

# AGRIBUSINESS SEMINAR: AN ASIAN OFFERING



## APPLICATION FOR ADMISSION

Please answer all questions. Application must be fully completed and signed before review by the Admissions Committee.  
Please type or print legibly.

## GENERAL INFORMATION

NAME:

\_\_\_\_\_  
*Last (family)                      First                      Middle Initial                      Prefix (Mr., Ms.)                      Suffix (Jr., II)*

NICKNAME/FAMILIAR NAME FOR NAME BADGE: \_\_\_\_\_  MALE  FEMALE

NAME IN CHINESE (if applicable): \_\_\_\_\_

COUNTRY OF CITIZENSHIP: \_\_\_\_\_ DATE OF BIRTH: \_\_\_\_\_

*Month/Day/Year*

TITLE OR POSITION: \_\_\_\_\_ DIVISION (if applicable): \_\_\_\_\_

COMPANY/ORGANIZATION NAME: \_\_\_\_\_

YOUR COMPANY'S NAME IN CHINESE (if applicable): \_\_\_\_\_

*(Preferably, written in Chinese characters)*

COMPANY/ORGANIZATION ADDRESS: \_\_\_\_\_

*(P.O. boxes accepted outside U.S.) Street                      City                      State/Country                      Zip Code/Postal Code*

COMPANY/ORGANIZATION TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

COMPANY/ORGANIZATION WEBSITE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

ULTIMATE PARENT COMPANY: \_\_\_\_\_

YOUR HOME ADDRESS: \_\_\_\_\_

*Street                      City                      State/Country                      Zip Code/Postal Code*

HOME TELEPHONE: \_\_\_\_\_ MOBILE PHONE: \_\_\_\_\_

PREFERRED MAILING ADDRESS:  BUSINESS ADDRESS  HOME ADDRESS

## LANGUAGE PROFICIENCY

The program will be taught in both English and Chinese with translation. Please indicate the preferred language for classroom instruction. In addition, please select the preferred language in which to receive your classroom material.

INSTRUCTIONS:  ENGLISH  CHINESE                      MATERIALS:  ENGLISH  CHINESE

## PLEASE RETURN THIS APPLICATION:

ADMISSIONS COMMITTEE  
Agribusiness Seminar:  
An Asian Offering  
Harvard Business School  
Soldiers Field  
Boston, MA 02163-9986 U.S.  
Online: [www.exed.hbs.edu](http://www.exed.hbs.edu)  
By Fax: +1-617-496-1731

Harvard Center Shanghai  
Ms. Vivian Friedman  
Client Service Manager  
5th Floor HSBC Building  
Shanghai International Financial Centre  
No. 8 Century Avenue 200120  
Online: <http://cn.exed.hbs.edu>  
By Fax: +86-21-3852 3820

For questions on the status of your submitted application, please call +1-617-495-6226 or +86-21-3852 3888.

**CONFIDENTIAL:** The information you provide below is for use by the Admissions Committee only.

**ORGANIZATION**

	YOUR ULTIMATE PARENT COMPANY	YOUR COMPANY/DIVISION
Products/Services:		
Annual Sales Volume (in U.S. dollars):	\$□□□,□□□,□□□,□□□	\$□□□,□□□,□□□,□□□
Number of Employees:		
How many reporting levels are above you (including the CEO of the parent company)?	_____	
What is the title of the person to whom you report?	_____	

**PLEASE CHECK YOUR CURRENT INDUSTRY (check one only):**

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Animal/Fruit & Vegetable Farm | <input type="checkbox"/> Farm Equipment          | <input type="checkbox"/> Healthcare             |
| <input type="checkbox"/> Bank/Financial Institute      | <input type="checkbox"/> Feed/Grain/Seeds        | <input type="checkbox"/> Investment Banking     |
| <input type="checkbox"/> Biotechnology                 | <input type="checkbox"/> Food Processor          | <input type="checkbox"/> Life Science           |
| <input type="checkbox"/> Consulting                    | <input type="checkbox"/> Food Retailer           | <input type="checkbox"/> Pharmaceutical         |
| <input type="checkbox"/> Consumer Branded Products     | <input type="checkbox"/> Food Service/Restaurant | <input type="checkbox"/> Other (specify): _____ |
| <input type="checkbox"/> Education                     | <input type="checkbox"/> Food Wholesaler         |   |
| <input type="checkbox"/> Energy                        | <input type="checkbox"/> Government              |   |

**ANNUAL COMPENSATION (INCLUDING BONUS) IN U.S. DOLLARS (check one only)**

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> <\$100,000          | <input type="checkbox"/> \$151,000–\$200,000 | <input type="checkbox"/> \$301,000–\$500,000 |
| <input type="checkbox"/> \$101,000–\$150,000 | <input type="checkbox"/> \$201,000–\$300,000 | <input type="checkbox"/> >\$500,000          |

**WORK EXPERIENCE**

Please list your positions in reverse chronological order, starting with your current one. If all positions are in the same company, please give the major promotional sequence.

NAME OF COMPANY	TITLE OR POSITION	FROM Month/Year	TO Month/Year
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**PLEASE ESTIMATE YOUR TOTAL YEARS OF PROFESSIONAL EXPERIENCE:** \_\_\_\_\_

**PLEASE PROVIDE A BRIEF DESCRIPTION OF YOUR ORGANIZATION AND/OR BUSINESS UNIT.**

PLEASE DESCRIBE YOUR CURRENT RESPONSIBILITIES, INCLUDING YOUR LEVEL IN THE ORGANIZATION.

PLEASE EXPLAIN YOUR OBJECTIVES AND GOALS AS THEY RELATE TO ATTENDING THIS PROGRAM. ALSO DESCRIBE WHAT YOU THINK OTHER PROGRAM PARTICIPANTS MAY LEARN FROM YOU (E.G., PERSPECTIVES, SKILLS, EXPERTISE).

WHAT ARE THE MOST FORMIDABLE CHALLENGES FACING YOUR ORGANIZATION AND/OR BUSINESS UNIT?

## EDUCATION

DEGREE (check only highest level attained)

- High School     Two-Year College     BS/BA     MS/MA     MBA     Harvard MBA  
 JD/Law     PhD     MD     Fudan MBA     Foreign Diploma     Other (specify):

UNIVERSITY: \_\_\_\_\_ YEAR: \_\_\_\_\_

HAVE YOU ATTENDED A HARVARD BUSINESS SCHOOL AGRIBUSINESS SEMINAR BEFORE?

- NO     YES, IF SO WHEN? \_\_\_\_\_

HAVE YOU ATTENDED OTHER HARVARD BUSINESS SCHOOL PROGRAMS?

PROGRAM NAME \_\_\_\_\_ DATE \_\_\_\_\_

HOW DID YOU LEARN ABOUT THIS PROGRAM?

- Direct mail package     Fudan website     Online advertisement     Social media  
 HBS email notification     Internet search     Print advertisement     Other (specify):  
 HBS Executive Education website

WHAT FACTOR HAD THE MOST INFLUENCE ON YOUR DECISION TO APPLY TO THIS PROGRAM?

- A previous participant in an HBS Executive Education program     An MBA graduate of HBS     Human resource department  
Participant Name: \_\_\_\_\_  
Program/Year: \_\_\_\_\_     Division Head or Manager     Other (specify):  
 HBS faculty  
 HBS Executive Education Corporate Relations

**IF YOU SAW A PRINT ADVERTISEMENT, PLEASE SPECIFY WHERE:**

- Bloomberg Businessweek       Harvard Business Review       strategy+business       Other (specify):
  - The Economist       Harvard Business Review OnPoint
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**IF YOU SAW AN ONLINE ADVERTISEMENT, PLEASE SPECIFY WHERE:**

- eFeedLink       Food Navigator       NutraIngredients       Other (specify):
  - Food Industry & Consumer Trends       Food Production Daily
- 

**CANCELLATION POLICY**

Payment is due within 30 days of the invoice date. Cancellations or deferrals must be submitted in writing more than 30 days before the program start date to receive a full refund. Due to program demand and the volume of preprogram preparation, cancellations or deferrals received 14 to 30 days before the program start date are subject to a fee of one-half of the program fee. Requests received within 14 days of the program start date are subject to full payment of the program fee.

*Upon acceptance, payment is required prior to the program start date.*

SIGNATURE OF APPLICANT: \_\_\_\_\_ DATE: \_\_\_\_\_

I certify that all the information and accompanying material provided in connection with this application are authentic and accurate.

**SPONSORING INFORMATION**

Harvard Business School Executive Education requires that a senior executive within the organization sponsor the applicant. (Please note that the sponsor must be someone other than the applicant.)

NAME OF ORGANIZATION: \_\_\_\_\_

Nominates this senior manager for the Agribusiness Seminar: An Asian Offering program. It is understood that this executive, if admitted, will be completely free of official duties while participating in the program.

SIGNATURE OF SPONSORING EXECUTIVE: \_\_\_\_\_ DATE: \_\_\_\_\_

NAME: \_\_\_\_\_

<i>Last (family)</i>	<i>First</i>	<i>Middle Initial</i>	<i>Prefix (Mr., Ms.)</i>	<i>Suffix (Jr., II)</i>
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TITLE OR POSITION: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

<i>(P.O. boxes accepted outside U.S.) Street</i>	<i>City</i>	<i>State/Country</i>	<i>Zip Code/Postal Code</i>
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TELEPHONE: _____	FAX: _____	EMAIL: _____
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**BILLING INFORMATION**

An invoice will be emailed to the individual indicated below.

NAME: \_\_\_\_\_

<i>Last (family)</i>	<i>First</i>	<i>Middle Initial</i>	<i>Prefix (Mr., Ms.)</i>	<i>Suffix (Jr., II)</i>
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TITLE OR POSITION: \_\_\_\_\_

COMPANY/ORGANIZATION NAME: \_\_\_\_\_

COMPANY/ORGANIZATION ADDRESS: \_\_\_\_\_

<i>(P.O. boxes accepted outside U.S.) Street</i>	<i>City</i>	<i>State/Country</i>	<i>Zip Code/Postal Code</i>
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TELEPHONE: _____	FAX: _____	EMAIL: _____
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*In accordance with Harvard University policy, Harvard Business School does not discriminate against any person on the basis of race, color, sex or sexual orientation, gender identity, religion, age, national or ethnic origin, political beliefs, veteran status, or disability in admission to, access to, treatment in, or employment in its programs and activities.*