

2011 WORLD

Geographic Trend Report for GMAT[®] Examinees



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The *World Geographic Trend Report for GMAT® Examinees* identifies mobility trends among GMAT examinees applying to and attending graduate business school. Geographic and background data collected after each test taker completes the GMAT exam are used and combined with score-sending patterns. Together they illustrate which countries and schools are of interest to citizens of various world regions. Data from the most recent testing year are compared against data from four years prior to identify changes in examinee preferences.

Geographic Trend Reports were first introduced in 2005 as part of the GMAC® Research Report Series. The trend series has since grown based on requests for annual updates and specialized reports for individual regions, including Asia, Europe, and North America.

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The World Geographic Trend Report presents trends in the student pipeline for graduate management education. Examination of data collected from respondents taking the Graduate Management Admission Test® (GMAT®) during the 2007 and 2011 testing years (TY) and from the destination of their score reports forms the basis for this report.

The GMAT score-sending data studied for this update reveal two key types of information related to examinees' geographic program preferences. First is *absolute* change in the overall number of GMAT score reports that are sent each year, which reflects the physical size of the annual student pipeline. Absolute change tends to fluctuate widely depending on yearly testing volume. The second type of information is *relative* change, which measures the proportion of total scores sent to a given country or region and reveals structural changes in market share. Relative change is generally more stable over time. Understanding both types of information—absolute and relative—enhances a school's ability to navigate the student pipeline and recruit effectively.

Major differences in score-sending behavior were observed between TY 2007 and TY 2011 for many of the citizen and geographic groups covered in this report. This is not surprising given the global nature of higher education today. Many factors influence the attractiveness of certain programs to students and also the ability of students to pursue management education. This report identifies the aggregate outcomes of such dynamics.

Key Findings

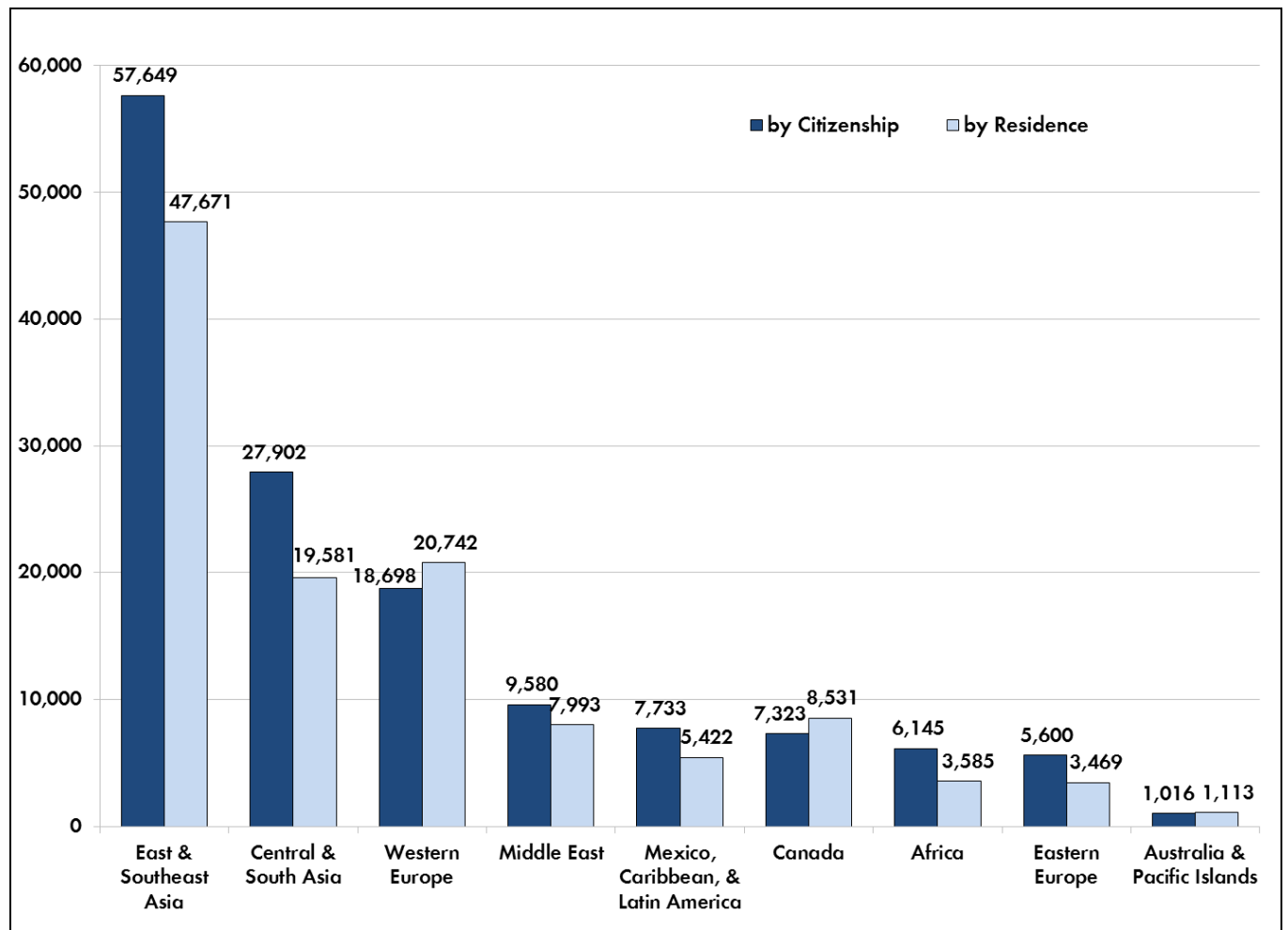
- Prospective students around the world sat for 258,192 GMAT exams in TY 2011, the third highest annual total ever.
- Led by growth among East and Southeast Asian citizens (+15% from TY 2010, +67% from TY 2007), the proportion of non-US citizens taking the GMAT exam continues to rise. In TY 2011, 55 percent of exams were taken by citizens from countries other than the United States.
- GMAT examinees sent a total of 750,399 score reports to management programs across 77 countries in TY 2011, up 14 percent from the 655,506 scores sent in TY 2007.
- The average number of GMAT score reports sent per exam taken fell slightly to 2.9 in TY 2011 from an average of 3.0 over the past four years. However, the most common examinee behavior was to send either five score reports or just one.
- Although schools in the United States remain the primary study destination for 9 of the 10 citizenship groups identified in this report, all but one (Middle Eastern citizens) sent a lower proportion of their GMAT score reports to the US in TY 2011 when compared with TY 2007. In most cases, prospective students are increasingly interested in domestic and regional opportunities.
- Interest in a range of graduate management degrees is growing. The proportion of GMAT score reports sent to MBA programs decreased from 78 percent in TY 2007 to 67 percent in TY 2011. Significant growth in interest for graduate programs in finance, accounting, and management is largely responsible for this proportional shift.
- The characteristics of examinees sending scores to non-MBA masters programs vary considerably from those sending scores to MBA programs. Masters candidates tend to be younger, have less work experience, and are more likely to be female.

Global Testing Environment

Geographic data collected in each testing year include examinees' mailing addresses at the time of exam registration (residence) and country of citizenship. *Figure 1* shows the TY 2011 regional testing landscape.

For six of the 10 world regions, the number of GMAT exams taken by citizens outnumbers those taken by residents. This indicates that a sizable portion of examinees are testing outside their region of citizenship. For Australia and the Pacific Islands, Canada, the United States (not shown in *Figure 1*), and Western Europe the opposite is the case—more exams are taken based on residency than on citizenship. Data presented in the remainder of this report reflect GMAT data based on country or region of citizenship.¹

Figure 1. GMAT® Exams Taken in TY 2011 (Worldwide, Excluding the United States)



¹ For more information on GMAT trends by residence please refer to Table B.1. in Appendix B of this report or the 2011 Profile of GMAT® Candidates, which is available at: gmac.com/profile.

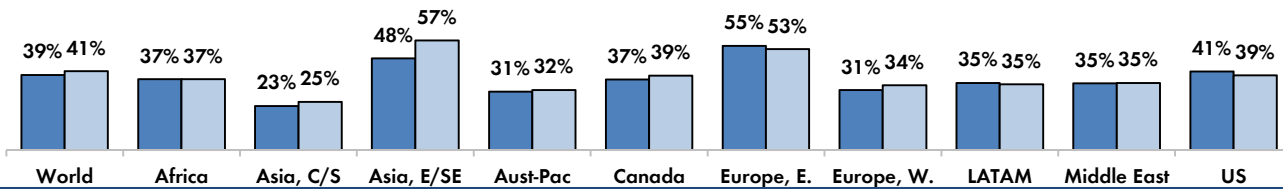
Pipeline Characteristics by Region of Citizenship

Women

East/Southeast Asian and Eastern European citizens had the greatest percentage of women examinees in TY 2011.

Figure 2a. GMAT® Exams Taken by Women (%)

■ TY2007 ■ TY2011

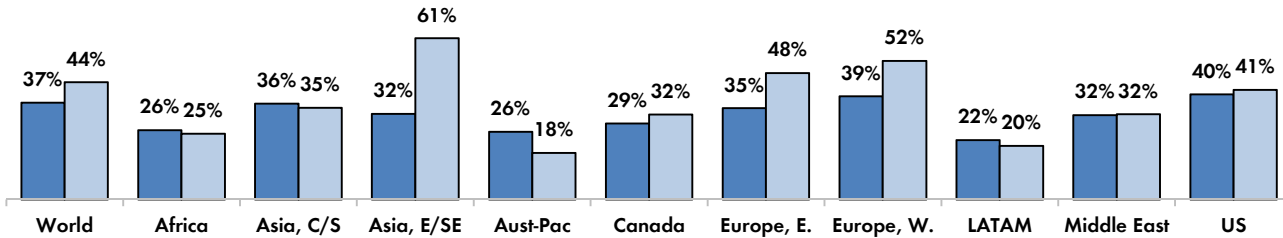


Younger Talent

Europeans and East/Southeast Asians had the youngest pipelines in TY 2011.

Figure 2b. GMAT® Exams Taken by Those Younger Than 25 (%)

■ TY2007 ■ TY2011

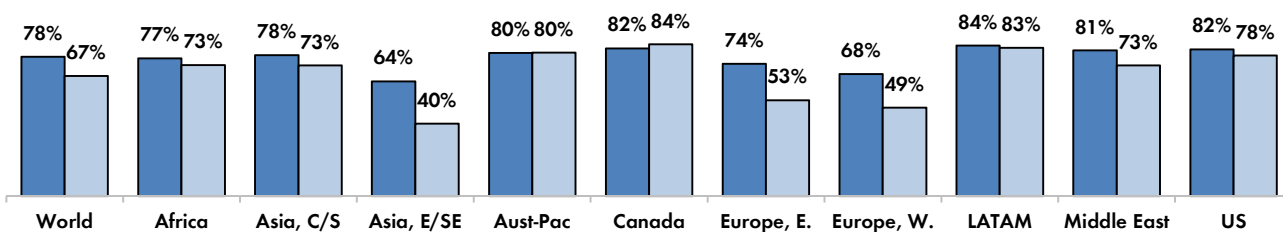


Program Interest²

Interest in MBA programs was greatest among Australian-Pacific, Canadian, and Latin American citizens in 2011. Interest in degrees other than an MBA was greatest in East/Southeast Asia and Europe.

Figure 2c. GMAT® Scores Sent to MBA Programs (%)

■ TY2007 ■ TY2011



² MBA category excludes EMBA programs. For more information please see the Methodology section on page 30.

GMAT Exams Taken by Region of Citizenship

The number of GMAT exams taken by all examinees grew from 219,077 in TY2007 to 258,192 in TY2011, an increase of nearly 40,000 exams or 18 percent. In TY2011, non-US citizens took the majority (55%) of GMAT exams. This is the highest proportion on record and reflects robust global growth over the last five years. With the exception of US citizens, all groups shown in *Table 1* took a greater number of GMAT exams in TY 2011 than they did in TY 2007. The decrease in US citizens since TY 2009 is consistent with previous cycles in the US following major recessions. *Table 2* shows the number of score reports sent by region of citizenship since TY 2007.

Table 1. GMAT® Exams Taken by Citizenship – TY 2007 to TY 2011

Region of Citizenship	TY 2007	TY 2008	TY 2009	TY 2010	TY 2011	Percentage of TY 2011 Total
1. United States	117,321	126,132	130,508	127,061	116,546	45.14%
2. East & Southeast Asia	34,548	39,986	45,774	50,056	57,649	22.33%
3. Central & South Asia	23,642	31,163	33,322	29,570	27,902	10.81%
4. Western Europe	13,279	14,956	17,556	18,559	18,698	7.24%
5. Middle East	6,996	8,099	9,171	9,747	9,580	3.71%
6. Mexico, Caribbean, & Latin America	7,057	7,923	8,334	7,833	7,733	3.00%
7. Canada	6,400	7,332	7,621	7,737	7,323	2.84%
8. Africa	4,903	5,723	6,562	6,588	6,145	2.38%
9. Eastern Europe	4,074	4,769	5,668	5,765	5,600	2.17%
10. Australia & Pacific Islands	857	874	1,097	1,063	1,016	0.39%
Total Number of Exams Taken	219,077	246,957	265,613	263,979	258,192	100%

GMAT Score Reports Sent by Region of Citizenship

Table 2. GMAT® Scores Sent by Region of Citizenship – TY 2007 to TY 2011

Region of Citizenship	TY 2007	TY 2008	TY 2009	TY 2010	TY 2011	Percentage of TY 2011 Total
1. United States	336,833	363,186	377,742	361,859	327,498	43.64%
2. East & Southeast Asia	104,267	121,891	140,464	150,573	168,734	22.49%
3. Central & South Asia	103,163	136,296	143,518	127,290	120,654	16.08%
4. Western Europe	27,861	31,412	37,504	39,446	38,232	5.09%
5. Middle East	19,183	21,628	24,247	24,085	22,726	3.03%
6. Mexico, Caribbean, & Latin America	20,088	22,198	23,507	21,860	20,980	2.80%
7. Canada	18,035	20,809	21,311	21,145	19,733	2.63%
8. Africa	13,318	15,466	17,051	15,788	15,420	2.05%
9. Eastern Europe	10,574	11,784	13,389	14,111	13,714	1.83%
10. Australia & Pacific Islands	2,184	2,106	2,771	2,888	2,708	0.36%
Total Number of Scores Sent	655,506	746,776	801,504	779,045	750,399	100%

Figure 3. Average Number of GMAT® Score Reports Sent per Exam Taken, by World Region of Citizenship

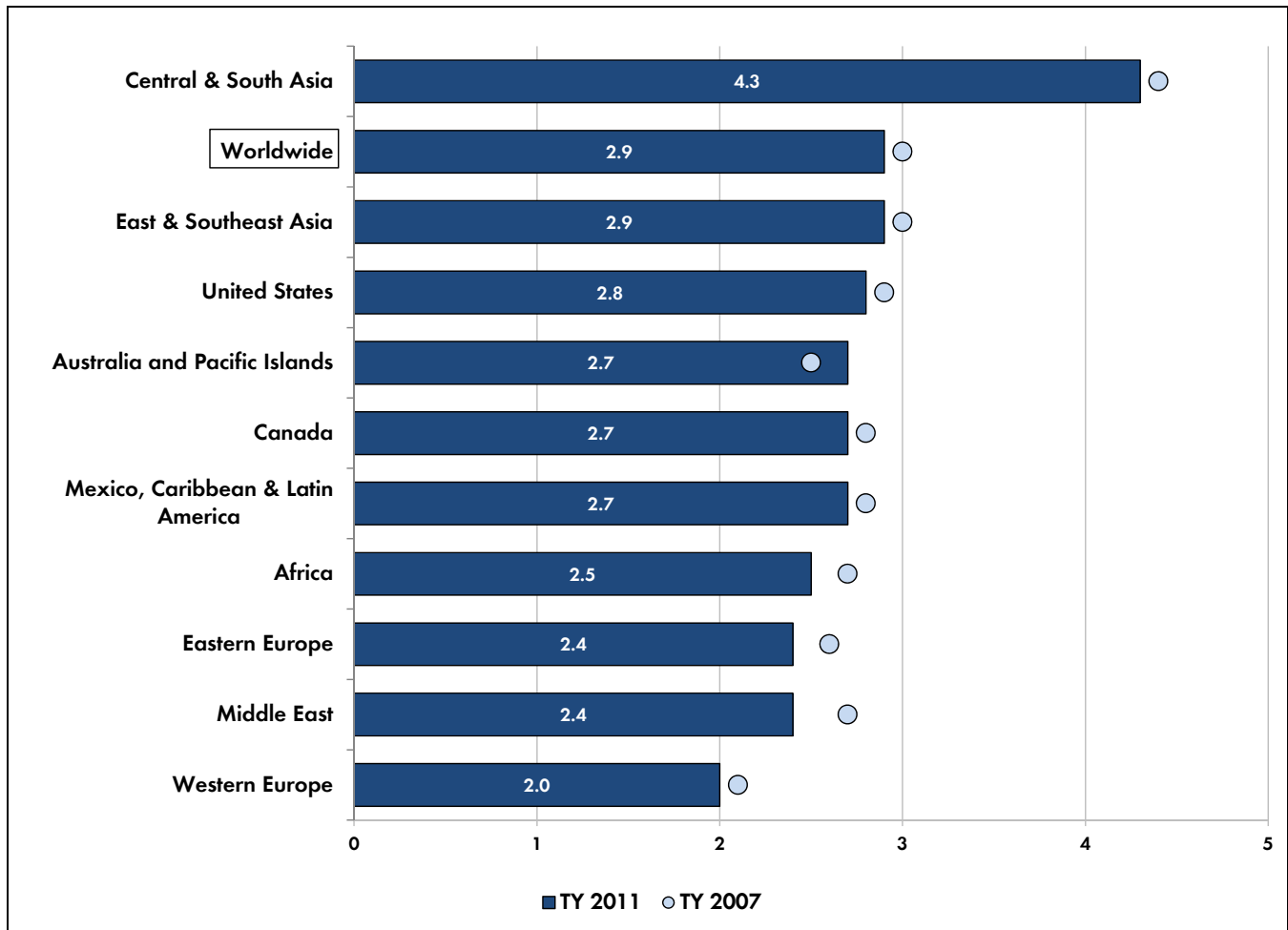


Figure 3 shows the average number of score reports sent per exam taken in TY 2007 and TY 2011. Central and South Asian citizens (led by India) sent the highest number of score reports per exam taken in TY 2011 (4.3). In comparison, Western European citizens sent the lowest average number of score reports per exam taken (2.0). Nine of the 10 citizenship regions shown sent a slightly lower number of score reports per exam taken in TY 2011 than they did four years prior.

Although the global average number of score reports sent in TY 2011 was 2.9, the most common behavior of examinees was to send either five score reports or just one.

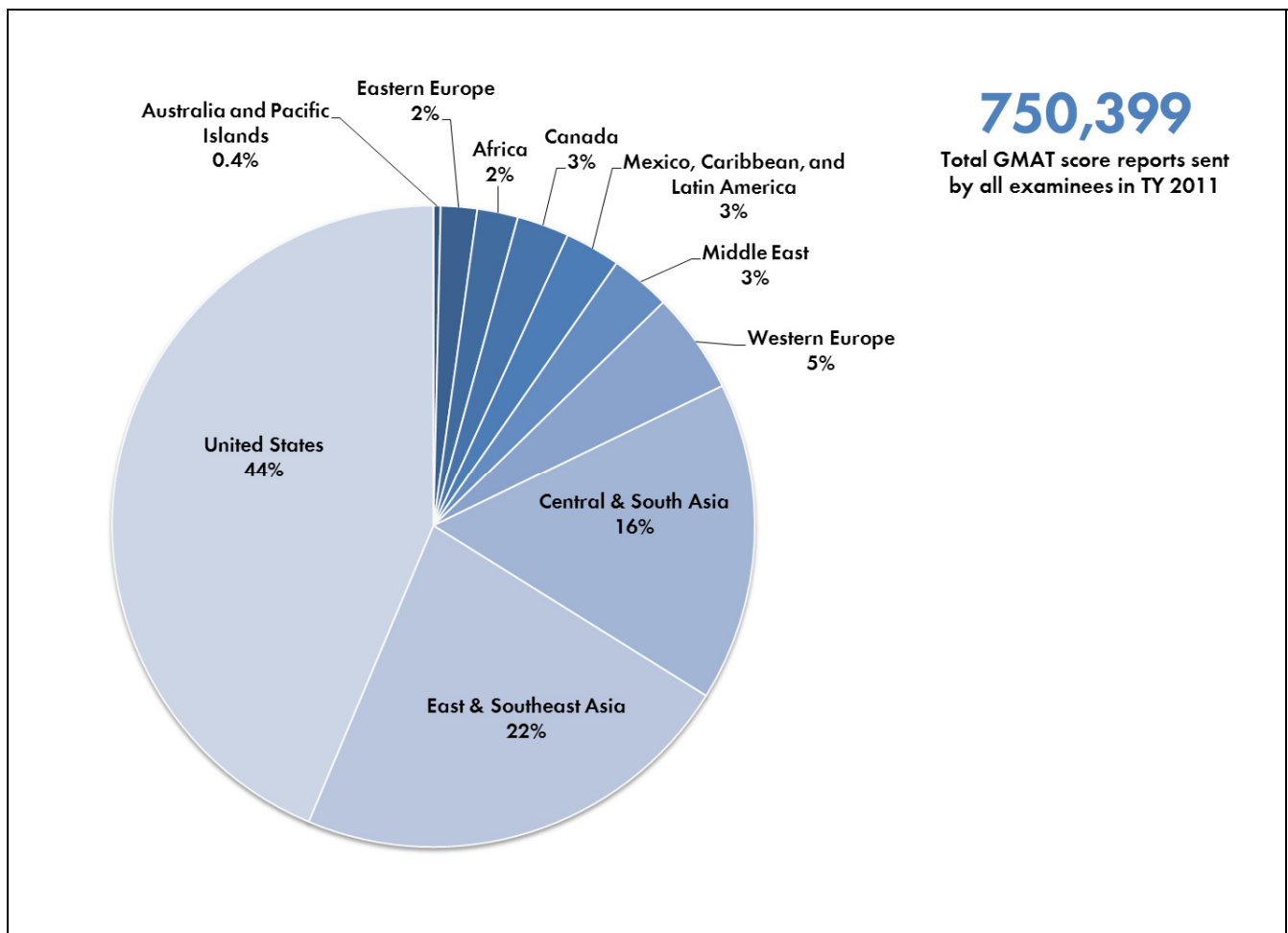
Regional Score-Sending Patterns

The remainder of this report details GMAT® score-sending patterns for all GMAT examinees, who collectively sent a total of 750,399 score reports in TY 2011, and provides breakdowns for the following 10 regional citizenship groups:

- Africa (15,420 scores sent in TY 2011)
- Australia and Pacific Islands (2,708)
- Canada (19,733)
- Central and South Asia (120,654)
- East and Southeast Asia (168,734)
- Eastern Europe (13,714)
- Mexico/Caribbean/Latin America (20,980)
- Middle East (22,726)
- United States (327,498)
- Western Europe (38,232)

A comprehensive list of the countries that make up each region is available in Appendix A. *Figure 4* displays a snapshot of the global distribution of GMAT scores sent by region of citizenship.

Figure 4. Global Distribution of GMAT® Score-Senders in TY 2011, by Region of Citizenship

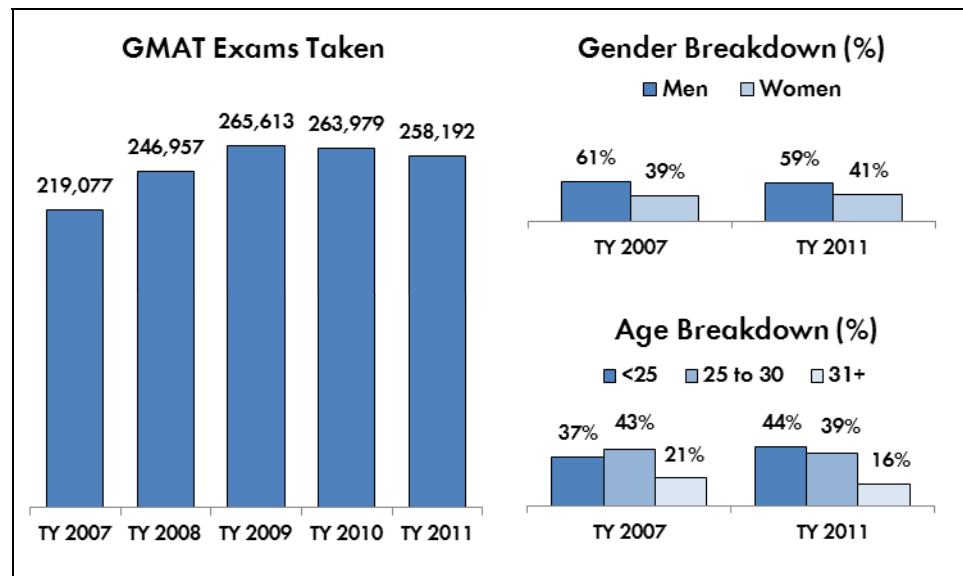


Worldwide

Prospective students around the globe sat for 258,192 GMAT exams in TY 2011. This number represents the third highest annual total on record and is 18 percent higher than TY 2007 (Figure 5).

During this time, the proportion of women taking the exam grew from 39 percent to 41 percent. More strikingly, the proportion of exams taken by men and women younger than 25 increased from 37 percent to 44 percent. In conjunction with overall testing growth, the number of examinees younger than 25 increased by more than 34,000 between TY 2007 and TY 2011.

Figure 5. GMAT® Exam Trends by All Examinees



The primary study destination for GMAT examinees remains the United States. Of the 750,399 score reports sent in TY 2011, 77 percent were directed toward US schools, down from 83 percent four years prior. By TY 2011, the United Kingdom surpassed Canada as the second leading destination for business school talent. Other destinations moving around the top 10 list included Hong Kong, which jumped from ninth to seventh place over this period, and Israel, which fell from sixth to tenth (Table 3).

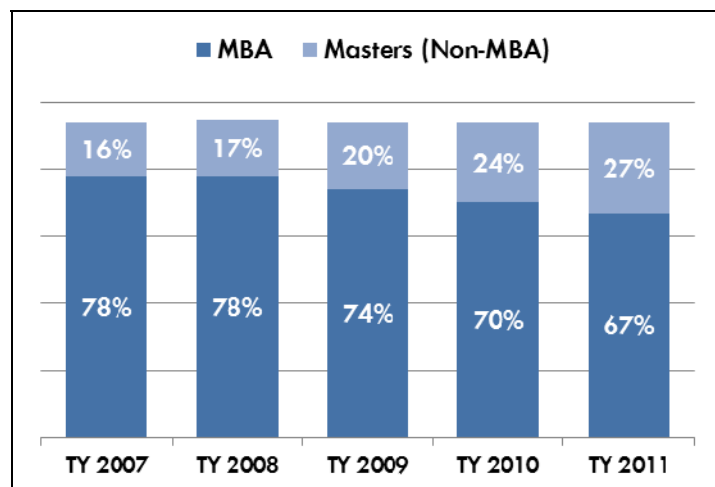
Table 3. Top 10 Study Destinations by School Location* – All Examinees

TY 2007 All Examinees			TY 2011 All Examinees		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	542,127	82.70%	1. United States	579,581	77.24%
2. Canada	22,287	3.40%	2. United Kingdom	33,658	4.49%
3. United Kingdom	22,235	3.39%	3. Canada	28,494	3.80%
4. France	13,001	1.98%	4. France	21,818	2.91%
5. India	11,484	1.75%	5. India	17,638	2.35%
6. Israel	6,855	1.05%	6. Singapore	11,613	1.55%
7. Singapore	6,752	1.03%	7. Hong Kong	9,016	1.20%
8. Spain	4,129	0.63%	8. Spain	6,277	0.84%
9. Hong Kong	4,126	0.63%	9. Netherlands	6,276	0.84%
10. Switzerland	2,823	0.43%	10. Israel	5,530	0.74%
Total Scores Sent	655,506	100%	Total Scores Sent	750,399	100%

* Based on number of score reports received. Average score reports sent per exam taken: 3.0 in TY 2007; 2.9 in TY 2011.

Growing interest in specialized masters programs reduced the percentage of scores sent to MBA programs to 67 percent in TY 2011, from 78 percent in TY 2007 (Figure 6). Part of this shift may be due to the fact that more non-MBA master’s programs are using GMAT scores to inform their admissions process. Also noteworthy are the typical differences in these pipelines. Those sending score reports to master’s programs are more likely to be female, younger and have less work experience when compared to their MBA counterparts.

Figure 6. GMAT® Scores Sent by Program Type: Global Examinees



For all subgroups presented in Table 4, the top study destinations in TY 2011 were the United States, the United Kingdom, and Canada. Older examinees had slightly higher interest to study in Canada. Women and younger examinees were the most likely to send scores to programs in the United States.

Table 4. TY 2011 Detailed GMAT® Examinee Characteristics for All Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	258,192 (100%)	544	750,399 (100%)	2.9	1. United States 77% 2. United Kingdom 4% 3. Canada 4%
Gender Breakdown					
Women	106,800 (41%)	530	293,952 (39%)	2.8	1. United States 79% 2. United Kingdom 4% 3. Canada 4%
Men	151,392 (59%)	554	456,447 (61%)	3.0	1. United States 76% 2. United Kingdom 5% 3. Canada 4%
Age Breakdown					
Younger than 25	114,336 (44%)	548	327,636 (44%)	2.9	1. United States 79% 2. United Kingdom 4% 3. Canada 3%
25 to 30	101,570 (39%)	553	315,567 (42%)	3.1	1. United States 76% 2. United Kingdom 5% 3. Canada 4%
31 and older	42,286 (16%)	515	107,196 (14%)	2.5	1. United States 75% 2. United Kingdom 5% 3. Canada 5%

Canadian Citizens

Following three years of growth, the number of GMAT exams taken by Canadian citizens decreased slightly in TY 2011. Demographic features of Canadian examinees remained stable during this period with the percentage of women and individuals younger than 25 taking the exam increasing only slightly (Figure 7).

Canadian citizens were one of the few groups in the world to send the majority of their score reports to domestic programs in TY 2011. Since TY 2007, their overall study destination preferences have been relatively stable. A slight decline in interest for US study (from 29% of scores sent in TY 2007 to 27% in TY 2011) was countered by increased interest in schools located in the United Kingdom and France. The top six study destinations for Canadian examinees were identical in both TY 2007 and TY 2011 (Table 5).

Figure 7. GMAT® Exam Trends by Citizenship: Canada

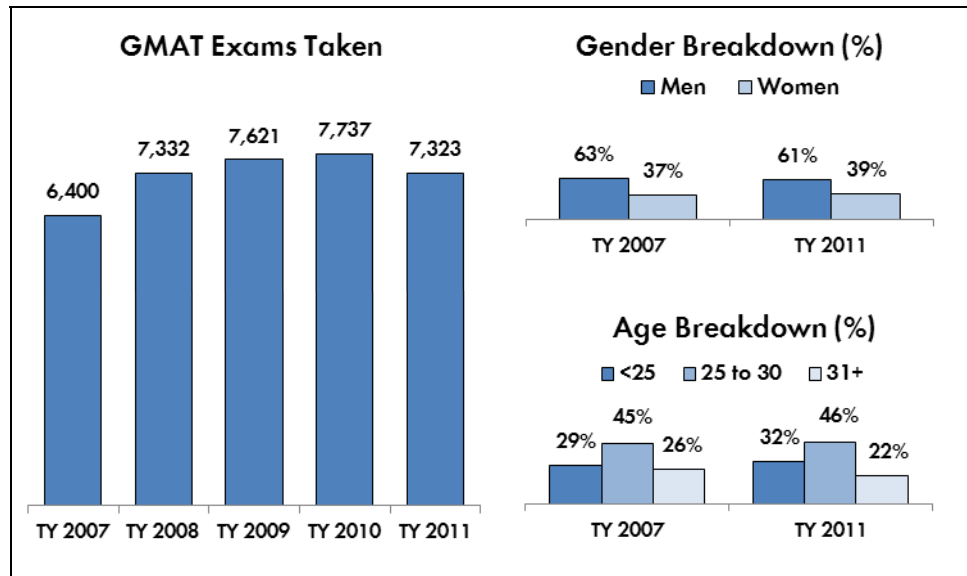


Table 5. Top 10 Countries by School Location* – Canadian Citizens

TY 2007 All Canadian Citizens			TY 2011 All Canadian Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. Canada	11,334	62.84%	1. Canada	12,319	62.43%
2. United States	5,270	29.22%	2. United States	5,353	27.13%
3. United Kingdom	489	2.71%	3. United Kingdom	678	3.44%
4. France	339	1.88%	4. France	501	2.54%
5. Hong Kong	149	0.83%	5. Hong Kong	226	1.15%
6. Spain	106	0.59%	6. Spain	157	0.80%
7. Switzerland	64	0.35%	7. Australia	67	0.34%
8. Australia	40	0.22%	8. China	59	0.30%
8. Netherlands	40	0.22%	9. Switzerland	57	0.29%
10. China	34	0.19%	10. Netherlands	53	0.27%
Total Scores Sent	18,035	100%	Total Scores Sent	19,733	100%

* Based on number of score reports received. Average score reports sent per exam taken: 2.8 in TY 2007; 2.7 in 2011.

In TY 2011, Canadian citizens sent 84 percent of their scores to MBA programs, the greatest proportion of any region in this report (*Figure 8*). This high level of interest in MBA degrees has declined slightly since TY 2007.

Schools in Canada, the United States, and the United Kingdom were the top three choices for each Canadian examinee group shown in *Table 6* during TY 2011. Women and older examinees were the most likely to send scores to Canadian programs.

Figure 8. GMAT® Scores Sent by Program Type: Canadian Citizens

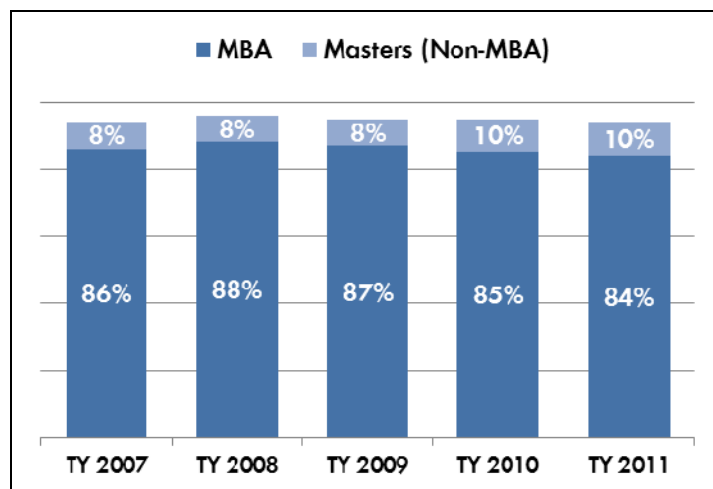


Table 6. TY 2011 Detailed GMAT® Examinee Characteristics for Canadian Citizens

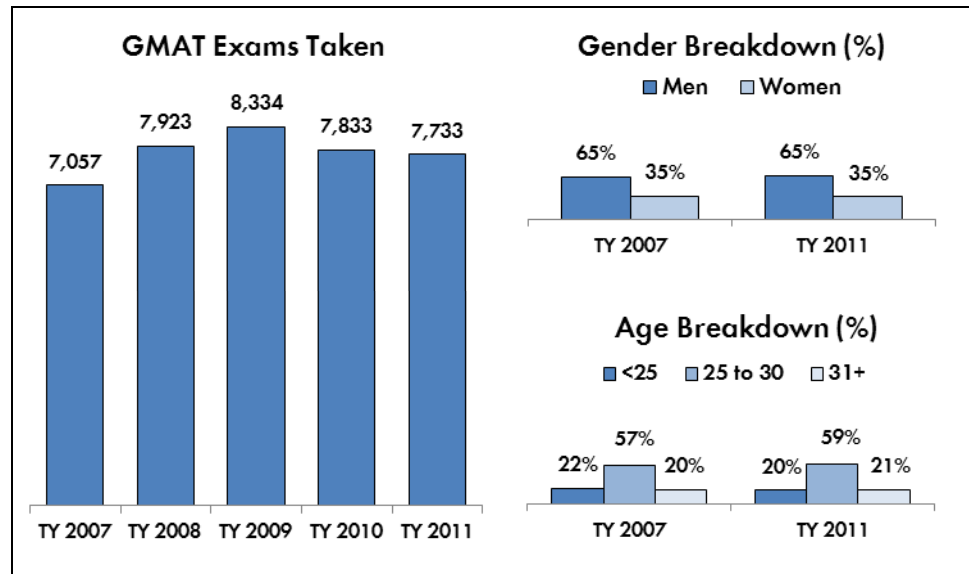
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	7,323 (100%)	563	19,733 (100%)	2.7	1. Canada 62% 2. United States 27% 3. United Kingdom 3%
Gender Breakdown					
Women	2,863 (39%)	545	7,208 (37%)	2.5	1. Canada 64% 2. United States 25% 3. United Kingdom 3%
Men	4,460 (61%)	575	12,525 (63%)	2.8	1. Canada 62% 2. United States 28% 3. United Kingdom 4%
Age Breakdown					
Younger than 25	2,358 (32%)	573	6,113 (31%)	2.6	1. Canada 63% 2. United States 28% 3. United Kingdom 4%
25 to 30	3,381 (46%)	574	9,945 (50%)	2.9	1. Canada 60% 2. United States 28% 3. United Kingdom 4%
31 and older	1,584 (22%)	526	3,675 (19%)	2.3	1. Canada 67% 2. United States 24% 3. United Kingdom 3%

Mexican, Caribbean, and Latin American Citizens

A total of 7,733 GMAT exams were taken by Mexican, Caribbean, and Latin American (LATAM) citizens in TY 2011. This total is below the peak reached in TY 2009 but remains 10 percent higher than TY 2007 (*Figure 9*).

The proportion of exams taken by women stood constant at 35 percent in TY 2007 and TY 2011. In contrast to global trends, the percentage of exams taken by those younger than 25 remained low and actually decreased over the five-year period.

Figure 9. GMAT® Exam Trends by Citizenship: LATAM



The score-sending preferences of LATAM citizens were relatively stable between TY 2007 and TY 2011. In TY 2011, LATAM citizens directed three out of four score reports to US schools. They also sent a large number of scores to the United Kingdom, Canada, France, and Spain. Brazil, receiving 218 scores from LATAM citizens in TY 2011, was the only regional destination on candidates’ top 10 list (*Table 7*).

Table 7. Top 10 Countries by School Location* — Mexican, Caribbean, and Latin American Citizens

TY 2007 All LATAM Citizens			TY 2011 All LATAM Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	15,852	78.91%	1. United States	15,779	75.21%
2. United Kingdom	1,059	5.27%	2. United Kingdom	1,253	5.97%
3. Canada	999	4.97%	3. Canada	1,041	4.96%
4. France	631	3.14%	4. France	867	4.13%
5. Spain	561	2.79%	5. Spain	631	3.01%
6. Brazil	145	0.72%	6. Brazil	218	1.04%
6. Switzerland	145	0.72%	7. Netherlands	175	0.83%
8. Netherlands	132	0.66%	8. Switzerland	155	0.74%
9. Italy	91	0.45%	9. Germany	152	0.72%
10. Mexico	86	0.43%	10. Australia	111	0.53%
Total Scores Sent	20,088	100%	Total Scores Sent	20,980	100%

* Based on number of score reports received. Average score reports sent per exam taken: 2.8 in TY 2007; 2.7 in TY 2011

The percentage of score reports sent to MBA programs by LATAM examinees has essentially remained unchanged for the last five years. Next to Canadians, LATAM citizens showed the greatest interest in MBA programs in TY 2011.

Although the United States was the primary destination for each LATAM subgroup in Table 8, examinees 31 and older were less likely than younger examinees to send their scores to the US in TY 2011. For those 30 and younger, France ranked third among the top three study destinations, displacing Canada.

Figure 10. GMAT® Scores Sent by Program Type: LATAM Citizens

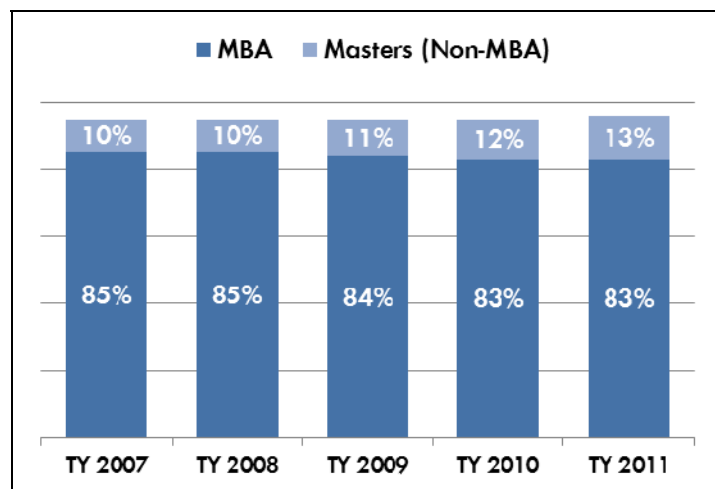


Table 8. TY 2011 Detailed GMAT® Examinee Characteristics for LATAM Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	7,733 (100%)	514	20,980 (100%)	2.7	1. United States 75% 2. United Kingdom 6% 3. Canada 5%
Gender Breakdown					
Women	2,668 (35%)	480	6,605 (31%)	2.5	1. United States 74% 2. Canada 6% 3. United Kingdom 5%
Men	5,065 (65%)	532	14,375 (69%)	2.8	1. United States 76% 2. United Kingdom 6% 3. Canada 5%
Age Breakdown					
Younger than 25	1,574 (20%)	494	4,036 (19%)	2.6	1. United States 79% 2. United Kingdom 4% 3. France 3%
25 to 30	4,571 (59%)	533	13,232 (63%)	2.9	1. United States 76% 2. United Kingdom 6% 3. France 4%
31 and older	1,588 (21%)	479	3,712 (18%)	2.3	1. United States 69% 2. Canada 9% 3. United Kingdom 7%

US Citizens

GMAT testing by US citizens has declined since TY 2009 and now sits near pre-recessionary levels of TY 2007 (Figure 11). During this period, the demographic characteristics of US examinees have been stable. The percentage of women taking the exam fell only slightly, while the age distribution was essentially unchanged.

US citizens remain overwhelmingly attracted to domestic graduate programs. In TY 2011,

97.9 percent of their scores were sent to US schools, a proportion little changed from TY 2007 (98.3%). Of the score reports that do leave the United States, the majority are directed toward opportunities in Western Europe, Canada, and, more recently, Hong Kong and China (Table 9).

Figure 11. GMAT® Exams Taken by Citizenship: United States

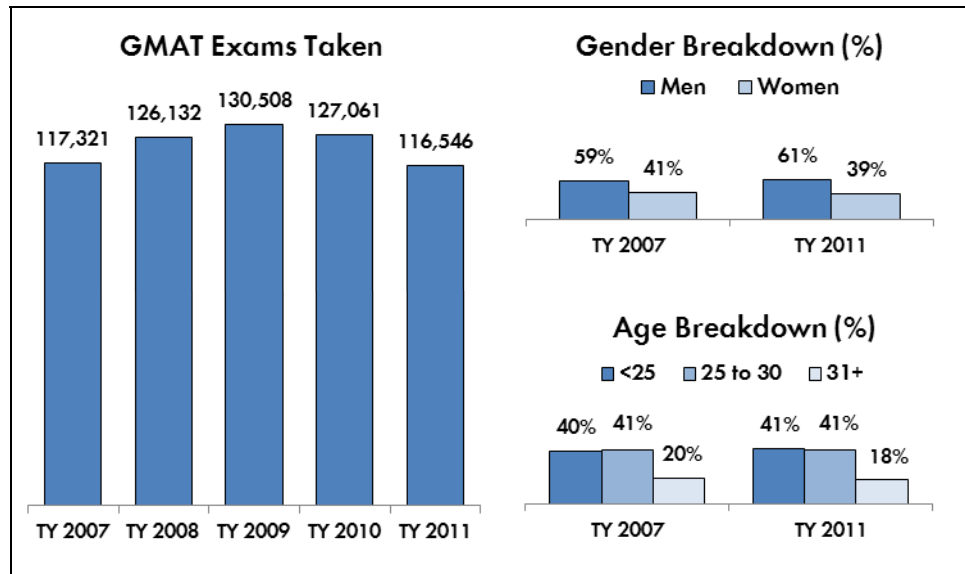


Table 9. Top 10 Countries by School Location* – US Citizens

TY 2007 All US Citizens			TY 2011 All US Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	331,139	98.31%	1. United States	320,653	97.91%
2. United Kingdom	1,989	0.59%	2. United Kingdom	2,186	0.67%
3. France	819	0.24%	3. France	1,134	0.35%
4. Spain	693	0.21%	4. Spain	751	0.23%
5. Canada	371	0.11%	5. Canada	449	0.14%
6. Switzerland	203	0.06%	6. Hong Kong	308	0.09%
7. Italy	163	0.05%	7. China	205	0.06%
8. Hong Kong	133	0.04%	8. Switzerland	179	0.05%
9. Israel	131	0.04%	9. Italy	162	0.05%
10. Australia	127	0.04%	10. Israel	161	0.05%
Total Scores Sent	336,833	100%	Total Scores Sent	327,498	100%

* Based on number of score reports received. Average score reports sent per exam taken: 2.9 in TY 2007; 2.8 in TY 2011

US citizens sent 78 percent of their GMAT score reports to MBA programs in TY 2011, down slightly from 82 percent in TY 2007 (Figure 12).

All US examinee subgroups represented in Table 10 sent nearly all of their score reports to schools located in the United States during TY 2011. For each group, the United Kingdom and France ranked a distant second and third choice, respectively. On average, US men sent a greater number of score reports when compared with US women. In addition, examinees aged 25 to 30 had the highest average number of scores sent with 3.0 per exam taken.

Figure 12. GMAT® Scores Sent by Program Type: US Citizens

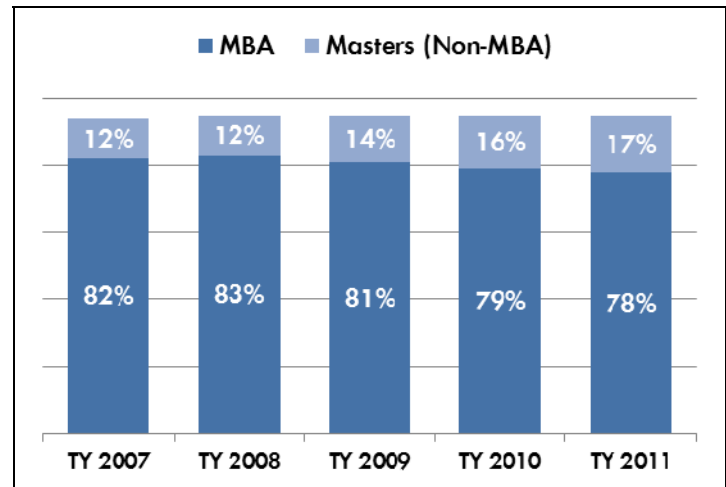


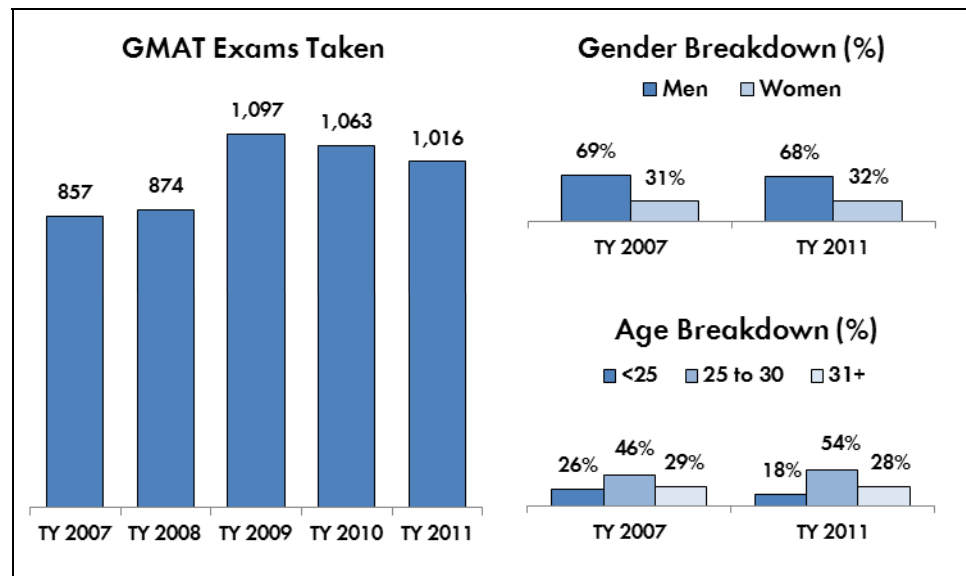
Table 10. TY 2011 Detailed GMAT® Examinee Characteristics for US Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	116,546 (100%)	531	327,498 (100%)	2.8	1. United States 98% 2. United Kingdom 1% 3. France 0.3%
Gender Breakdown					
Women	45,735 (39%)	504	119,677 (37%)	2.6	1. United States 98% 2. United Kingdom 1% 3. France 0.5%
Men	70,811 (61%)	548	207,821 (63%)	2.9	1. United States 98% 2. United Kingdom 1% 3. France 0.3%
Age Breakdown					
Younger than 25	48,305 (41%)	526	130,913 (40%)	2.7	1. United States 99% 2. United Kingdom 0.5% 3. France 0.2%
25 to 30	47,475 (41%)	550	144,755 (44%)	3.0	1. United States 97% 2. United Kingdom 1% 3. France 0.5%
31 and older	20,766 (18%)	498	51,830 (16%)	2.5	1. United States 98% 2. United Kingdom 1% 3. France 0.4%

Australia and Pacific Island Citizens

Although GMAT testing among Australian and Pacific Islander citizens declined slightly in TY 2011 it remained well above levels experienced four years ago. The proportion of women in the region taking the GMAT exam increased slightly to 32 percent by TY 2011 (Figure 13). Unlike most citizenship groups in this report, the proportion of exams taken by Australian and Pacific Islanders younger than 25 decreased over the five-year period, from 26 percent of exams taken in TY 2007 to 18 percent in TY 2011. This was the lowest level of any world region.

Figure 13. GMAT® Exams Taken by Citizenship: Australia & Pacific Islands



Australian and Pacific Island citizens sent 18 percent of their score reports to Australian programs in TY 2011, up from 15 percent in TY 2007. Over that time, the proportion of scores sent to the United States fell slightly, from 54 percent to 52 percent. Management programs in Hong Kong had the biggest jump on the top 10 destination list, climbing from ninth to fifth place overall (Table 11).

Table 11. Top 10 Countries by School Location* — Australian and Pacific Island Citizens

TY 2007 All Australian and Pacific Island Citizens			TY 2011 All Australian and Pacific Island Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	1,177	53.89%	1. United States	1,415	52.25%
2. Australia	320	14.65%	2. Australia	492	18.17%
3. United Kingdom	294	13.46%	3. United Kingdom	405	14.96%
4. France	136	6.23%	4. France	137	5.06%
5. Spain	41	1.88%	5. Hong Kong	46	1.70%
6. Canada	34	1.56%	6. Spain	41	1.51%
6. Switzerland	34	1.56%	7. Canada	38	1.40%
8. India	29	1.33%	8. Singapore	22	0.81%
9. Hong Kong	26	1.19%	9. India	21	0.78%
10. New Zealand	23	1.05%	10. Switzerland	19	0.70%
Total Scores Sent	2,184	100%	Total Scores Sent	2,708	100%

* Based on number of score reports received. Average score reports sent per exam taken: 2.5 in TY 2007; 2.7 in TY 2011

Australian and Pacific Islanders have been consistent in their preference for MBA degrees, sending between 79 percent and 82 percent of their scores to these programs since TY 2007 (Figure 14).

Although the United States was the primary score-sending destination for all Australian and Pacific Island examinees in TY 2011, younger examinees were more likely to send scores to the US. Prospective students 31 and older sent the greatest proportion of their scores to Australian programs, and the fewest average number of score reports (Table 12).

Figure 14. GMAT® Scores Sent by Program Type: Australia and Pacific Island Citizens

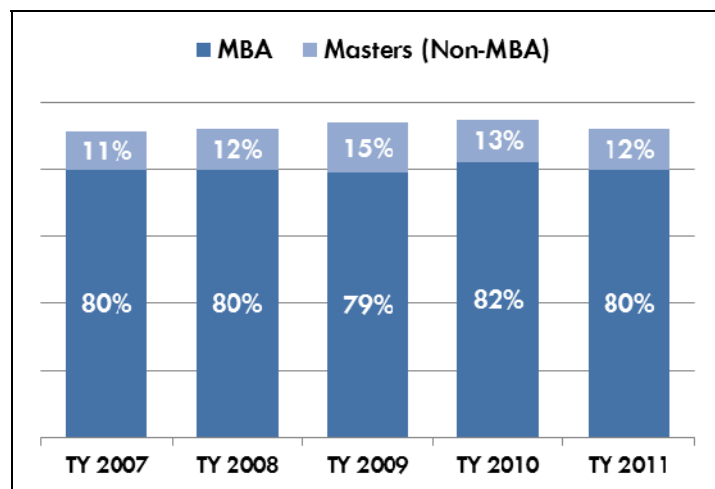


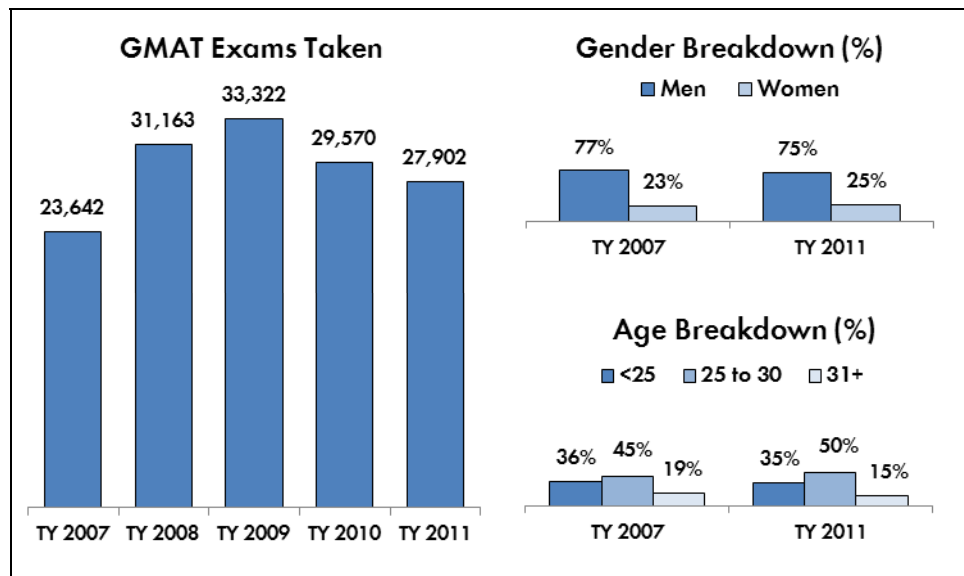
Table 12. TY 2011 Detailed GMAT® Examinee Characteristics for Australia and Pacific Island Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	1,016 (100%)	595	2,708 (100%)	2.7	1. United States 52% 2. Australia 18% 3. United Kingdom 15%
Gender Breakdown					
Women	321 (32%)	583	815 (30%)	2.5	1. United States 51% 2. Australia 18% 3. United Kingdom 16%
Men	695 (68%)	601	1,893 (70%)	2.7	1. United States 53% 2. Australia 18% 3. United Kingdom 14%
Age Breakdown					
Younger than 25	179 (18%)	576	512 (19%)	2.9	1. United States 66% 2. Australia 13% 3. United Kingdom 11%
25 to 30	549 (54%)	615	1,582 (58%)	2.9	1. United States 54% 2. Australia 15% 3. United Kingdom 15%
31 and older	288 (28%)	571	614 (23%)	2.1	1. United States 37% 2. Australia 30% 3. United Kingdom 17%

Central and South Asian Citizens

Central and South Asian citizens took nearly 28,000 GMAT exams in TY 2011 (Figure 15). Indians represented the largest citizenship group in the region, accounting for 91 percent of all exams taken for the year. At 25 percent, the proportion of women taking the GMAT exam among Central and South Asians represents the lowest participation rate of any world region. Neither the proportion of women nor the age distribution of Central and South Asian examinees shifted substantially between TY 2007 and TY 2011.

Figure 15. GMAT® Exams Taken by Citizenship: Central and South Asia



A large drop in the proportion of scores sent by Central and South Asian citizens to programs located in the United States occurred between TY 2007 and TY 2011. In TY 2007, Central and South Asian examinees sent 67 percent of their scores to the United States. By TY 2011, this proportion fell to 55 percent. Much of this shift is explained by increased interest among regional examinees to study in India, the United Kingdom, and Singapore (Table 13).

Table 13. Top 10 Countries by School Location* – Central and South Asian Citizens

TY 2007 All Citizens of Central and South Asia			TY 2011 All Citizens of Central and South Asia		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	69,559	67.43%	1. United States	66,828	55.39%
2. India	11,326	10.98%	2. India	17,374	14.40%
3. United Kingdom	7,012	6.80%	3. United Kingdom	11,460	9.50%
4. Singapore	3,879	3.76%	4. Singapore	7,511	6.23%
5. Canada	3,464	3.36%	5. France	5,395	4.47%
6. France	3,290	3.19%	6. Canada	5,297	4.39%
7. Australia	1,331	1.29%	7. Spain	1,392	1.15%
8. Switzerland	721	0.70%	8. Hong Kong	984	0.82%
9. Philippines	636	0.62%	9. Australia	739	0.61%
10. Spain	517	0.50%	10. Switzerland	707	0.59%
Total Scores Sent	103,163	100%	Total Scores Sent	120,654	100%

* Based on number of score reports received. Average score reports sent per exam taken: 4.4 in TY 2007; 4.3 in TY 2011.

There has been a gradual decrease in the percentage of score reports sent by Central and South Asian citizens to MBA programs over the last five years, from 79 percent in TY 2007 to 73 percent in TY 2011 (Figure 16).

Women from Central and South Asia sent a greater proportion of their scores to US programs than their male counterparts in TY 2011 (62% vs. 53%). Men sent 4.4 score reports per exam taken in TY 2011, well above the average of 4.0 sent by women. Men and examinees 31 and older were the most likely to send score reports to programs in India (Table 14).

Figure 16. GMAT® Scores Sent by Program Type: Central and South Asian Citizens

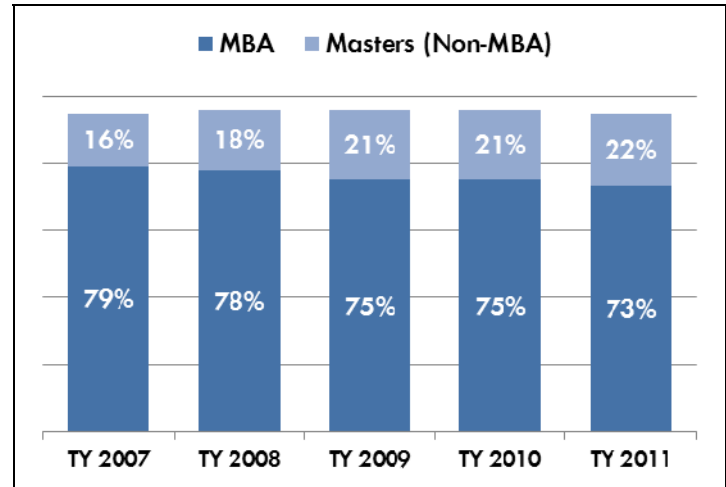


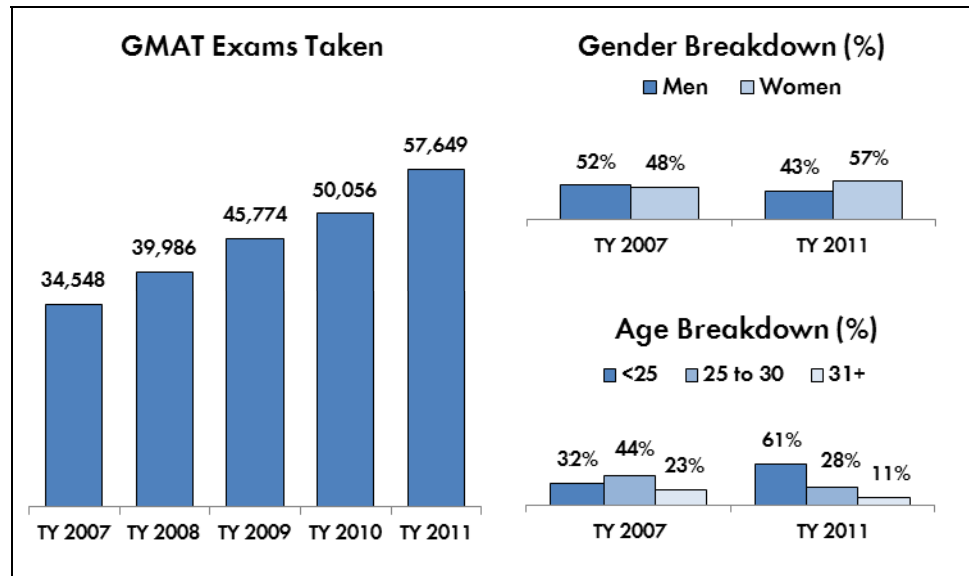
Table 14. TY 2011 Detailed GMAT® Examinee Characteristics for Central and South Asian Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	27,902 (100%)	573	120,654 (100%)	4.3	1. United States 55% 2. India 14% 3. United Kingdom 9%
Gender Breakdown					
Women	7,077 (25%)	548	28,637 (24%)	4.0	1. United States 62% 2. India 11% 3. United Kingdom 10%
Men	20,825 (75%)	582	92,017 (76%)	4.4	1. United States 53% 2. India 15% 3. United Kingdom 9%
Age Breakdown					
Younger than 25	9,672 (35%)	557	42,088 (35%)	4.4	1. United States 59% 2. United Kingdom 10% 3. India 10%
25 to 30	13,941 (50%)	587	62,173 (52%)	4.5	1. United States 53% 2. India 15% 3. United Kingdom 9%
31 and older	4,289 (15%)	563	16,393 (14%)	3.8	1. United States 54% 2. India 22% 3. United Kingdom 8%

East and Southeast Asian Citizens

The number and characteristics of prospective students from East and Southeast Asia has changed dramatically over the last five years. GMAT exam volume has grown from 34,548 in TY 2007 to 57,649 in TY 2011, an increase of more than 23,000 exams or 67 percent. The proportion of women also increased significantly over the period, from 48 percent to 57 percent, which represents the highest of

Figure 17. GMAT® Exams Taken by Citizenship: East and Southeast Asia



any world region. In addition, the proportion of examinees younger than 25 nearly doubled between TY2007 and TY2011, from 32 percent to 61 percent (Figure 17). China, which now represents 70 percent of regional testing volume, is largely shaping these trends.

The study destination preferences of East and Southeast Asian citizens have remained relatively stable overall (Table 15). This regional snapshot, however, reflects two competing trends—Chinese examinees are sending a greater share of their scores to US programs, while at the same time, other regional citizenship groups are sending a lower proportion to the US.

Table 15. Top 10 Countries by School Location* — East and Southeast Asian Citizens

TY 2007 All East and Southeast Asian Citizens			TY 2011 All East and Southeast Asian Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	83,176	79.77%	1. United States	132,261	78.38%
2. United Kingdom	4,194	4.02%	2. United Kingdom	7,617	4.51%
3. Canada	3,572	3.43%	3. Hong Kong	7,037	4.17%
4. Hong Kong	3,359	3.22%	4. Canada	5,720	3.39%
5. Singapore	2,646	2.54%	5. France	4,518	2.68%
6. France	2,638	2.53%	6. Singapore	3,698	2.19%
7. China	1,510	1.45%	7. China	1,990	1.18%
8. Australia	533	0.51%	8. Netherlands	1,304	0.77%
9. Netherlands	460	0.44%	9. Australia	1,165	0.69%
10. Japan	430	0.41%	10. Spain	523	0.31%
Total Scores Sent	104,267	100%	Total Scores Sent	168,734	100%

* Based on number of score reports received. Average score reports sent per exam taken: 3.0 in TY 2007; 2.9 in TY 2011

One of the most significant regional trends over the last five years has been the rapid shift toward non-MBA master’s programs. Again led by China, the percentage of scores that East and Southeast Asian citizens sent to MBA programs fell from 64 percent in TY 2007 to just 40 percent in TY 2011, the lowest level of any world region in this report (Figure 18). Much of the growth in master’s programs has been driven by interest in accounting and finance program overseas.

Younger examinees from East and Southeast Asia exhibited the greatest international mobility in their study preferences in TY 2011. Those younger than 25 sent 82 percent of their scores to schools in the United States. In contrast, examinees 31 and older sent only 69 percent of their scores to the US (Table 16). In addition to boasting the exact same mean GMAT total score, there were only minimal study destination differences between men and women.

Figure 18. GMAT® Scores Sent by Program Type: East and Southeast Asian Citizens

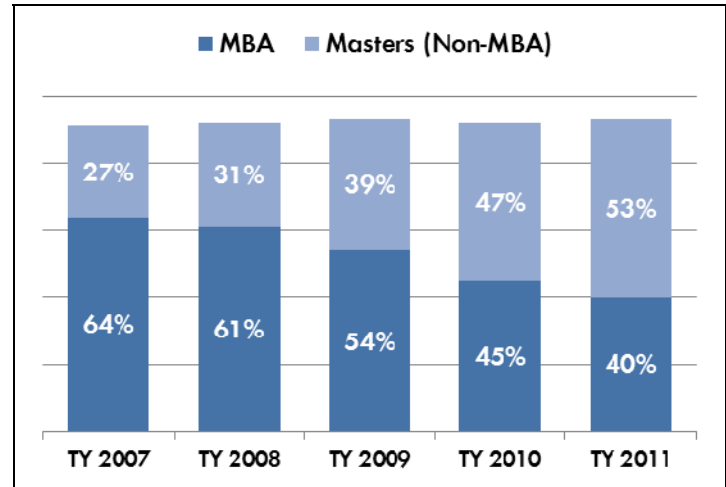


Table 16. TY 2011 Detailed GMAT® Examinee Characteristics for East and Southeast Asian Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	57,649 (100%)	578	168,734 (100%)	2.9	1. United States 78% 2. United Kingdom 5% 3. Hong Kong 4%
Gender Breakdown					
Women	33,142 (57%)	578	99,784 (59%)	3.0	1. United States 79% 2. United Kingdom 5% 3. Hong Kong 4%
Men	24,507 (43%)	578	68,950 (41%)	2.8	1. United States 77% 2. United Kingdom 4% 3. Hong Kong 4%
Age Breakdown					
Younger than 25	35,146 (61%)	585	108,314 (64%)	3.1	1. United States 82% 2. United Kingdom 4% 3. Hong Kong 4%
25 to 30	15,968 (28%)	570	44,959 (27%)	2.8	1. United States 73% 2. Hong Kong 5% 3. United Kingdom 5%
31 and older	6,535 (11%)	560	15,461 (9%)	2.4	1. United States 69% 2. United Kingdom 6% 3. Singapore 5%

African Citizens

African citizens in the prospective student pipeline took 6,145 GMAT exams in TY 2011, an increase of 25 percent or 1,242 exams when compared with TY 2007. Examinee demographics during this period were essentially unchanged (Figure 19).

Although the top seven study destinations for African examinees were the same in TY 2011 as they were in TY 2007, there were notable changes in the level of interest per

country. The largest observed shift was a decline in the proportion of GMAT score reports sent to US programs, which fell from 72 percent in TY 2007 to 61 percent in TY 2011. Instead, African examinees sent a greater share of their score reports to schools in Canada and France. Interest in regional programs also grew. Schools located in South Africa, Kenya, and Egypt collectively received 12 percent of scores sent by African citizens in TY 2011, up from just 7 percent in TY 2007 (Table 17).

Figure 19. GMAT® Exams Taken by Citizenship: Africa

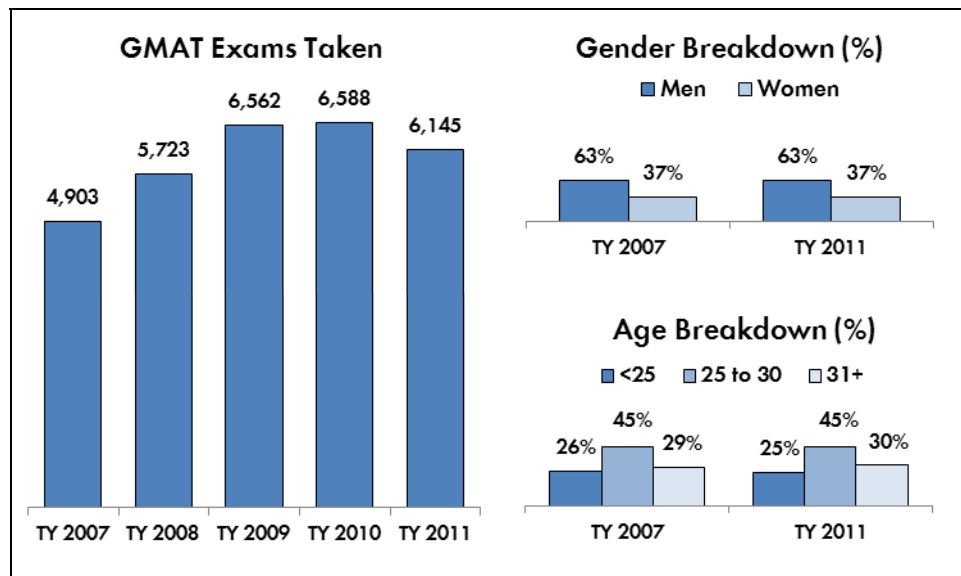


Table 17. Top 10 Countries by School Location* – African Citizens

TY 2007 All African Citizens			TY 2011 All African Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	9,541	71.64%	1. United States	9,394	60.92%
2. United Kingdom	1,154	8.66%	2. United Kingdom	1,338	8.68%
3. Canada	795	5.97%	3. Canada	1,245	8.07%
4. South Africa	373	2.80%	4. South Africa	1,042	6.76%
5. France	340	2.55%	5. France	741	4.81%
6. Kenya	275	2.06%	6. Kenya	417	2.70%
7. Egypt	261	1.96%	7. Egypt	330	2.14%
8. Switzerland	75	0.56%	8. Spain	153	0.99%
9. Netherlands	69	0.52%	9. Netherlands	119	0.77%
10. Australia	59	0.44%	10. Switzerland	100	0.65%
Total Scores Sent	13,318	100%	Total Scores Sent	15,420	100%

* Based on number of score reports received. Average score reports sent per exam taker: 2.7 in TY 2007; 2.5 in TY 2011

Similar to other citizenship groups in this report, African citizens sent a lower proportion of their score reports to MBA programs over the last five years, from 78% in TY 2007 to 73% in TY 2011 (Figure 20).

With the exception of examinees 31 and older, the top three score-sending destinations in TY 2011 for subgroups shown in Table 18 were the United States, the United Kingdom, and Canada. Younger examinees were most likely to send scores to the United States. Older examinees, however, were the least likely to send scores to the US and the most likely to send their scores to regional programs with 14 percent of their reports directed toward programs in South Africa. Essentially no study preference differences were observed between men and women.

Figure 20. GMAT® Scores Sent by Program Type: African Citizens

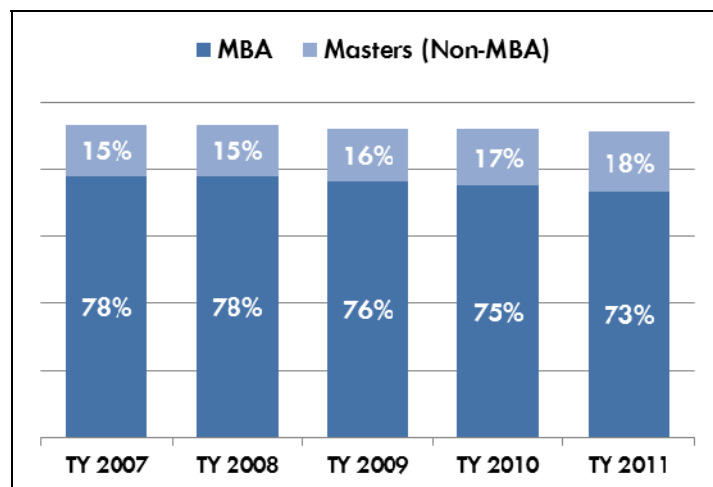
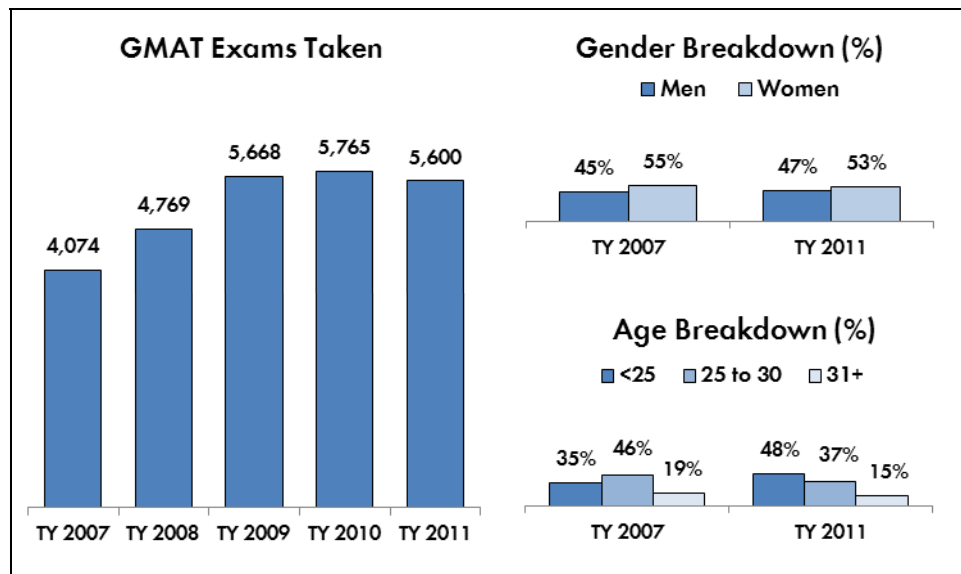


Table 18. TY 2011 Detailed GMAT® Examinee Characteristics for African Citizens					
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	6,145 (100%)	452	15,420 (100%)	2.5	1. United States 61% 2. United Kingdom 9% 3. Canada 8%
Gender Breakdown					
Women	2,288 (37%)	440	5,457 (35%)	2.4	1. United States 61% 2. United Kingdom 9% 3. Canada 7%
Men	3,857 (63%)	460	9,963 (65%)	2.6	1. United States 61% 2. United Kingdom 9% 3. Canada 8%
Age Breakdown					
Younger than 25	1,534 (25%)	457	4,109 (27%)	2.7	1. United States 67% 2. United Kingdom 8% 3. Canada 7%
25 to 30	2,743 (45%)	463	7,182 (47%)	2.6	1. United States 62% 2. United Kingdom 9% 3. Canada 8%
31 and older	1,868 (30%)	432	4,129 (27%)	2.2	1. United States 54% 2. South Africa 14% 3. Canada 10%

Eastern European Citizens

The number of GMAT exams taken by Eastern Europeans increased substantially between TY 2007 and TY 2009 before leveling off over the last two years. A total of 5,600 exams were taken in TY 2011, up 37 percent compared with TY 2007 (Figure 21). Participation by women remained relatively stable over this period, but the proportion of examinees younger than 25 grew significantly, from 35 percent in TY 2007 to 48 percent in TY 2011.

Figure 21. GMAT® Exams Taken by Citizenship: Eastern Europe



Eastern European citizens are increasingly interested in European study opportunities. The percentage of score reports sent to programs in the United Kingdom, France, the Netherlands all grew substantially between TY 2007 and TY 2011 (Table 19). Coincidentally, the proportion of scores sent to programs in the United States fell from 68 percent to 47 percent over the five-year period. In fact, TY 2011 represented the first time Eastern European examinees sent fewer than half their score reports to the United States.

Table 19. Top 10 Countries by School Location* – Eastern European Citizens

TY 2007 All Eastern European Citizens			TY 2011 All Eastern European Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	7,213	68.21%	1. United States	6,382	46.54%
2. United Kingdom	1,065	10.07%	2. United Kingdom	1,843	13.44%
3. France	465	4.40%	3. France	1,078	7.86%
4. Canada	390	3.69%	4. Netherlands	1,072	7.82%
5. Netherlands	248	2.35%	5. Spain	456	3.33%
6. Spain	242	2.29%	6. Canada	437	3.19%
7. Switzerland	160	1.51%	7. Switzerland	378	2.76%
8. Hungary	136	1.29%	8. Germany	322	2.35%
9. Italy	117	1.11%	8. Italy	322	2.35%
10. Germany	67	0.63%	10. Sweden	257	1.87%
Total Scores Sent	10,574	100%	Total Scores Sent	13,714	100%

* Based on number of score reports received. Average score reports sent per exam taken: 2.6 in TY 2007; 2.4 in TY 2011.

Eastern Europeans are interested in a variety of program options. The percentage of scores sent to MBA programs fell from 75 percent in TY 2007 to 53 percent in TY 2011, while the proportion of scores sent to master’s programs more than doubled, from 17 percent in TY 2007 to 39 percent in TY 2011 (*Figure 22*).

Examinees aged 25 to 30 in Eastern Europe, typically MBA prospects, were most likely to send their score reports to US programs (60% in TY 2011). In contrast, examinees younger than 25 only sent 34 percent of their scores to US schools with programs in the Netherlands and the United Kingdom ranking second and third, respectively. France was the third most preferred destination for women and examinees 25 and older (*Table 20*).

Figure 22. GMAT® Scores Sent by Program Type: Eastern European Citizens

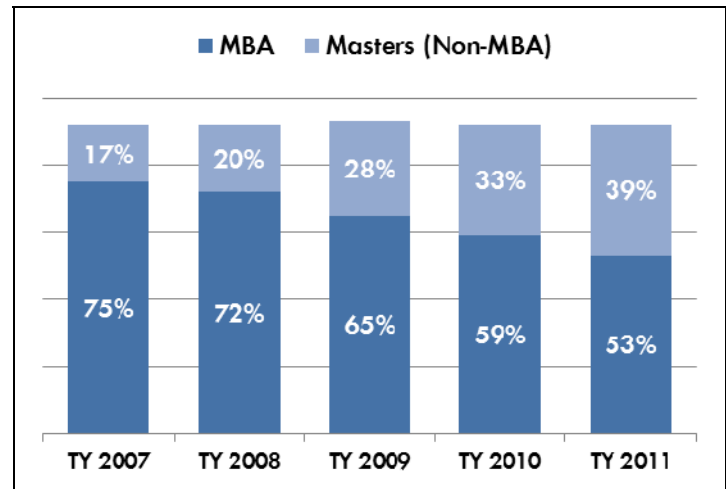
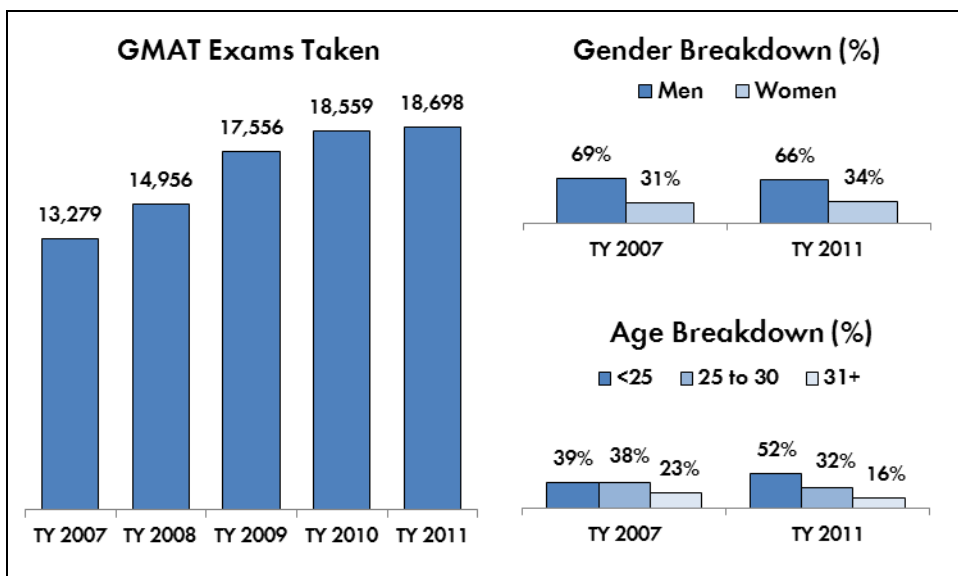


Table 20. TY 2011 Detailed GMAT® Examinee Characteristics for Eastern European Citizens					
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	5,600 (100%)	549	13,714 (100%)	2.4	1. United States 47% 2. United Kingdom 13% 3. France 8%
Gender Breakdown					
Women	2,965 (53%)	526	6,760 (49%)	2.3	1. United States 46% 2. United Kingdom 11% 3. France 9%
Men	2,635 (47%)	576	6,954 (51%)	2.6	1. United States 47% 2. United Kingdom 16% 3. Netherlands 8%
Age Breakdown					
Younger than 25	2,678 (48%)	553	6,504 (47%)	2.4	1. United States 34% 2. Netherlands 14% 3. United Kingdom 13%
25 to 30	2,081 (37%)	548	5,287 (39%)	2.5	1. United States 60% 2. United Kingdom 12% 3. France 7%
31 and older	841 (15%)	540	1,923 (14%)	2.3	1. United States 53% 2. United Kingdom 17% 3. France 8%

Western European Citizens

GMAT exams taken by Western European citizens hit a five-year high of 18,698 in TY 2011, an increase of 41 percent when compared with TY 2007 (Figure 23). The proportion of women taking the GMAT exam grew from 31 percent to 34 percent over the five-year period, but remains low by global standards (only citizens in the Australia and Pacific Island region and Central and South Asia had lower participation rates in TY 2011). Examinees younger than 25 represented 52 percent of the TY 2011 pipeline, up from just 39 percent in TY 2007. Western European citizens taking the GMAT exam are some of the youngest in the world. Only South and Southeast Asian examinees have a greater share of exams taken by those younger than 25 (61% in TY 2011).

Figure 23. GMAT® Exams Taken by Citizenship: Western Europe



The proportion of GMAT score reports sent by Western European citizens to the United States fell below 30 percent for the first time ever in TY2011. Greater interest in regional opportunities explains this shift. Aside from the United States, every top 10 destination in TY 2011 was located in Western Europe. Most of these have received a greater share of score reports from Western Europeans over the last five years. Programs in France and Germany posted the largest gains, while Greece experienced the largest decline (Table 21).

Table 21. Top 10 Countries by School Location* – Western European Citizens

TY 2007 All Western European Citizens			TY 2011 All Western European Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	10,932	39.24%	1. United States	10,818	28.30%
2. United Kingdom	4,238	15.21%	2. France	6,693	17.51%
3. France	3,710	13.32%	3. United Kingdom	5,591	14.62%
4. Greece	1,516	5.44%	4. Germany	2,757	7.21%
5. Spain	1,462	5.25%	5. Netherlands	2,601	6.80%
6. Netherlands	1,366	4.90%	6. Spain	1,850	4.84%
7. Switzerland	1,101	3.95%	7. Switzerland	1,518	3.97%
8. Italy	544	1.95%	8. Sweden	1,257	3.29%
9. Germany	535	1.92%	9. Greece	1,011	2.64%
10. Canada	451	1.62%	9. Italy	1,011	2.64%
Total Scores Sent	27,861	100%	Total Scores Sent	38,232	100%

* Based on number of score reports received. Average score report sent per exam taken: 2.1 in TY 2007; 2.0 in TY 2011

The percentage of score reports that Western Europeans sent to MBA programs dipped below 50 percent for the first time in TY 2011. This largely reflects an increasingly younger population of regional examinees who are predominantly interested in a variety of master's in management and specialized master's programs (*Figure 24*).

Significant differences exist among Western European examinees when comparing study destination preferences by gender and age. Women sent the fewest GMAT score reports per exam taken in TY 2011 (1.8) and were more likely to send scores to programs in France than their male counterparts (21% vs. 16%). For Western European examinees younger than 25, the top study destination in TY 2011 was France, which received 22 percent of their scores. This was the only subgroup in *Table 22* that did not have the United States as its top study choice.

Figure 24. GMAT® Scores Sent by Program Type: Western European Citizens

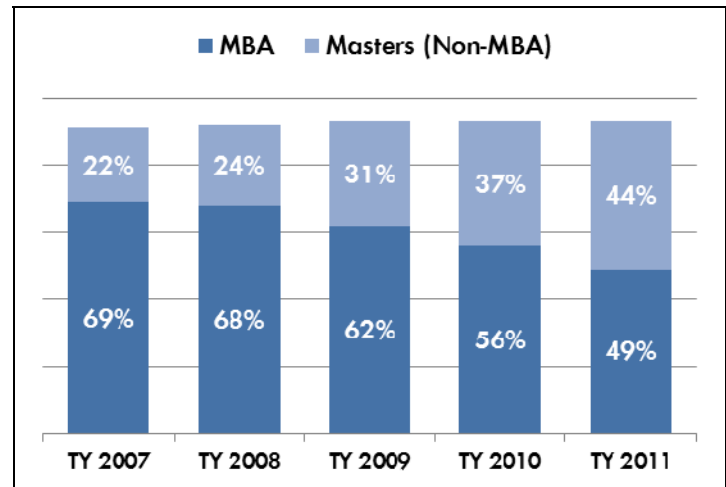


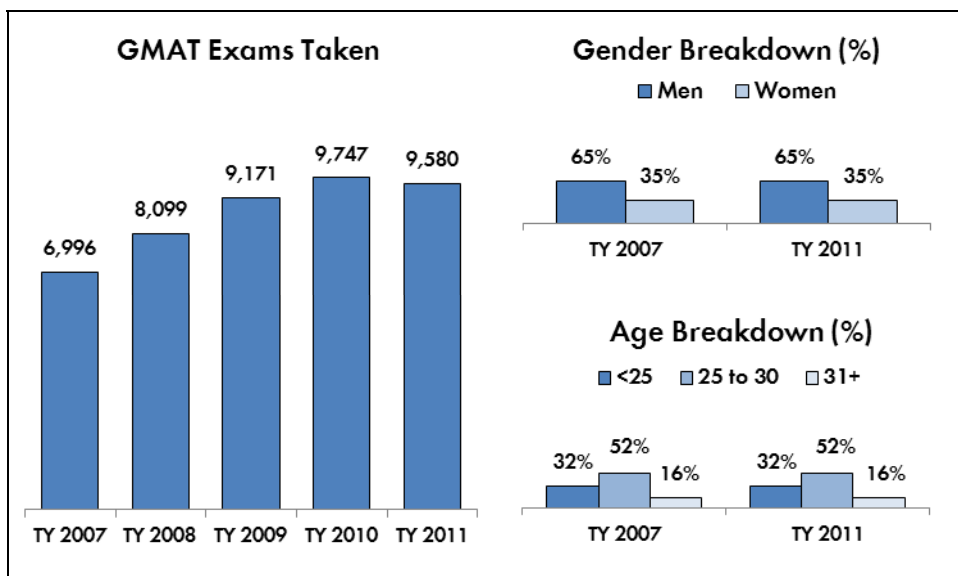
Table 22. TY 2011 Detailed GMAT® Examinee Characteristics for Western European Citizens					
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	18,698 (100%)	559	38,232 (100%)	2.0	1. United States 28% 2. France 18% 3. United Kingdom 15%
Gender Breakdown					
Women	6,360 (34%)	535	11,756 (31%)	1.8	1. United States 25% 2. France 21% 3. United Kingdom 12%
Men	12,338 (66%)	571	26,476 (69%)	2.1	1. United States 30% 2. France 16% 3. United Kingdom 16%
Age Breakdown					
Younger than 25	9,799 (52%)	557	18,421 (48%)	1.9	1. France 22% 2. United States 18% 3. United Kingdom 13%
25 to 30	5,896 (32%)	568	13,739 (36%)	2.3	1. United States 43% 2. United Kingdom 14% 3. France 12%
31 and older	3,003 (16%)	546	6,072 (16%)	2.0	1. United States 28% 2. United Kingdom 20% 3. France 17%

Middle Eastern Citizens

After three years of testing growth, the number of GMAT exams taken by Middle Eastern citizens fell slightly in TY 2011 (Figure 25). Gender and age distributions of regional examinees in TY 2011 were exactly the same as they were four years ago.

Middle Eastern citizens were the only regional group identified in this report that sent a greater proportion of their score reports to US programs in TY 2011 than they did in TY 2007. The largest shift

Figure 25. GMAT® Exams Taken by Location and Citizenship: Middle East



in study preferences was a decline in the proportion of scores sent to schools in Israel, which fell from 35 percent to 23 percent over the period studied. Much of this may be attributed to the increasing presence of Saudi Arabian and Lebanese citizens in the student pipeline. These and other emerging groups have softened Israeli citizen’s influence on overall regional numbers (Table 23).

Table 23. Top 10 Countries by School Location* – Middle Eastern Citizens					
TY 2007 All Middle Eastern Citizens			TY 2011 All Middle Eastern Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	8,268	43.10%	1. United States	10,698	47.07%
2. Israel	6,631	34.57%	2. Israel	5,279	23.23%
3. Turkey	887	4.62%	3. Canada	1,540	6.78%
4. Canada	877	4.57%	4. United Kingdom	1,287	5.66%
5. United Kingdom	741	3.86%	5. Turkey	927	4.08%
6. France	633	3.30%	6. Lebanon	881	3.88%
7. Lebanon	368	1.92%	7. France	754	3.32%
8. Spain	133	0.69%	8. Spain	323	1.42%
9. United Arab Emirates	126	0.66%	9. Netherlands	173	0.76%
10. Switzerland	72	0.38%	10. Italy	122	0.54%
Total Scores Sent	19,183	100%	Total Scores Sent	22,726	100%

* Based on number of score reports received. Average score reports sent per exam taken: 2.7 in TY 2007; 2.4 in TY 2011.

Middle Eastern examinees sent 73 percent of their score reports to MBA programs in TY 2011, down from 82 percent in TY 2007, as seen in *Figure 26*.

Men were significantly more likely than women to send score reports to US programs in TY 2011 (51% vs. 39%) and also sent a greater number of score reports on average. Although the United States, Israel, and Canada represent top destinations for most Middle Eastern subgroups in *Table 24*, examinees younger than 25 sent 9 percent of their scores to programs in Lebanon, their third-ranked study destination in TY 2011.

Figure 26. GMAT® Scores Sent by Program Type: Middle Eastern Citizens

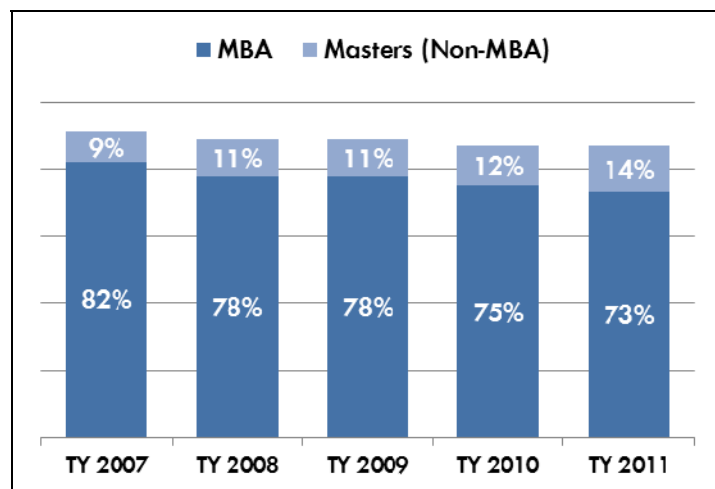


Table 24. TY 2011 Detailed GMAT® Examinee Characteristics for Middle Eastern Citizens					
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations
Total	9,580 (100%)	454	22,726 (100%)	2.4	1. United States 47% 2. Israel 23% 3. Canada 7%
Gender Breakdown					
Women	3,381 (35%)	439	7,253 (32%)	2.1	1. United States 39% 2. Israel 29% 3. Canada 6%
Men	6,199 (65%)	462	15,473 (68%)	2.5	1. United States 51% 2. Israel 21% 3. Canada 7%
Age Breakdown					
Younger than 25	3,091 (32%)	452	6,626 (29%)	2.1	1. United States 47% 2. Israel 10% 3. Lebanon 9%
25 to 30	4,965 (52%)	457	12,713 (56%)	2.6	1. United States 49% 2. Israel 27% 3. Canada 7%
31 and older	1,524 (16%)	449	3,387 (15%)	2.2	1. United States 40% 2. Israel 34% 3. Canada 8%

Methodology

Score report submissions in 10 world regions for testing year 2011 were compared with corresponding score report submissions for testing year 2007. The figures presented in this report summarize TY 2007 (219,077 exams) and TY 2011 (258,192 exams) records data for test takers who took the GMAT exam one or more times during the testing years.³ Examinee data were obtained from the background information questionnaire (BIQ) administered as part of the GMAT exam, score report information from examinee records, and registration information. From these data, both country of citizenship and GMAT score-reporting behavior were used to gauge potential regional trends and changes in examinee preferences with regard to school location.

Up to 10 instances of score report data are stored in our research database for every GMAT test taken. For this report, these score reports were aggregated and grouped by school location for both TY 2007 and TY 2011. We also analyzed score report data by geographic region, grouping examinees into 10 citizenship categories. These regional categories are included in the report Appendix.

The type of program where candidates sent GMAT score reports was also examined for this report. Because student characteristics of examinees pursuing executive MBA (EMBA) degrees differ substantially from other MBA degree candidates, EMBA counts were not included in the MBA category. The MBA category includes full-time, part-time, distance, and evening MBA programs of all durations, including one-year and other accelerated MBA programs. The masters (non-MBA) category includes several graduate degrees including management, accounting, finance, marketing, and public administration. For more information on these categories please contact research@gmac.com.

Authorship

The following individuals made significant contributions to the concept, design, analysis, interpretation of data, and the drafting/revising of the manuscript for intellectual content: Alex Chisholm, Senior Manager, Statistical Analysis, GMAC; Hillary Chan, Research Analysis Associate Manager, GMAC.

Contact Information

For questions or comments regarding study findings, methodology, or data in this or other geographic reports in our series, please contact the GMAC Research and Development Department at research@gmac.com. To obtain more information about all available GMAC survey or research reports, please visit gmac.com/research.

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³ A testing year runs from July 1 to June 30. Thus, TY 2011 covered the period from July 1, 2010 to June 30, 2011.

Appendix A. Regional Categories

AFRICA

Algeria	Ethiopia	Nigeria
Angola	Gabon	Reunion
Benin	Gambia, The	Rwanda
Botswana	Ghana	Sao Tome and Principe
Burkina Faso	Guinea	Senegal
Burundi	Kenya	Seychelles
Cameroon	Lesotho	Sierra Leone
Cape Verde	Liberia	Somalia
Central African Republic	Libya	South Africa
Chad	Madagascar	Sudan
Comoros	Malawi	Swaziland
Congo, Dem. Rep. of the	Mali	Tanzania
Congo, Republic of the	Mauritania	Togo
Cote d'Ivoire (Ivory Coast)	Mauritius	Tunisia
Djibouti	Morocco	Uganda
Egypt	Mozambique	Zambia
Equatorial Guinea	Namibia	Zimbabwe
Eritrea	Niger	

AUSTRALIA AND PACIFIC ISLANDS

American Samoa	Marshall Islands	Palau
Australia	Micronesia, Federated States of	Tahiti
Christmas Island	New Caledonia	Tonga
Fiji	Northern Mariana Islands	Samoa
Guam	Papua New Guinea	
Kiribati	New Zealand	

CANADA

Canada

CENTRAL AND SOUTH ASIA *

Afghanistan	Kazakhstan	Tajikistan
Bangladesh	Kyrgyzstan	Turkmenistan
Bhutan	Nepal	Uzbekistan
India	Pakistan	

*Note: The Central and South Asia region was labeled “Central Asia” in versions of this report published prior to 2009.

EAST AND SOUTHEAST ASIA*

Brunei	Korea, D.P.R. of (North)	Mongolia
Cambodia	Korea, Rep. of (South)	Philippines
China, People's Republic of	Laos	Singapore
East Timor	Macau (SAR of China)	Sri Lanka
Hong Kong (SAR of China)	Malaysia	Taiwan
Indonesia	Maldives	Thailand
Japan	Myanmar (Burma)	Vietnam

*Note: The East and Southeast Asia region was labeled "Asia" in versions of this report published prior to 2009.

EASTERN EUROPE

Albania	Estonia	Poland
Armenia	Georgia	Romania
Azerbaijan	Hungary	Russia
Belarus	Latvia	Serbia, Republic of
Bosnia-Herzegovina	Lithuania	Slovakia
Bulgaria	Macedonia, The F.Y.R. of	Slovenia
Croatia	Moldova	Ukraine
Czech Republic	Montenegro	

MEXICO, CARIBBEAN, AND LATIN AMERICA

Anguilla	Cuba	Nicaragua
Antigua and Barbuda	Dominica, Commonwealth of	Panama
Argentina	Dominican Republic	Paraguay
Aruba	Ecuador	Peru
Bahamas	El Salvador	Puerto Rico
Barbados	Grenada	St. Kitts
Belize	Guadaloupe	St. Lucia
Bermuda	Guatemala	St. Vincent and The Grenadines
Bolivia	Guyana	Suriname
Brazil	Haiti	Trinidad and Tobago
British Virgin Islands	Honduras	Turks and Caicos Islands
Cayman Islands	Jamaica	Uruguay
Chile	Martinique	US Virgin Islands
Colombia	Mexico	Venezuela
Costa Rica	Montserrat	

MIDDLE EAST

Bahrain	Kuwait	Syria
Gaza Strip	Lebanon	Turkey
Iran	Oman	United Arab Emirates
Iraq	Palestinian Territories	West Bank
Israel	Qatar	Yemen
Jordan	Saudi Arabia	

UNITED STATES

United States of America

WESTERN EUROPE*

Andorra	Greece	Netherlands
Austria	Holy See (Vatican City)	Norway
Belgium	Iceland	Portugal
Cyprus	Ireland	San Marino
Denmark	Italy	Spain
Finland	Liechtenstein	Sweden
France	Luxembourg	Switzerland
Germany	Malta	United Kingdom
Gibraltar	Monaco	

***Note:** Andorra was classified as part of Eastern Europe in versions of this report published prior to 2009.

Appendix B. Supplemental GMAT Data

GMAT Exams Taken by Region of Residence

Table B.1. GMAT® Exams Taken by Residence — TY 2007 to TY 2011

Region of Residence*	TY 2007	TY 2008	TY 2009	TY 2010	TY 2011	Percentage of TY 2011 Total
1. United States	141,726	153,358	156,613	151,252	140,085	54.26%
2. East & Southeast Asia	26,834	31,610	37,226	41,218	47,671	18.46%
3. Western Europe	14,061	15,822	19,019	20,414	20,742	8.03%
4. Central & South Asia	14,291	20,212	23,070	20,161	19,581	7.58%
5. Canada	6,933	7,761	8,366	8,662	8,531	3.30%
6. Middle East	5,888	6,875	7,701	8,452	7,993	3.10%
7. Mexico, Caribbean, & Latin America	4,366	5,057	5,663	5,453	5,422	2.10%
8. Africa	2,349	2,951	3,598	3,780	3,585	1.39%
9. Eastern Europe	1,876	2,443	3,250	3,430	3,469	1.34%
10. Australia & Pacific Islands	753	868	1,107	1,157	1,113	0.43%
Total Number of Exams Taken	219,077	246,957	265,613	263,979	258,192	100%

* Regions ranked based on number of GMAT® exams taken in TY 2011.

GMAT Score Report Destinations by Region of Citizenship

Table B.2. Score Report Destinations for GMAT® Examinees by Region of Citizenship

Region of Citizenship	TY 2007				TY 2011			
	Scores Sent	Percent domestic	Percent elsewhere in region	Percent outside region	Scores Sent	Percent domestic	Percent elsewhere in region	Percent outside region
Africa	13,318	6.3%	0.8%	92.9%	15,420	11.1%	1.0%	87.9%
Australia and Pacific Islands	2,184	15.0%	0.7%	84.3%	2,708	17.2%	1.5%	81.2%
Canada	18,035	62.8%	N/A	37.2%	19,733	62.4%	N/A	37.6%
Central and South Asia	103,163	11.1%	0.0%	88.9%	120,654	14.4%	0.1%	85.5%
East and Southeast Asia	104,267	2.9%	5.1%	92.0%	168,734	1.9%	6.2%	91.8%
Eastern Europe	10,574	1.6%	0.9%	97.5%	13,714	2.0%	0.3%	97.7%
Mexico, Caribbean & Latin America	20,088	1.2%	0.1%	98.6%	20,980	1.4%	0.2%	98.4%
Middle East	19,183	41.6%	0.6%	57.8%	22,726	31.8%	0.6%	67.7%
United States	336,833	98.3%	N/A	1.7%	327,498	97.9%	N/A	2.1%
Western Europe	27,861	28.5%	27.7%	43.7%	38,232	33.5%	34.2%	32.3%
All Examinees	655,506	57.1%	2.1%	40.8%	750,399	50.2%	3.2%	46.6%

GMAT Score Reports Sent by Study Destination

Table B.3. GMAT® Score Reports Sent by Study Destination — TY 2007 to TY 2011

School Region*	TY 2007	TY 2008	TY 2009	TY 2010	TY 2011	Percentage of TY 2011 Total
1. United States	542,127	605,810	628,657	606,150	579,581	77.24%
2. Western Europe	51,375	63,734	79,248	84,815	84,841	11.31%
3. Canada	22,287	24,637	27,013	28,166	28,494	3.80%
4. East & Southeast Asia	14,633	20,379	25,468	25,044	25,190	3.36%
5. Central & South Asia	11,663	17,951	22,570	17,573	17,743	2.36%
6. Middle East	8,518	8,324	9,929	9,937	8,240	1.10%
7. Australia & Pacific Islands	2,855	3,604	5,408	4,333	3,217	0.43%
8. Africa	1,074	1,382	2,016	2,043	2,019	0.27%
9. Mexico, Caribbean, & Latin America	562	579	643	537	596	0.08%
10. Eastern Europe	412	376	552	447	478	0.06%
Total Scores Sent to All Schools	655,506	746,776	801,504	779,045	750,399	100%

* Regions ranked based on number of GMAT® scores sent in TY 2011.

Top Five Score-Sending Citizenship Groups in Each World Region

Table B.4. Top 5 Score-Sending Citizenship Groups in Each World Region* – TY 2011						
Region of Citizenship	(1)	(2)	(3)	(4)	(5)	TY2011 Total
1. United States	United States 327,498 (100%)					327,498
2. East & Southeast Asia	China 126,090 (75%)	South Korea 10,640 (6%)	Taiwan 9,676 (6%)	Japan 5,168 (3%)	Thailand 4,569 (3%)	168,734
3. Central & South Asia	India 112,725 (93%)	Pakistan 3,238 (3%)	Nepal 1,827 (2%)	Bangladesh 1,570 (1%)	Kazakhstan 539 (0.4%)	120,654
4. Western Europe	Germany 8,250 (22%)	France 8,075 (21%)	UK 3,890 (10%)	Italy 3,507 (9%)	Greece 2,828 (7%)	38,232
5. Middle East	Israel 7,399 (33%)	Turkey 4,840 (21%)	Saudi Arabia 3,765 (17%)	Lebanon 2,401 (11%)	Iran 2,338 (10%)	22,726
6. Mexico, Caribbean, & Latin America	Mexico 4,872 (23%)	Brazil 4,839 (23%)	Colombia 2,143 (10%)	Venezuela 1,674 (8%)	Peru 1,308 (6%)	20,980
7. Canada	Canada 19,733 (100%)					19,733
8. Africa	Nigeria 4,292 (28%)	Egypt 1,745 (11%)	South Africa 1,730 (11%)	Kenya 1,707 (11%)	Ghana 1,160 (8%)	15,420
9. Eastern Europe	Russia 4,527 (33%)	Bulgaria 1,593 (12%)	Romania 1,331 (10%)	Ukraine 1,213 (9%)	Poland 803 (6%)	13,714
10. Australia & Pacific Islands	Australia 2,139 (79%)	New Zealand 532 (20%)	Fiji 14 (1%)	N/A	N/A	2,708
Worldwide	United States 327,498 (44%)	China 126,090 (17%)	India 112,725 (15%)	Canada 19,733 (3%)	South Korea 10,640 (1%)	750,399

* N/A indicates that five or fewer score reports were sent.

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11921 Freedom Drive
Suite 300
Reston, Virginia 20190 USA
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