

| <b>WHY MBA</b>   | <b>School 1</b> |
|--|-----------------|
| Tell me about yourself?  |                 |
| Why an MBA now?  |                 |
| Why do I need an MBA to achieve my goals?                                    |                 |
| Defining moment for deciding to get an MBA.                                  |                 |
| What will you do if not accepted?  |                 |
| Why this school?   |                 |
| How is this school weak compared to others I'm applying to?                  |                 |
| Have you thought of other schools? How does this school compare?             |                 |
| What concerns do I have about the school?                                    |                 |
| What was my first impression of the school when visiting?                    |                 |
| Why a general MBA program?   |                 |
| What am I looking to get from the school outside of the classroom?           |                 |
| Clubs I'm interested in  |                 |
| Classes I'm interested in  |                 |
| What personal characteristics or qualities am I looking to develop at school |                 |
| What can I contribute to the school? (during and after)                      |                 |
| What will be my biggest challenge at school?                                 |                 |
| What will be your biggest academic challenge?                                |                 |

| <b>LEADERSHIP</b>   | <b>School 1</b> |
|---|-----------------|
| Significant leadership moments.                                     |                 |
| What is my leadership style? (How do I lead?)                       |                 |
| What are the pros and cons of your leadership style?                |                 |
| How has leadership style evolved?                                   |                 |
| What leadership skills do I expect to gain/develop from the school? |                 |
| Examples of recent leadership experiences                           |                 |
| Other leadership examples in and out of work                        |                 |
| How I've overcome issues in leadership/team situations?             |                 |
| How do I lead a team comprised of people senior and junior to me?   |                 |
| Tell me about a time you mentor someone;                            |                 |
| Example of a time I helped someone to succeed.                      |                 |
| How are you a leader in your job?                                   |                 |
| How do you lead suppliers?  |                 |