

RESTON BUSINESS SCHOOL

Applicant Summary - ANNIE

PERSONAL INFORMATION

| | |
|------------------------------|-----------------------------|
| Gender: Female | Age: 22 |
| Citizenship: Domestic | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|-------------------------------|
| Degree Granting Institution | Dogwood University |
| Degree Received | BA |
| Major | Statistics (Philosophy minor) |
| Grade Point Average (GPA) | 3.8 |
| Number of Mathematical Courses | 4 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 1/2014 | 760 | 44 | 50 | 8 | 5.5 |
| | 99 th Percentile | 97 th | 93 rd | 92 nd | 76 th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

1%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 5 |
| Work Experience | 1 |
| Extracurricular Activities / Hobbies | 1 |
| Essays | 3 |
| Recommendations | 4 |
| Interview | 2 |

RESTON BUSINESS SCHOOL

Applicant Summary - ANNIE

WORK EXPERIENCE

3 Internships Family's real estate business Current Annual Salary: USD \$0
Developed financial projections for prospective property improvements, showed and leased space to clients, and was responsible for accounts payables and receivables.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

She did not list extracurricular activities on her application and when she was asked about this during the interview, she indicated that she did not enjoy many kinds of physical activity. She prefers "solo" things like reading, sewing, and designing and indicated a very strong interest in what she described as a long lost art—letter writing. She enjoys writing long letters to many friends around the world (individuals she has met as pen pals, childhood acquaintances, and a few people she met in Italy during a one-year study abroad during colleges; she's fluent in Italian).

ESSAYS

Well written; however one quickly gathers that she is pursuing a degree simply because she has not decided on a career path and continuing her education seems like the next best thing to do.

RECOMMENDATIONS

Both are from former faculty who taught her. Very strong with regards to her intellect and academic aptitude. Both thought she would excel in the classroom. One suggested that her personality and interests might make her a better candidate for a PhD program.

INTERVIEW

She was very reserved in the interview and displayed minimal energy or passion until the topic of sewing was discussed. Then wow! She loves to sew, and apparently, is quite good—she's won state championships in quilt-making exhibitions, weaves fabric for crafts shows, and designs and manufactures her own clothing. The interviewer was disappointed that she has not pursued (or seem to have any interest) entrepreneurial activities associated with her sewing and weaving talents. In addition, it seems like she is only pursuing a degree because her family thinks it is a good idea.

RESTON BUSINESS SCHOOL

Applicant Summary - **CHRISTINE**

PERSONAL INFORMATION

| | |
|------------------------------|-----------------------------|
| Gender: Female | Age: 27 |
| Citizenship: Domestic | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|------------------|
| Degree Granting Institution | Magnolia College |
| Degree Received | BS |
| Major | Marketing |
| Grade Point Average (GPA) | 3.6 |
| Number of Mathematical Courses | 2 |
| Number of Accounting Courses | 2 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|--------|--------|------|------|
| 3/2014 | 700 | 38 | 48 | 8 | 5.0 |
| | 90 th Percentile | 83rd | 83rd | 92nd | 56th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

1%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 4 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 4 |
| Essays | 4 |
| Recommendations | 4 |
| Interview | 4 |

RESTON BUSINESS SCHOOL

Applicant Summary - **CHRISTINE**

WORK EXPERIENCE

5 years Corning Glass Works Current Annual Salary: USD \$75,000
As Associate Product Manager, she shares responsibility for the marketing of a new polyurethane foam insulator for refrigeration products. Her area sells insulating materials to Sears, Whirlpool, General Electric, etc. for the manufacture of refrigerators in the consumer market. She supervises an assistant and a secretary.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Kappa Kappa Gamma—Sorority (President for 2 yrs), Undergraduate Student Government (Web Designer), and was very involved in community service activities with Habitat for Humanity while in college.

Post-graduate: Funny—she lists work as an extracurricular activity. Also likes to fly (her husband is commercial airline pilot). She collects antiques and restores old houses and is still involved with Habitat for Humanity.

ESSAYS

Her essays are well written—they are clear, creative, and interesting. She comes across as a confident, self-directed leader with the ability to motivate others. And, she definitely has a passion for service.

RECOMMENDATIONS

They are glowing. Describe how she was promoted early to Associate Product Manager after her first year due to her ability to “get inside the client’s” head. The company is very supportive of her plans to continue her education and has offered her a Product Manager position when she graduates.

INTERVIEW

She’s delightful—she’s confident, energetic, has a great personality and a strong voice. She shared stories about her journey to secure her pilot’s license and the sense of fulfillment she receives by restoring old houses and renting them to low-income families. She mentioned that she has been offered a position with her current employer upon graduation, but is interested in pursuing brand management with a consumer products company post-MBA.

RESTON BUSINESS SCHOOL

Applicant Summary - GRANT

PERSONAL INFORMATION

| | |
|------------------------------|---|
| Gender: Male | Age: 35 |
| Citizenship: Domestic | Special Interest: Development Office |

ACADEMIC INFORMATION

| | |
|---------------------------------------|--|
| Degree Granting Institution | Juniper University |
| Degree Received | BA |
| Major | Psychology |
| Grade Point Average (GPA) | 2.4 |
| Number of Mathematical Courses | 2 |
| Number of Accounting Courses | 0 |
| Completed Calculus | No |
| Graduate Institution | Birch University |
| Graduate Degree | Non-degree candidate |
| Graduate Notes | Introduction to Accounting: A Introduction to Finance: A- Introduction to Statistics: A- |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|--------|--------|------|------|
| 2/2014 | 670 | 38 | 44 | 7 | 4.5 |
| | 85 th Percentile | 83rd | 69th | 81st | 37th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

12%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 2 |
| Work Experience | 5 |
| Extracurricular Activities and Hobbies | 4 |
| Essays | 4 |
| Recommendations | 5 |
| Interview | 5 |

RESTON BUSINESS SCHOOL

Applicant Summary - **GRANT**

WORK EXPERIENCE

12 years RH Steel (family-owned)

Current Annual Salary USD \$180,000

As Vice President, Strategic Planning, he is the third highest ranking member of a \$200 million structural steel firm. His responsibilities are broad, including new product development, facilities acquisition, and client development. He is also preparing the corporations strategic plan for the next five to ten years.

ESSAYS

Intriguing essays—he has lived an extraordinary and privileged life. After his undergraduate studies, he went to work for Lloyds of London as an insurance underwriter. He admits that he got job through his family connections (Lloyds does about \$5 million/year of business with his family's firm). Most of his client base was generated by his family business, which gave him plenty of time to explore Europe. During this time, he had a severe accident while playing polo and needed more than a year of recuperation (most of his face was rebuilt). Experience served as a reality check and he settled down quickly, married, and had three children in four years. He returned to California and embraced the family business (he never thought he would do this). He feels strongly that with his father, now 70, in failing health, an MBA is essential to prepare him to lead the family business.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Reads like a “Who’s Who”; Jefferson Brewing Association (VP), Interfraternity Council, Amuse Bouche, Beach Volleyball Club, Beta Theta Phi (VP of Membership), European Society, Gamers.

Post-graduate: Numerous boards, charities, and social organizations.

RECOMMENDATIONS

Superb recommendations—they highlight his leadership skills/style which balance increasing profits (client base has increased 25% under his leadership) while developing his team, and enhancing his community (led “Green” project for city). “He inspires confidence and respect and his energy, enthusiasm, and initiative have transformed the culture of the company.”

INTERVIEW

He’s strong, confident, polished and is self-aware. Although he has experienced a high level of success, he wants to be exposed to and challenged by the next generation of global leaders. He will bring a level of maturity and wisdom that will benefit others in the program.

RESTON BUSINESS SCHOOL

Applicant Summary - HANS

PERSONAL INFORMATION

| | |
|-----------------------------------|-----------------------------|
| Gender: Male | Age: 24 |
| Citizenship: International | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|---------------------|
| Degree Granting Institution | Pampas University |
| Degree Received | BS |
| Major | Information Systems |
| Grade Point Average (GPA) | 3.5 |
| Number of Mathematical Courses | 4 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 2/2014 | 710 | 44 | 50 | 5 | 5.0 |
| | 92 nd Percentile | 97 th | 93 rd | 52 nd | 56 th |
| Date(s) | TOEFL TOTAL | | | | |
| 1/2014 | IBT=118; CBT=290; PBT = 667 | | | | |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

| |
|----|
| 1% |
|----|

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 4 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 3 |
| Essays | 3 |
| Recommendations | 3 |
| Interview | 2 |

RESTON BUSINESS SCHOOL

Applicant Summary - HANS

WORK EXPERIENCE

2 years Somers Consultancy

Current Annual Salary: USD \$60,000

As a Software Developer, he develops/modifies general computer applications software. He also designs customized software and databases for clients.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Rugby Team (President), Soccer, Yoga, and worked as a volunteer in a computer lab

Post-graduate: Company Soccer Club, Youth Rugby (Coach)

ESSAYS

Essays are well written, yet superfluous. It's hard to determine if he is extremely confident or just arrogant. He highlights every accomplishment ever recognized publically (from the equivalent of a spelling bee in his elementary years, to his high school debate club wins, to the problems he solved as a volunteer in the computer lab). His wants to be become an investment banker and needs the MBA credential.

RECOMMENDATIONS

Recommendations are solid overall. They highlight his tendency to excel in everything he does, he never misses a deadline, and his work always meets or exceeds expectations. They suggest that he can, at times, be extremely demanding of others, which can cause team conflicts—but, his recommenders believe this characteristic will be refined as he matures.

INTERVIEW

He came across as confident, articulate, and verbose. It was obvious that he wanted to make his points during interview and found ways to do this—often by not answering the question he was asked. He said he is a career changer and believes he has the passion and tenacity necessary to work on Wall Street—he has already begun reaching out to a few contacts at Goldman via a network of alumni from his home country.

RESTON BUSINESS SCHOOL

Applicant Summary - JENNIFER

PERSONAL INFORMATION

| | |
|------------------------------|-----------------------------|
| Gender: Female | Age: 25 |
| Citizenship: Domestic | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|-------------|
| Degree Granting Institution | Oak College |
| Degree Received | BA |
| Major | Economics |
| Grade Point Average (GPA) | 2.8 |
| Number of Mathematical Courses | 6 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 1/2014 | 550 | 25 | 40 | 6 | 4.5 |
| | 49 th Percentile | 35 th | 58 th | 67 th | 37 th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

63%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 2 |
| Work Experience | 5 |
| Extracurricular Activities and Hobbies | 4 |
| Essays | 3 |
| Recommendations | 4 |
| Interview | 5 |

RESTON BUSINESS SCHOOL

Applicant Summary - **JENNIFER**

WORK EXPERIENCE

3 years Jennifer, Inc. Current Annual Salary: USD \$ 50,000
She owns three companies (Buffalo Wing Express, My Messenger, and Jennifer, Inc. Real Estate Development Corporation. Last year's revenue exceeded \$200,000.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Intramural Basketball

Post-graduate: Jaycees (Board of Directors), Annual Earth Day Celebration (Sponsor)

ESSAYS

Essays were fine. She has a few grammatical errors, but they were written with clarity and conviction. Her story is fascinating—she owns three companies: a fast-food Buffalo Wing carryout restaurant, a messenger service, and a real estate development company. The progression of ownership is logical starting with a small carryout business with her mom that specialized in Buffalo wings with a variety of hot barbecue sauces. That was so successful that she began a delivery service, bought three motor scooters, and hired a delivery staff. Since the wing business was mostly a nighttime business, she started to messenger service to use the scooters during the daytime. After graduation, she bought a small bit of property and built a new restaurant location, but since parcel of land was larger than she needed, she sold off two lots at considerable profit. This captured her imagination for real estate development and she now owns two small rental homes and a small six-unit apartment rentals.

RECOMMENDATIONS

They are strong and are from VCs who provided her with start-up capital. They highlight her passion, tenacity, strategic thinking, resourcefulness, creativity, and opportunistic nature. One indicates that she, at times, can be quite opinionated and stubborn.

INTERVIEW

She's smart, personable, and passionate. Someday she will be on the cover of BusinessWeek—she is a very impressive entrepreneur! She talked about her experiences marketing her companies, securing venture capital for expansion, dealing with regulatory agencies, licensing and health departments, and managing employees. She also talked about her poor academic performance—a reflection of the time she spent opening her restaurant.

RESTON BUSINESS SCHOOL

Applicant Summary - LEE

PERSONAL INFORMATION

| | |
|-----------------------------------|-----------------------------|
| Gender: Male | Age: 29 |
| Citizenship: International | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|--|
| Degree Granting Institution | Camellia University |
| Degree Received | BS |
| Major | Agriculture and Mechanical Engineering |
| Grade Point Average (GPA) | 2.8 |
| Number of Mathematical Courses | 6 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 3/2014 | 670 | 31 | 48 | 5 | 4.5 |
| | 85 th Percentile | 58 th | 83 rd | 52 nd | 37 th |
| Date(s) | TOEFL TOTAL | | | | |
| 3/2014 | IBT=109; CBT=267; PBT = 630 | | | | |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

8%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 2 |
| Work Experience | 4 |
| Extracurricular Activities and Hobbies | 2 |
| Essays | 3 |
| Recommendations | 4 |
| Interview | 2 |

RESTON BUSINESS SCHOOL

Applicant Summary - LEE

WORK EXPERIENCE

7 years Intel

Current Annual Salary: USD \$75,000

Currently, a Project Engineer with management of the V1102 Terminal Product Line. He supervises 12 engineers and 46 assembly line workers. Has responsibility for operational processes that manufacture the computer terminal and has budgetary responsibility for assembly and raw materials.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: None listed

Post-graduate: Office Aerobics Club, International Affairs Discussion Group, Annual Factory Picnic Committee (Chair), and Karate (Brown Belt)

ESSAYS

Essays were concise and formulaic. He answered the questions but gave little insight into his personality or thought process. He stated that he likes Westerns and enjoys playing sports with his children—he is married, has three kids under 10, and will be bringing his family with him to the states.

RECOMMENDATIONS

Solid recommendations overall—they described him as a loyal and dedicated employee who works long hours for the company. They point out a procedure he implemented two years ago that decreased process time by two weeks, thereby increasing productivity and product time to market. It is obvious that he is held in high esteem within the company and he is being sponsored by the company. No weaknesses were mentioned.

INTERVIEW

The interview followed same tone as the essays. He provided concise, generic responses to the big questions about goals, why grad school, why now, etc. He was very formal in his presentation, which may be more a result of his cultural background. He did ask if there were other students from his home country in the program; saying that, he does seem to be a genuinely nice guy.

RESTON BUSINESS SCHOOL

Applicant Summary - **MANUEL**

PERSONAL INFORMATION

| | |
|-----------------------------------|-----------------------------|
| Gender: Male | Age: 26 |
| Citizenship: International | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|------------------------|
| Degree Granting Institution | Azalea University |
| Degree Received | BS |
| Major | Mechanical Engineering |
| Grade Point Average (GPA) | 3.0 |
| Number of Mathematical Courses | 3 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|--------|--------|------|------|
| 2/2014 | 650 | 34 | 47 | 7 | 4.5 |
| | 79th Percentile | 68th | 78th | 81st | 37th |
| Date(s) | TOEFL TOTAL | | | | |
| 2/2014 | IBT=109; CBT=267; PBT = 630 | | | | |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

4%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 3 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 4 |
| Essays | 3 |
| Recommendations | 4 |
| Interview | 3 |

RESTON BUSINESS SCHOOL

Applicant Summary - **MANUEL**

WORK EXPERIENCE

4 years Bain & Company

Current Annual Salary: USD \$95,000

He is currently an Associate Consultant in the Strategic Management Division where he is working with a task force of Senior Buyers, Store Operations Managers, and Bain employees to devise an effective and flexible planning process to maximize profit per square foot in each of the different store types in Germany. He has served as team lead on prior engagements, but has no direct supervisory experience. He has had a great deal of exposure to international work and teams, in a variety of industries.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Soccer Club (President), squash and rugby

Post-undergrad: German Bain Rugby Team (Captain), skiing, racecars, and soccer.

ESSAYS

Nicely written and well thought out essays. They were slightly boastful, but they showed a great deal of self awareness. His reasons for grad school and why he wants to return to consulting after graduating are clearly articulated. He seems to have done his homework on Reston Business School and made a strong case as to how he will benefit from being here and how he will contribute. He is looking at a number of our competitors, but it seems like we are his first choice.

RECOMMENDATIONS

He seems to be greatly admired by his superiors. They point out his due diligence, communication skills, and attention to detail. They also highlighted his ability to interface well with clients, senior management, and members of the team. Overall, they are very supportive and would like to see him back at Bain after he graduates.

INTERVIEW

He came across as confident, self aware, and knows how to present himself. He asked great questions about Reston Business School (academic environment, Consulting Club, opportunities to develop leadership skills, etc.). He would like to work in the area for a few years in one of the top consulting firms (maybe with Bain) before returning to work in his home country. Overall, seems like a solid candidate.

RESTON BUSINESS SCHOOL

Applicant Summary - MING

PERSONAL INFORMATION

| | |
|-----------------------------------|---------------------------------|
| Gender: Female | Age: 25 |
| Citizenship: International | Special Interest: Alumni |

ACADEMIC INFORMATION

| | |
|---------------------------------------|---------------------|
| Degree Granting Institution | Redbud University |
| Degree Received | BS |
| Major | International Trade |
| Grade Point Average (GPA) | 3.0 |
| Number of Mathematical Courses | 2 |
| Number of Accounting Courses | 4 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|-----------------|
| 1/2014 | 600 | 21 | 40 | 4 | 3.0 |
| | 65 th Percentile | 22 nd | 58 th | 37 th | 5 th |
| Date(s) | TOEFL TOTAL | | | | |
| 1/2014 | IBT=96; CBT=243; PBT = 590 | | | | |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

21%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 3 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 2 |
| Essays | 2 |
| Recommendations | 4 |
| Interview | 2 |

RESTON BUSINESS SCHOOL

Applicant Summary - **MING**

WORK EXPERIENCE

5 years Fuji Bank

Current Annual Salary: USD \$31,000

Currently, she is an Administrative Secretary, which is a professional position in her country. She is involved in collecting and synthesizing research data for financial reports, preparing speeches, and position statements for her divisional boss, the Vice President of Audit. She was promoted to this position two years ago and manages two clerical secretaries. Fuji Bank is sponsoring her, which is unusual achievement for a woman in her country.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: English Society, Running Club

Post-graduate: Church Choir, Fuji Bank Employee Retreat Planning Committee (Divisional Leader)

ESSAYS

Essays are poorly written—full of language / grammatical errors and are hard to follow. Her goals are not clearly articulated and are mainly focused on her anxiety about her country's banking system. The assumption is that she is headed back to Fuji Bank after graduation, but that it not stated. Also, she does not mention why she is interested in Reston Business School, but her boss did graduate from here.

RECOMMENDATIONS

Recommendations overall are extremely positive. They highlight her analytical skills, her ability to complete work in a timely fashion, and "her work always reflects the highest standards of quality." Her recommenders describe her as a very loyal employee who is committed to the success of the division, as well as the company. They also indicate that she is the first woman to be sponsored by the company to pursue an MBA abroad.

INTERVIEW

Ming's command of the English language is mediocre at best. The interviewer spent at least 50% of the interview repeating or rephrasing questions. After much negotiation with language, she would eventually provide an answer that was somewhat satisfactory, but it was hard for the interviewer to get a true sense of Ming's personality or go into much depth regarding goals, reasons for pursuing grad school, interest in Reston Business School, and other issues.

RESTON BUSINESS SCHOOL

Applicant Summary - **NOLEN**

PERSONAL INFORMATION

| | |
|------------------------------|-----------------------------|
| Gender: Male | Age: 28 |
| Citizenship: Domestic | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|------------------------|
| Degree Granting Institution | Firethorn University |
| Degree Received | BS |
| Major | Electrical Engineering |
| Grade Point Average (GPA) | 2.7 |
| Number of Mathematical Courses | 8 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|--------|--------|------|------|
| 3/2014 | 660 | 31 | 49 | 8 | 4.5 |
| | 83 rd Percentile | 58th | 87th | 92nd | 37th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

8%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 2 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 3 |
| Essays | 3 |
| Recommendations | 3 |
| Interview | 3 |

RESTON BUSINESS SCHOOL

Applicant Summary - **NOLEN**

WORK EXPERIENCE

6 years Air Force Current Annual Salary: USD \$53,000 (plus housing and food allowance)
He is a Commissioned Officer, serving as a developmental engineer who specialization in engineering processes. He formulates engineering policy and procedures, as well as coordinates and directs engineering and technical management activities and operations. He has a team of 20 enlisted personnel reporting to him.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Air Force ROTC, Engineers for a Sustainable World (Treasurer), and playing Poker

Post-graduate: Jaycees, Chamber of Commerce, Big Brothers, and is a Machinist (see essay summary)

ESSAYS

The essays were well-written and insightful. Has an unusual hobby as a machinist, but not an ordinary machinist—he is a machinist of fine alloys and high tolerance design work. He picked up this hobby while serving a stint abroad in the Air Force and now, for fun and profit, creates a variety of products and devices for customers and friends—last year, he earned in excess of \$15,000. He is pursuing an MBA as the request / recommendation of Air Force.

RECOMMENDATIONS

The recommenders are very supportive of Nolen. They highlight his teamwork and communication skills and describe him as a “quiet leader.” They predict that he will enjoy a long and successful career with the military. In addition to the recommendations from the military, there is also a recommendation from a customer of his machinery work that highlights Nolen’s artistic talent, commitment to excellence, and attention to even the smallest detail.

INTERVIEW

Nolen was somewhat formal, yet engaging. He initially answered questions “succinctly” but, after a few questions, he relaxed a bit and provided some revealing and compelling views into his thought process about his career, reasons for going to grad school, and how his personality will fit into the Reston Business School community. He also provided some interesting thoughts about the responsibility of the military in domestic issues vs. issues abroad. Overall, he was tactful, diplomatic, and insightful.

RESTON BUSINESS SCHOOL

Applicant Summary - SCOTT

PERSONAL INFORMATION

| | |
|-----------------------------------|----------------------------------|
| Gender: Male | Age: 27 |
| Citizenship: International | Special Interest: Faculty |

ACADEMIC INFORMATION

| | |
|---------------------------------------|---|
| Degree Granting Institution | Nandina University |
| Degree Received | BA |
| Major | History (Economics minor) |
| Grade Point Average (GPA) | 3.2 |
| Number of Mathematical Courses | 4 |
| Number of Accounting Courses | 0 |
| Completed Calculus | No |
| Graduate Institution | Holly Graduate School |
| Graduate Degree | MA, Philosophy |
| Graduate Notes | Introduction to Statistics: A- Intermediate Statistics: B+ |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 2/2014 | 700 | 38 | 48 | 7 | 6.0 |
| | 90 th Percentile | 83 rd | 83 rd | 81 st | 90 th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

| |
|----|
| 1% |
|----|

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 3 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 4 |
| Essays | 4 |
| Recommendations | 5 |
| Interview | 4 |

RESTON BUSINESS SCHOOL

Applicant Summary - **SCOTT**

WORK EXPERIENCE

3 years The Brit Agency Current Annual Salary: USD \$1,000-1,500 per speech

He is a motivational speaker who uses humor and music to entertain university students, inspire them to be themselves, pursue their dreams, and to achieve academically.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Nandina Improv (Manager), The Nandina's (a co-ed capella singing group), and Admissions Tour Guide (Lead)

Post-graduate: Once Upon A Improv (Manager), The Scott Experiment (rock band)

ESSAYS

Scott is an exceptional writer and story teller. He has an excellent command of language; however one of his essays was a rant, that went on and on, about what he considers wrong with our country's pre-university educational system. In another essay, he provided brief summaries of the different types of motivational speeches he gives and how he believes he is having an impact on college students. He is applying to business school because he wants to be a motivational speaker for businesses not schools.

RECOMMENDATIONS

Recommendations are strong overall. The Chair of our Finance Department, and Scott's neighbor, believes Scott is a leader, a passionate individual, and a change agent. He states that Scott is not the "typical MBA" but, asks if the school needs another "typical MBA." He notes that at times, Scott can be a bit too idealist and overly ambitious. The recommendation from Scott's agent at The Brit Agency highlights similar issues and overall support.

INTERVIEW

Scott is smart, engaging, and passionate (he's also a challenge to keep up with during an hour interview—he's exhausting). He did a good job explaining why he believes an MBA will help him build and manage his own motivational speaker business, a goal he hopes to pursue after graduation, and why he needs more business knowledge if he wants corporate clients rather than university clients. His goals also seem to be fueled by his frustration with our youth education system (burned out?), which he is finding harder and harder to reconcile, as well as his desire to move into the very lucrative "corporate speaker" market.

RESTON BUSINESS SCHOOL

Applicant Summary - STEVEN

PERSONAL INFORMATION

| | |
|------------------------------|-----------------------------|
| Gender: Male | Age: 23 |
| Citizenship: Domestic | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|--|
| Degree Granting Institution | Pine College |
| Degree Received | BS |
| Major | Quantitative Business Analysis (English minor) |
| Grade Point Average (GPA) | 3.3 |
| Number of Mathematical Courses | 4 |
| Number of Accounting Courses | 2 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 1/2014 | 690 | 38 | 47 | 4 | 4.5 |
| | 88 th Percentile | 83 rd | 78 th | 37 th | 37 th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

1%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|-----------------------------------|---|
| Academic Achievement | 3 |
| Work Experience | 2 |
| Extracurricular Activities | 3 |
| Essays | 3 |
| Recommendations | 2 |
| Interview | 2 |

RESTON BUSINESS SCHOOL

Applicant Summary - **STEVEN**

WORK EXPERIENCE

1 year Murphy's Restaurant Current Annual Salary: USD \$22,000

Currently, he is the Assistant Manager of a local restaurant. He spent the last three summers working his way up from bus boy and waiter to Assistant Manager. After graduation, he went back to Murphy's to work full-time, where he supervises the morning and afternoon shifts, including a staff of 15.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Army ROTC, Net Impact (Community Service/Social Responsibility Organization)

Post-graduate: Windsurfing, cycling, hiking, camping, yoga

ESSAYS

Essays provide some insight, but overall, they are bland. He hopes to pursue an actuarial science major within the MBA program and then to enter the insurance industry, but doesn't explain why he wants to make the switch from the restaurant business to the insurance business. He said he enjoyed his quant courses while in college and would like a more quantitative-oriented career. His reasons for wanting to come to Reston Business School were fine but somewhat generic.

RECOMMENDATIONS

Recommenders indicate that he is a hard worker, extremely bright, and a team player. However, they mention that he is somewhat reluctant to do what is necessary to develop his team, hold them accountable, and ensure the level of service when members are missing.

INTERVIEW

Steven came across as a really "nice" guy, but nothing particularly extraordinary or interesting. When he asked why he wanted a career as an actuary, he indicated that such a position would allow him to contribute to a firm in a meaningful way, allow him to use his quantitative skills, and still provide him with the balance he desires in his life. He mentioned that most actuaries work a normal 9-to-5 schedule and are paid well. He believes that an MBA will give him the credential he needs to stand out in the crowd.

RESTON BUSINESS SCHOOL

Applicant Summary - THOMAS

PERSONAL INFORMATION

| | |
|------------------------------|-----------------------------|
| Gender: Male | Age: 26 |
| Citizenship: Domestic | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|-------------------|
| Degree Granting Institution | Maple College |
| Degree Received | BA |
| Major | Political Science |
| Grade Point Average (GPA) | 3.7 |
| Number of Mathematical Courses | 3 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 1/2014 | 600 | 38 | 35 | 6 | 4.5 |
| | 65 th Percentile | 83 rd | 41 st | 67 th | 37 th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

6%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 4 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 2 |
| Essays | 4 |
| Recommendations | 3 |
| Interview | 2 |

RESTON BUSINESS SCHOOL

Applicant Summary - **THOMAS**

WORK EXPERIENCE

4 years Chemical Bank Current Annual Salary: USD \$90,000

He is a Junior Foreign Exchange Trader, specializing in Euro Bonds. He has no supervisory experience but deals quite a bit with clients over the telephone.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Resident Advisor and played Intramural baseball

Post-graduate: He plays semi-pro baseball—well, he gets paid \$100 per game—and buys and refurbishes classic automobiles.

ESSAYS

Essays are captivating from a personal qualities standpoint—he has had an amazing life journey, including having made it as a semi-pro baseball player despite being born without a left arm. His goal articulation and reasons for pursuing graduate school were somewhat generic, but he uses a delightful sense of humor and revealing personal stories to make his essays engaging, especially when discussing the important of facing challenges head-on.

RECOMMENDATIONS

Recommendations are solid overall. They highlight his tenacity and willingness to do whatever is necessary to serve his clients. They point out that he manages relationships well—superiors, other traders, clients, etc.—and is often the first to arrive and last to leave the office. They believe he is capable of assuming a greater leadership role within the company.

INTERVIEW

Somewhat disappointing, especially after reading his essays, but he did present himself well (confident, articulate) and addressed my questions, but he surprisingly displayed little energy or passion. He wants to stay in finance, but move from trading to a corporate finance or treasury. He enjoys the financial rewards of trading, but he's tired of the hours. He explained that between working at the foreign exchange desk, playing baseball, and his car restoration activities, there is absolutely no time for anything else.

RESTON BUSINESS SCHOOL

Applicant Summary - YULIA

PERSONAL INFORMATION

| | |
|-----------------------------------|-----------------------------|
| Gender: Female | Age: 29 |
| Citizenship: International | Special Interest: No |

ACADEMIC INFORMATION

| | |
|---------------------------------------|-------------------------|
| Degree Granting Institution | Redwood University |
| Degree Received | BS |
| Major | Business Administration |
| Grade Point Average (GPA) | 2.7 |
| Number of Mathematical Courses | 4 |
| Number of Accounting Courses | 2 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 2/2014 | 740 | 42 | 49 | 3 | 5.0 |
| | 97 th Percentile | 95 th | 87 th | 23 rd | 56 th |
| Date(s) | TOEFL TOTAL | | | | |
| 2/2014 | IBT=113; CBT=277; PBT = 647 | | | | |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE

1%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 2 |
| Work Experience | 3 |
| Extracurricular Activities and Hobbies | 1 |
| Essays | 2 |
| Recommendations | 3 |
| Interview | 1 |

RESTON BUSINESS SCHOOL

Applicant Summary - YULIA

WORK EXPERIENCE

7 years Self-Employed Consultant Current Annual Salary: USD \$20,000

She has been working as a consultant over the past few years, mainly working on projects that help companies improve their cash flow analysis and reporting functions. Previously, she was a staff consultant at Price Waterhouse Coopers (4 years) working mostly on budget analysis projects.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

She did not list any extracurricular activities or hobbies but mentions an interest in the arts in one of her essays.

ESSAYS

Although well written grammatically, her essays do not provide much insight into her personality or her reasons for pursuing an MBA. She mostly wrote about the state of her country's economy and the company for which she is currently working. She does not provide many details about how she secures clients, how she is measuring her success, and she provides limited details and insights into why she decided to leave Price Waterhouse Coopers to pursue an independent path.

RECOMMENDATIONS

One is from her manager at Price Waterhouse Coopers and the other one is from a recent client. Both recommenders point out that her work is thorough, timely, and accurate, and state that she is quiet and not particularly assertive.

INTERVIEW

She declined the interview invitation, but did not provide a reason.

RESTON BUSINESS SCHOOL

Applicant Summary - ZOEY

PERSONAL INFORMATION

| | |
|------------------------------|--|
| Gender: Female | Age: 24 |
| Citizenship: Domestic | Special Interest: Dean's Office |

ACADEMIC INFORMATION

| | |
|---------------------------------------|-------------------------------------|
| Degree Granting Institution | Cedar University |
| Degree Received | BA |
| Major | Double Major: Economics and Spanish |
| Grade Point Average (GPA) | 3.7 |
| Number of Mathematical Courses | 6 |
| Number of Accounting Courses | 0 |
| Completed Calculus | Yes |

TEST SCORE INFORMATION

| Date(s) | GMAT TOTAL | GMAT V | GMAT Q | IR | AWA |
|---------|-----------------------------|------------------|------------------|------------------|------------------|
| 3/2014 | 580 | 34 | 40 | 6 | 5.0 |
| | 59 th Percentile | 68 th | 58 th | 67 th | 56 th |

PROBABILITY MID-PROGRAM GPA WILL BE IN LOWEST QUARTILE:

9%

CANDIDATE'S AVERAGE RATINGS BY ADMISSIONS EVALUATOR(S), TO DATE

| | |
|---|---|
| Academic Achievement | 3 |
| Work Experience | 2 |
| Extracurricular Activities and Hobbies | 5 |
| Essays | 3 |
| Recommendations | 4 |
| Interview | 4 |

RESTON BUSINESS SCHOOL

Applicant Summary - **ZOEY**

WORK EXPERIENCE

2 years Southern Poverty Law Center Current Annual Salary: USD \$35,000

She is an Associate Researcher and Project Lead on their new “Teaching Tolerance” media kit. Prior to work at SPLC, she had two “relevant” summer internships—one with the City Human Relations Department as a Legal Intern and one with Bank of America as an analyst in the Credit Department. In her essays, she mentions that these experiences propelled her toward applying for the MBA/JD program.

EXTRACURRICULAR ACTIVITIES AND HOBBIES

Undergraduate: Dees Action Society (President), Alpha Kappa Zeta Sorority (Vice President), President’s Council on Community Relations, Varsity Cheerleader, and Admissions Tour Guide

Post-graduate: Alpha Kappa Zeta-Graduate Chapter, United Way (Office Fundraising Chair), Civil Rights Memorial Center (Volunteer); Chamber of Commerce (Chair), and Save Our Earth

ESSAYS

She is applying to the MBA/JD program. Her essays are well written, although somewhat verbose. She describes her two passions—civil rights and sustainable communities. She also explains that she became interested in sustainable community development while participating in a mission to Nepal with her church. After graduate school she plans to join the Peace Corps, then return home to join an organization like the World Bank or the United Nations where she can combine her interests and training.

RECOMMENDATIONS

She receives strong recommendations. They describe her as a visible and gregarious leader. They also highlight her initiative, her ability to create and articulate a vision, as well as bring out the best in others. The recommenders emphasize that she has an uncompromising drive for excellence and accountability.

INTERVIEW

She is energetic, smart, passionate, poised, thinks well on her feet, and has excellent communication skills. She also does her due diligence—she had thoroughly researched the school by talking to alumni, current students, and faculty and asked the interviewer some terrific questions. She did show a bit of youthful exuberance and seemed somewhat naïve at times—for example, she does not seem to be aware of the level of difficulty associated with securing employment at the World Bank/NGO.