



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

## ORGANISATION

	YOUR ULTIMATE PARENT COMPANY	YOUR COMPANY/DIVISION
Products/Services:	_____	_____
Annual Sales Volume (in U.S. dollars):	\$ <input type="text"/> <input type="text"/> <input type="text"/> , <input type="text"/> <input type="text"/> <input type="text"/> , <input type="text"/> <input type="text"/> <input type="text"/> , <input type="text"/> <input type="text"/> <input type="text"/>	\$ <input type="text"/> <input type="text"/> <input type="text"/> , <input type="text"/> <input type="text"/> <input type="text"/> , <input type="text"/> <input type="text"/> <input type="text"/> , <input type="text"/> <input type="text"/> <input type="text"/>
Number of Employees:	_____	_____
How many reporting levels are above you, including the chief executive officer of the parent company?	_____	
What is the title of the person to whom you report?	_____	
Please describe your organisational hierarchy or provide an organisational chart.	_____	
_____		

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

### Manufacturing

- Aerospace/Automotive/Transportation Equipment
- Agriculture, Food, and Beverage
- Biotechnology
- Chemicals
- Consumer Products
- Energy/Extractive Minerals
- Heavy Capital Intensive/Raw Materials Suppliers
- High Technology/Electronics
- Highly Diversified Manufacturing and Nonmanufacturing
- Machinery and Equipment Manufacturers
- Medical/Healthcare Devices
- Paper and Forest Products
- Pharmaceuticals
- Software
- Textiles
- Other Manufacturing  
specify: \_\_\_\_\_

### Nonmanufacturing

- Accounting
- Advertising
- Advocacy/Legal Services
- Broadcasting
- Commercial Banking
- Computer-Related Services
- Construction
- Consulting
- Education
- Engineering
- Entertainment/Leisure
- Environmental Conservation
- Food Service/Lodging
- Foundation/Grantmaking
- General Government
- Health Services
- Housing and Urban Development
- Insurance and Diversified Financials
- Investment Banking/Brokerage

- Investment Management
- Military
- Printing/Publishing
- Real Estate
- Retailing/Wholesaling
- Social Services
- Telecommunications
- Trading
- Transportation
- Utilities
- Other Communications  
specify: \_\_\_\_\_
- Other Nonprofit  
specify: \_\_\_\_\_
- Other Services  
specify: \_\_\_\_\_

**WHAT FUNCTION BEST DESCRIBES YOUR POSITION?** (check one only):

- Accounting/Control
- Engineering
- Finance
- Fundraising
- General Management
- Human Resources
- Information Services
- Law
- Logistics
- Manufacturing/Operations
- Marketing
- Medicine
- Planning
- Product Development
- Project Management
- Public Relations
- Purchasing
- Religion
- Research & Development
- Sales
- Teaching
- Other  
specify: \_\_\_\_\_

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

- <\$100,000
- \$101,000–\$150,000
- \$151,000–\$200,000
- \$201,000–\$300,000
- \$301,000–\$500,000
- >\$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 <i>Month/Year</i>	TO <i>Month/Year</i>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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

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

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

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

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

FOR APPLICANTS TO THE *DEVELOP INDIA: REAL ESTATE STRATEGIES FOR GROWTH* PROGRAMME:

PLEASE EXPLAIN YOUR FIVE-YEAR DEVELOPMENT OUTLOOK, AND PRIMARY ORIENTATION WITH RESPECT TO THE REAL ESTATE INDUSTRY.

PLEASE DESCRIBE YOUR OWNERSHIP POSITIONS (IF ANY) ON PROJECTS.

## EDUCATION

DEGREE (*check only* highest level attained):  
 High School     Two-Year College     BS/BA     MS/MA     MBA     Harvard MBA  
 JD/Law     PhD     MD     Foreign Diploma     Other

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

HAVE YOU ATTENDED OTHER HARVARD BUSINESS SCHOOL PROGRAMMES?

PROGRAMME NAME	DATE
_____	_____
_____	_____

HOW DID YOU LEARN ABOUT THIS PROGRAMME?

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

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

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

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

- Business Standard                       The Economic Times                       Harvard Business Review                       Other (specify): \_\_\_\_\_
- Business Today                               The Economist                               Jetwings

**IF YOU SAW AN ONLINE ADVERTISEMENT, PLEASE SPECIFY WHERE:**

- Bloomberg Businessweek                       Livemint                                       NDTV     Other (specify): \_\_\_\_\_
- LinkedIn     Money Control                               Reuters

**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 programme start date to receive a full refund. Due to programme demand and the volume of preprogramme preparation, cancellations or deferrals received 14 to 30 days before the programme start date are subject to a fee of one-half of the programme fee. Requests received within 14 days of the programme start date are subject to full payment of the programme fee.

*Upon acceptance, payment is required prior to the programme 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 organisation sponsor the applicant. (Please note that the sponsor must be someone other than the applicant.)

NAME OF ORGANISATION: \_\_\_\_\_

nominates this leader for the \_\_\_\_\_ programme(s).  
It is understood that this executive, if admitted, will be completely free of official duties while participating in the programme. It is also understood that this executive is proficient in fast-paced, conversational English.

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

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

TITLE OR POSITION: \_\_\_\_\_

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

TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ EMAIL: \_\_\_\_\_

**BILLING INFORMATION**

An invoice will be emailed to the individual indicated below.

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

TITLE OR POSITION: \_\_\_\_\_

COMPANY/ORGANISATION NAME: \_\_\_\_\_

COMPANY/ORGANISATION ADDRESS: \_\_\_\_\_  
*(P.O. boxes accepted outside U.S.)                                      Street    City    State/Country                                      Zip Code/Postal Code*

TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ EMAIL: \_\_\_\_\_

*In accordance with Harvard University policy, Harvard Business School does not discriminate against any person on the basis of race, color, 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 programmes and activities.*