identified as critical for success in the classroom and workplace. In less than an hour a personalized report is created with actionable tips, resources, and benchmarking tools. **US\$99.99**

Essential Prep™ The Collection

Prepare for success before school starts with the comprehensive online program that lets you review critical business school skills at your own pace. **US\$199.95**

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ESSENTIAL PREP™ Quantitative Skills

A review of the analytical tools and techniques used in everyday business, from dependent and independent variables to contribution margin and optimization. **US\$89.95**

ESSENTIAL PREP™ Statistics

A detailed introduction to the concepts and tools used to collect, evaluate, and interpret business data. **US\$89.95**



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mba.com/store.



Reflect[™] by GBC

MY REPORT

John Smith | HELP | ACCOUNT | SIGN OUT

Discover Improve

REPORT SUMMARY REPORT DETAILS

ACTIONS

BENCHMARKS

TIPS

10 INNOVATION

6 OPERATIONAL THINKING

3 DECISION MAKING

4 STRATEGIC VISION

10 STRATEGIC SELF-AWARENESS

10 RESILIENCE

9 DRIVE

6 INTERPERSONAL INTUITION

4 VALUING OTHERS

6 COLLABORATION

10 INNOVATION RESULTS

Your score indicates that you are imaginative, enjoy a creative approach and prefer the new over the old. You draw on knowledge from a wide variety of sources and think quickly on your feet, making you an invaluable contributor when faced with a challenge. Due to your intellectual curiosity, you may become bored with routine or repetitive tasks.

High Scorers

- Generate lots of new ideas that emphasize creativity
- Are eager to find new solutions to existing problems
- May overlook the steps needed to implement the new idea

Moderate Scorers

- Understand the trickle-down effect of decisions
- Are interested in trying new methods, but cautious about fully committing to them
- May identify new ways of doing things only when inspired by others' ideas

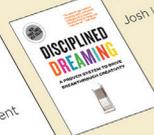
Low Scorers

- Are more comfortable applying the ideas of others rather than creating their own
- Are risk averse and unsure of using new methods that are not yet proven
- May not look ahead of how new ideas can have a positive impact

LEARN



Business Genius: A More Inspired Approach to Business Growth
Peter Fisk



Disciplined Dreaming
Josh Linkler



Innovations that Fits: Moving beyond the Fast to Choose the RIGHT Innovation Strategy for Your Business
Michael D. Lord, J. Donald deBennethzy, and Jeffrey D. Wagner

When sharing information to explain why, relevance to the recipient, importance, key points & whether & when you expect a response.

If a decision is made that you don't agree with, focus your activity on the next phase of a project. Brainstorm ways to be as successful as possible.

Cultivate a new idea with yourself. What is it? What are the barriers?





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Graduate Management Admission Council®

Not-for-profit council of the world's leading business schools

GMAC owns and administers the GMAT

The Graduate Management Admission Council® (GMAC®) is an advocate of graduate management education and serves schools, students and professionals. In 1953, nine schools came together to create a test for graduate schools of business, which evolved into the Graduate Management Admission Council and the GMAT® exam.

The GMAT is the most widely used business and management program assessment tool, and the most reliable predictor of academic success in graduate management and business studies.

Aspiring graduate management education students worldwide take more than a quarter of a million GMAT exams every year.

Today, more than 5,800 programs at more than 2,000 schools in 110 countries use and trust the GMAT exam.

Global leader in connecting talent and aspiration with opportunity

GMAC believes that business and management are critical to the economic and social well-being of people worldwide. Our mission is to provide information to improve decision making about the discovery and evaluation of talent for people involved in, or aspiring to be involved in, business or management.

GMAC has four global offices to serve students and schools around the world.

- Reston, Virginia, United States
HEADQUARTERS
- London, United Kingdom
- Gurgaon, India
- Hong Kong, China

Learn more about GMAC, the makers of the GMAT exam, at

gmac.com

The GMAT® Exam takes you places

From US to India, Singapore to Spain, the GMAT Exam can take you to over 2,000 schools around the world. Here is an indicative list of universities and schools that accept GMAT scores. For a full list, visit mba.com/gmatprograms.

India

For more programs in Asia visit mba.com/gmatprograms

| | |
|---|-------|
| ISB, Hyderabad & Mohali | India |
| IIM, Ahmedabad | India |
| IIM, Bangalore | India |
| IIM, Calcutta | India |
| S.P Jain Institute of Management and Research, Mumbai | India |
| IIM, Lucknow | India |
| XLRI, Jamshedpur | India |
| Great Lakes Institute of Management, Chennai | India |
| School of Management, NMIMS, Mumbai | India |
| IIM, Indore | India |
| IMT, Ghaziabad, Hyderabad, Nagpur & Dubai | India |
| MICA, Ahmedabad | India |
| TAPMI, Manipal | India |
| XIM, Bhubaneswar | India |

Asia

For more programs in Asia visit mba.com/gmatprograms

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|--|-----------|
| National University of Singapore - Graduate School of Business | Singapore |
| Nanyang Technological University - Nanyang Business School | Singapore |
| INSEAD- Business Programs | Singapore |
| Hong Kong University of Science and Technology - HKUST Business School | Hong Kong |
| Singapore Management University - Lee Kong Chian School of Business | Singapore |
| Tsinghua University - School of Economics & Management | China |



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|--|----------------|
| China Europe International Business School (CEIBS) | China |
| Chinese University of Hong Kong - Chinese University of Hong Kong | Hong Kong |
| Chulalongkorn University - Sasin Graduate Institute of Business Administration | Thailand |
| Fudan University - School of Management | China |
| City University of Hong Kong - City University of Hong Kong | Hong Kong |
| Korea Advanced Institute of Science and Technology (KAIST) - KAIST College of Business | Korea, south |
| Shanghai Jiao Tong University - Antai College of Economics & Management | China |
| Asian Institute of Management-Philippines | Philippines |
| Cheung Kong Graduate School of Business - Cheung Kong Graduate School of Business | China |
| Hitotsubashi University ICS - Hitotsubashi University | Japan |
| Korea University - Korea University Business School | Korea, South |
| National Taiwan University - The College of Management | Chinese Taipei |
| Peking University - BIMBA | China |
| Peking University - Guanghua School of Management | China |
| Renmin University of China - School of Business | China |
| Seoul National University - Graduate School of Business | Korea, South |
| Sun Yan-Sen University - Lingnan College | China |
| Sungkyunkwan University - SKK Graduate School of Business | Korea, South |
| CFVG - Centre Franco-Vietnamien de Formation à la Gestion | Vietnam |
| University of Hong Kong - School of Business & Economics | Hong Kong |
| University of Tokyo - Graduate School of Economics | Japan |
| Waseda University - Waseda Business School | Japan |
| Xi'an Jiaotong University - School of Management | China |
| Yonsei University - School of Business | Korea, South |
| Nanjing University - School of Business | China |

Australia and New Zealand

For more programs in Australia and New Zealand visit mba.com/gmatprograms

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|--|-------------|
| Australian Graduate School of Management - AGSM | Australia |
| Australian National University - College of Business and Economics | Australia |
| Bond University | Australia |
| Central Queensland University | Australia |
| Deakin University | Australia |
| Macquarie University - Graduate School of Management | Australia |
| Monash University | Australia |
| Queensland University of Technology - Brisbane Graduate School of Business | Australia |
| Royal Melbourne Institute of Technology - Graduate School of Business | Australia |
| University of Adelaide - Adelaide Graduate School of Management | Australia |
| University of Auckland - Business School New Zealand | New Zealand |
| University of Melbourne - Melbourne Business School | Australia |
| University of New South Wales - Australian School of Business | Australia |
| University of Newcastle | Australia |
| University of Otago - Dunedin | New Zealand |
| University of Queensland - Business School | Australia |
| University of Technology - Sydney | Australia |
| University of Western Australia | Australia |
| University of Western Sydney - Sydney Graduate School of Management | Australia |

Europe

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|---|----------------|
| London Business School | United Kingdom |
| INSEAD - Business Programs | France |
| Instituto de Empresa - IE Business School | Spain |
| University of Cambridge - Judge Business School | United Kingdom |
| HEC School of Management | France |
| ESADE - ESADE Business School | Spain |



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|---|----------------|
| University of Oxford - Said Business School | United Kingdom |
| London School of Economics and Political Science | United Kingdom |
| University of Warwick - Warwick Business School | United Kingdom |
| University of Manchester - Manchester Business School | United Kingdom |
| Cranfield University - Cranfield School of Management | United Kingdom |
| IMD - International Institute for Management Development | Switzerland |
| City University - London - Cass Business School | United Kingdom |
| Imperial College Business School | United Kingdom |
| University of Mannheim - Mannheim Business School | Germany |
| University of Lancaster | United Kingdom |
| University of Bath - School of Management | United Kingdom |
| University of Strathclyde - Strathclyde Business School | United Kingdom |
| EDHEC Business School | France |
| EMLYON Business School | France |
| Erasmus University - Rotterdam School of Management | Netherlands |
| Maastricht University - School of Business and Economics | Netherlands |
| Oxford Brookes University - School of Business | United Kingdom |
| Universiteit van Amsterdam - Amsterdam Business School | Netherlands |
| University of Groningen - Faculty of Economics and Business | Netherlands |
| University of Navarra - IESE Business School | Spain |

For a full list of universities and schools that accept GMAT scores, visit
mba.com/gmatprograms

North America

For more programs in North America visit mba.com/gmatprograms

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|---|---------------|
| Dartmouth College - Tuck School of Business | United States |
| Duke University - The Fuqua School of Business | United States |
| New York University - Leonard N. Stern School of Business | United States |
| University of California - Los Angeles - UCLA Anderson School of Management | United States |
| Cornell University - Johnson Graduate School of Management | United States |
| University of Michigan - Stephen M. Ross School of Business | United States |
| University of Virginia - Darden School of Business | United States |
| Rice University - Jesse H. Jones Graduate School of Management | United States |
| Georgetown University - McDonough School of Business | United States |
| University of Illinois at Urbana-Champaign | United States |
| University of North Carolina - Chapel Hill - Kenan-Flagler Business School | United States |
| University of Toronto - Joseph L. Rotman School of Management | Canada |
| The University of Texas at Austin - McCombs School of Business | United States |
| Emory University - Goizueta Business School | United States |
| University of Maryland - Smith School of Business | United States |
| York University - Schulich School of Business | Canada |
| Vanderbilt University - Owen Graduate School of Management | United States |
| Washington University - Olin School of Business | United States |
| Indiana University - Kelley School of Business | United States |
| University of California at Irvine - Merage School of Business | United States |
| University of British Columbia - Sauder School of Business | Canada |
| University of Rochester - Simon Graduate School of Business | United States |
| Georgia Institute of Technology - College of Management | United States |
| Michigan State University: Broad Graduate School of Management | United States |



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|---|---------------|
| Purdue University - Krannert School of Management | United States |
| The Ohio State University - Fisher College of Business | United States |
| The University of Iowa - Tippie School of Management | United States |
| McGill University - Desautels Faculty of Management | Canada |
| Pennsylvania State University - Smeal College of Business | United States |
| University of Western Ontario - Richard Ivey School of Business | Canada |
| University of Washington - Foster School of Business | United States |
| Babson College - F.W. Olin Graduate School of Business | United States |
| University of Southern California - USC Marshall School of Business | United States |
| George Washington University - School of Business | United States |
| Arizona State University - W. P. Carey School of Business | United States |

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