



D E G R E E P R O G R A M



The IMD Executive MBA

application
form



Application package

The IMD Executive MBA Admissions Committee will only review applications when they are complete. A completed application must include the following:

- » Application form (including essays)
- » Signed certification (item 16)
- » Sponsor's recommendation and two additional recommendations
- » Transcripts and diplomas (with translation if necessary)
- » 2 passport photos
- » 1 business card
- » CHF 200 application fee (provide credit card details or photocopy of bank transfer)

The decision process

As competition for places in the IMD Executive MBA program is intense, please start the application process as soon as you and your company are sure of your decision. Completed applications are reviewed as they are received, therefore it is in your interest to **apply early**.

Typically, applicants will receive a response within three weeks.

Applications are assessed by the IMD Executive MBA Admissions Committee with a view to identifying a good balance across the following criteria: career progression, intellectual ability, leadership potential, interpersonal skills and international outlook.

After the Admissions Committee has reviewed your written application, you will either be (i) informed that your application has been accepted; (ii) invited to an interview for further evaluation; or (iii) informed that your application has been unsuccessful.

If you are invited to an interview, it will be conducted at IMD or by telephone by members of the Admissions Committee. A final decision will be made after the interview.

Application for advanced standing

Those who have completed Module 1 and 2 of IMD's Program for Executive Development (PED) or Accelerated Executive Development Program (AEDP) before 2012 may apply for advanced standing to the Executive MBA program (but need to take GMAT to do so). If granted advanced standing, the participant begins study in the Mastery stage of the Executive MBA program.

To apply for advanced standing, you must submit a completed Executive MBA application package and indicate when you completed PED.

Important details

The information provided in your application is treated as strictly confidential.

i) Official transcripts, degrees and diplomas

Transcripts are required from all colleges, universities and professional schools attended and must include a comprehensive record of completed courses, grades obtained and an overall grade average. Only original transcripts or photocopies which are certified "original" will be accepted. Documents may be certified as "original" by school officials or other legal authorities such as embassies or notaries. **If transcripts are not in English or French, you must supply a certified translation with the original.** If you would like us to return your original transcripts, please make your request in writing, indicating the address to where they should be returned.

ii) Three confidential letters of recommendation

The forms provided must be used; substitutes will not be accepted. Write your name on both pages of each form, then send the forms to the people from whom you are requesting a recommendation. These people should send their completed recommendations to the IMD Information and Registration Office. One recommendation **MUST** come from your company sponsor. The most valuable recommendations come from individuals who have observed your abilities in a professional setting.

EMBA
COMPLETING
THE
APPLICATION

EMBA

COMPLETING
THE
APPLICATION

iii) Application fee

A non-refundable application fee of CHF 200 is required in the form of a credit card payment or a bank transfer (enclose photocopy of transfer). Please clearly indicate the name of the applicant when making your payment to: IMD account 477.629.01Z
UBS S.A.
Place St. François 1
CH-1002 Lausanne, Switzerland
Swift No: UBSWCHZH80A
Clearing number: 243
IBAN No: CH370024324347762901Z

iv) Cancellation and transfer policy

If you are admitted to the Executive MBA program, but find that you are unable to attend, you must notify IMD in writing to either cancel or transfer to the next available session. In the case of cancellation, the CHF 10,000 deposit, plus any fees paid for program modules that have already started, are non-refundable. Additional cancellation and transfer fees may apply, as described below.

PED Module 1 transfers and cancellations

Up to 6 weeks before the start of PED Module 1
Cancellation: No cancellation fee.
Transfer: No transfer fee.
From 6 weeks up to 11 days before the start of PED Module 1
Cancellation: Cancellation fee, 50% of the PED Module 1 fee.
Transfer: Transfer fee, 20% of the PED Module 1 fee.
Within 10 days before the start of PED Module 1
Cancellation: Cancellation fee, 100% of the PED Module 1 fee.
Transfer: Transfer fee, 100% of the PED Module 1 fee.

EMBA Strategy and Advanced Concepts distance learning module transfers and cancellations

Up to 6 weeks before the start of the Strategy and Advanced Concepts distance learning module
Cancellation: No cancellation fee.
Transfer: No transfer fee.
From 6 weeks up to 11 days before the start of the Strategy and Advanced Concepts distance learning module
Cancellation: Cancellation fee, 50% of the distance learning module fee.
Transfer: Transfer fee, 20% of the distance learning module fee.

Within 10 days before the start of the Strategy and Advanced Concepts distance learning module
Cancellation: Cancellation fee, 100% of the distance learning module fee.
Transfer: Transfer fee, 100% of the distance learning module fee.

EMBA Mastery stage transfers and cancellations

Up to 6 weeks before the start of the Mastery stage
Cancellation: No cancellation fee.
Transfer: No transfer fee.
From 6 weeks up to 11 days before the start of the Mastery stage
Cancellation: Cancellation fee, 50% of the EMBA Mastery stage fee.
Transfer: Transfer fee, 20% of the EMBA Mastery stage fee.
Within 10 days before the start of the Mastery stage
Cancellation: Cancellation fee, 100% of the EMBA Mastery stage fee.
Transfer stage: Transfer fee, 100% of the EMBA Mastery stage fee.

Please note

IMD programs tend to be fully booked in advance. Space may not be available in later sessions. Once you have paid the program fee, if you intend to transfer but do not attend another program within 24 months, you forfeit the program fee.

Process and invoicing

You send your completed application to the Information and Registration Office, which forwards it to the IMD Executive MBA Admissions Committee for assessment. Assessment takes approximately three weeks. The Information and Registration Office will notify you of the outcome of the Admissions Committee review. If you are accepted, the Information and Registration Office will send you an acceptance letter and tuition fee invoices by priority mail. The Program Coordinators will contact you around six weeks before the program start date to give you information on hotels and pre-program preparation.

Applications may be typed or hand-written (using BLOCK CAPITALS).

Please ensure that your name is on each page.

1. Dates

Please indicate the dates you will take the EMBA Foundation stage modules

Program for Executive Development

Advanced Strategy and Concepts
(distance learning module)

PED Module 1: _____

May – June

September – October

EMBA Modules 1-5 starting with distance learning in November: _____
YEAR

Are you applying for advanced standing? Yes No

If yes, please indicate when you completed PED: _____

2. Professional information

Gender: Male Female

Dr/Mr/Mrs/Ms: _____
FIRST NAME FAMILY NAME

Preferred name: _____

Job title: _____

Company name: _____

Company address: _____

Postal code: _____ City: _____ Country: _____

Direct telephone: _____ Central telephone: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Direct fax: _____ Central fax: _____
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Mobile telephone: _____ Website: _____
INDICATE AREA CODE IN BRACKETS

E-mail: _____
IMPORTANT

Name of parent company: _____

Address of parent company: _____

Postal code: _____ City: _____ Country: _____

Key figures:	Business unit	Company	Parent company
Annual revenue in US\$:			
Number of employees:			

Is the company a family-owned business? Yes No



Applicant

First name: _____ Family name: _____

3. Personal information

Home address: _____

Postal code: _____ City: _____ Country: _____

Home telephone: _____ Home fax: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

E-mail: _____

Nationality(ies): _____

_____ Date of birth: _____
DD/MM/YYYY

Years of full-time business experience at start of program: _____

GMAT score (if applicable): Total: _____ Quant: _____ Verbal: _____

AWA: _____ Date taken/scheduled: _____
DD/MM/YYYY

Have you filed an application to any previous IMD MBA program? Yes No

If so, for which year? _____

4. Employment summary

Present level of responsibility: _____

Director of board, chief executive officer, president Middle management, manager of function

Senior management, director of function Junior management

General manager, divisional manager and/or manager with national responsibility Other: _____
PLEASE EXPLAIN

Area of responsibility: _____ Number of employees reporting to you: _____

Your direct budget responsibility: For revenue: _____ For costs: _____

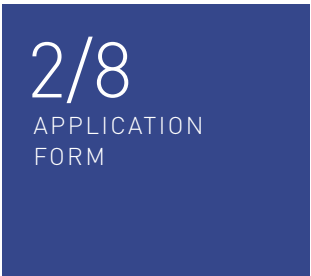
In position since: _____ *Starting and current annual salary in US\$: _____
MM/YYYY

Previous positions held

Please start with most recent and list only post-graduation, full-time positions.

Company	Country	Position	Dates		*Annual salary in US\$ <small>STARTING/ENDING</small>
			<small>FROM</small> <small>MM/YYYY</small>	<small>TO</small> <small>MM/YYYY</small>	

*Please give the exchange rate you used to arrive at US\$: _____



Applicant

First name: _____ Family name: _____

Areas of expertise

Please indicate your level of experience.

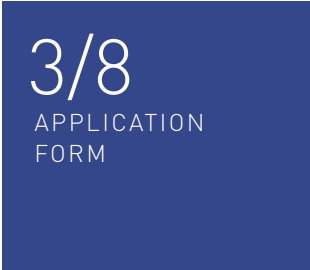
	Strong	Moderate	None
General Management			
Strategic Planning			
Accounting and Control			
Finance and Financial Analysis			
Project Management			
Marketing			
Sales			
Production and Operations			
HR and Organization			
IT			

Other: _____
PLEASE EXPLAIN

5. Description of career history

Please provide a brief description of your career history and accomplishments to date, including current duties and reporting responsibilities.

The response must be limited to 11 lines.



Applicant

First name: _____ Family name: _____

6. Education

Please list all colleges, universities and other educational programs attended, starting with the most recent. Also indicate if the institutions are universities (U) or professional schools (P) and whether you attended as a full-time (FT) or part-time (PT) student.

Institution/Location	U/P	Field of study	Duration	Year	FT/PT	Degree	*Results
			YEARS/MONTHS	GRADUATED		OBTAINED	ACHIEVED

*CLASS OF DEGREE, CLASS RANKING, GRADE POINT AVERAGE, ETC.

7. Languages

Mother tongue: _____

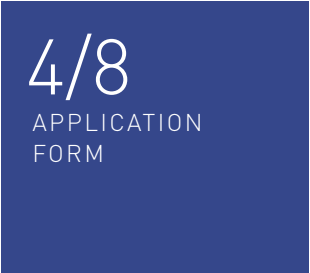
Rate your proficiency in other languages: **fluent**, **good** (working knowledge), **fair** (simple conversation), **basic** (some understanding)

Language	Reading	Writing	Speaking	Where and how did you learn this language?

8. International exposure

Please list significant experience living, working and studying outside your own country.

Activity	From-To	Country/Region



Applicant

First name: _____ Family name: _____

9. Briefly state your career objectives

The response must be limited to 10 lines.

10-13. Essays

Questions 10-13 should be answered on separate sheets of paper.

Please re-type the questions with your answers and include your name on each page.

Please take this opportunity to present yourself to the Admissions Committee in a concise, informative and open manner.

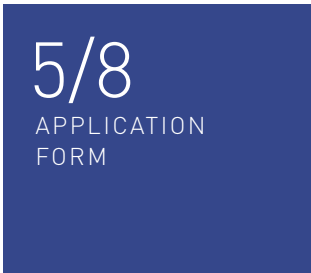
Each essay should be a maximum of **15 lines**.

10. Please describe three situations, business or otherwise, in which you were involved and which were of importance to you. Explain why you view them as such.

11. Please comment on a situation where you failed to reach an objective and what you learned from it.

12. In what ways do you believe you can contribute to the IMD Executive MBA program?

13. Optional question: Is there any additional information that is critical for the Executive MBA Admissions Committee to know that has not been covered elsewhere in this application?



Applicant

First name: _____ Family name: _____

14. Please select the sector in which your company is primarily involved

CHOOSE ONE

Agriculture, Forestry and Fishing

- 0110 Agriculture, Agricultural Services and Fishing
- 0770 Environmental Services
- 0850 Forestry

Mining

- 1010 Metal and Mineral Mining, Except Coal
- 1310 Crude Petroleum, Gas and Oil
Extract, Coal Mining

Building and Construction

- 1500 Building and Construction
- 1510 Building Maintenance Services

Manufacturing

- 2010 Food, Beverage and Tobacco Products
- 2210 Textile, Clothing, Leather
- 2400 Lumber and Wood Products
- 2600 Paper, Paper Packaging and Paper Products
- 2620 Packaging, Other than Paper
- 2800 Chemicals – Other than Petro, Agro or Pharma
- 2830 Chemicals – Pharmaceuticals,
Cosmetics, Toiletries
- 2870 Chemicals – Agricultural, Organic, Biological
- 2900 Chemicals – Petroleum and Plastic Products
- 2950 Tires and Other Rubber Products
- 3200 Stone, Clay and Glass Products
- 3300 Metal Products
- 3350 Weapons, Defense, Arms
- 3400 Instruments – Medical, Optical, Tools, etc.
- 3500 Industrial Machinery and Equipment
- 3510 Cables
- 3550 Electric and Electronic Equipment
- 3570 Computer Hardware
- 3600 Photo Products, Tapes, Video
and Other Supplies
- 3710 Motor Vehicles
- 3720 Aeronautics, Aircraft
- 3730 Shipbuilding
- 3940 Toys
- 3990 Miscellaneous Manufacturing Industries

Transportation Services

- 4000 Shipping
- 4010 Railroad Transportation
- 4200 Trucking and Warehousing
- 4420 Water Transportation
- 4421 Shipowners
- 4500 Air Transportation
- 4712 Freight Transportation
- 4990 Tourism

Trade

- 5000 General Retail and Wholesale Trade
- 5010 Retail
- 5942 Bookshops

Finance, Insurance and Real Estate Services

- 6010 Banks
- 6050 Venture Capital Services
- 6100 Financial Services
- 6230 Security and Commodity
Institutions and Brokers
- 6300 Insurance Companies and Brokers
- 6350 Surety Insurance
- 6500 Real Estate
- 6800 Accounting, Auditing, Tax Preparation
- 6850 Financial Consultants
- 6900 Holding Companies

Other Services

- 7010 Hotel and Restaurant
- 7300 Advertising and Public Relations
- 7350 Printing and Publishing
- 7360 Music and Video Recording, Motion Pictures
- 7370 Programming, Software,
Computer Related Services
- 7373 Multimedia
- 7375 Internet (E-commerce, M-commerce)
- 7390 Scientific Research
- 7392 Management and Other Consultants
- 7800 Entertainment, Amusement
and Recreation Services
- 8000 Health and Medical Services
- 8100 Legal Services
- 8200 Educational Services, Schools, Universities
- 8230 Libraries
- 8910 Engineering Services
- 8920 Telecommunications

Public Services

- 9000 Public Organizations, Governments,
Government Departments
- 9620 Postal and Telecommunications Services
- 9630 Water, Sewage and Sanitary Services
- 9635 Radio and Television Broadcasting

Miscellaneous

- 9992 Family Business
- 9995 Conglomerate
- 9999 Not Available

Applicant

First name: _____ Family name: _____

15. How did you hear about this program?

PLEASE INDICATE YOUR: MAIN SOURCE = CHECK ONE PLEASE / OTHER SOURCES = MULTIPLE SELECTION POSSIBLE

- IMD Advertisement – Publication name: _____
- Brochure received directly from IMD: _____
- E-mail received directly from IMD: _____
- IMD website: _____
- IMD Wednesday Webcast: _____
- IMD Webletter: _____
- Other Internet sources (Which?): _____
- External educational directory (Name?): _____
- Your HR Manager (Name?): _____
- Boss/line Manager (Name?): _____
- Direct contact with an IMD representative: _____
- Recommended by a past participant/alumnus: _____
- IMD newsletter, magazine, etc.: _____
- IMD Perspectives for Managers: _____
- Press article, editorial – Publication name: _____
- Other source – Please specify: _____

OTHER SOURCES

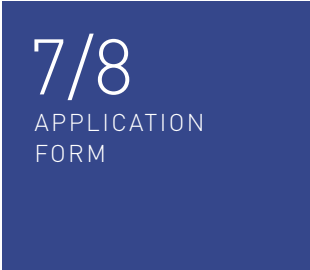
MAIN SOURCE (CHECK ONE)

Please attach 2 passport photos (print your name on the back) and your business card. Alternatively, you may provide these as electronic files if you are submitting the application form by email.

Business card

Passport photo

Passport photo



Applicant

First name: _____ Family name: _____

16. Certification

Please read the following carefully before signing your application:

- I have read the IMD Executive MBA brochure and am aware of the conditions of admission and IMD's expectations of participants in the Executive MBA program
- In particular, I am aware of the need for fluency in the English language, obligatory class attendance, and devotion to the program and the evaluation process
- I have taken due note that if I fail to meet these conditions, I may be asked to withdraw from the program, or my degree may be withheld
- I have read, understood and accept the cancellation and transfer policy on the second page entitled Completing the Application
- I further certify that the information given in this application is complete and accurate to the best of my knowledge

First name: _____ Family name: _____

Date: _____
DD/MM/YYYY

Payment

Please indicate in whose name the invoice for the program fee should be issued, if your application is accepted.

Dr/Mr/Mrs/Ms: _____
FIRST NAME FAMILY NAME

Job title: _____

Company name: _____

Company address: _____

Postal code: _____ City: _____ Country: _____

Direct telephone: _____ Central telephone: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Direct fax: _____ Central fax: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Mobile telephone: _____
INDICATE AREA CODE IN BRACKETS

E-mail: _____

Please return your completed application as soon as possible to:

IMD
Information and Registration Office,
Chemin de Bellerive 23
P.O. Box 915, CH-1001 Lausanne, Switzerland

Tel: +41 21 618 07 00
Fax: +41 21 618 07 15
info@imd.org www.imd.org

Applicant

First name: _____ Family name: _____

Note to applicant: Please write your name on all pages of this form, and then give the form to your company sponsor. Ask your sponsor to return the completed recommendation form to IMD's Information and Registration Office.

Note to sponsor: The purpose of the **IMD Executive Master of Business Administration** program is to provide an opportunity for experienced, fast-rising professionals to strengthen their business knowledge, develop their management and leadership skills, and broaden their views in an international environment. The average age of our participants is 40 (within a range of 35 to 45) and, on average, our participants have 16 years of work experience (within a range of 10 to 25 years). In selecting participants for this program, the IMD Executive MBA Admissions Committee gives particular attention to the information given by the company sponsor. This sponsorship form should be completed and signed by an executive who personally knows the applicant and is familiar with the company's future plans for him or her. The information you provide will be **strictly confidential**. Please note that, according to Swiss law, there is no obligation to, nor shall we, release information contained in this recommendation to the applicant. We greatly appreciate the time and effort involved on your part in completing this form. Thank you.

Level of applicant in company: _____ Title or position: _____

Number of levels between applicant and senior officer in company: _____

Number of persons supervised by applicant: _____

1. Please describe the applicant's responsibilities and reporting relationships (use an organization chart, if necessary):

2. Please indicate your objectives in nominating the applicant.
In what ways do you expect him or her to develop?

3. What do you consider to be the applicant's talents or strengths?

4. What do you consider to be the applicant's weaknesses or opportunities for improvement?



Applicant

First name: _____ **Family name:** _____

5. Please give us your appraisal of the applicant in terms of the qualities listed below. Rate the applicant in comparison with other persons of his/her age and experience level whom you consider to have a clear potential for leadership in management.

	Below average	Average	Above average	Exceptional	Not observed
Business orientation					
Analytical skills					
Competence in his/her field					
Intellectual curiosity					
Vision/broad business perspective					
Proven leadership					
Taking initiative					
Self-confidence					
Maturity					
Perseverance					
Energy					
Creativity					
Teamwork					
Interpersonal skills					
Communication skills					
English language skills					

6. Please comment on the ratings you have assigned above and make any additional statement about the applicant's record, or about potential or personal qualities that you believe would be helpful to the Admissions Committee. If possible, please describe any situations or incidents that would depict the applicant's future potential.

Applicant

First name: _____ **Family name:** _____

7. What are your company's plans for the applicant after completion of the program?

8. Did you discuss with the applicant the reasons you want him/her to participate in the program? Yes No

I confirm that, if the applicant is accepted to the IMD Executive MBA program, he or she will be completely free of official duties during the out-of-the-office modules and will not be asked to absent himself or herself for the duration of the program.

Date: _____
DD/MM/YYYY

Sponsor's full name (please print): _____

Job title: _____

Company name: _____

Company address: _____

Postal code: _____ City: _____ Country: _____

Direct telephone: _____ Central telephone: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Direct fax: _____ Central fax: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Mobile telephone: _____ Website: _____
INDICATE AREA CODE IN BRACKETS

E-mail: _____



Your recommendation is considered part of the candidate's application.

Thank you again for your time.

Please return the completed form as soon as possible to:

IMD
Information and Registration Office,
Chemin de Bellerive 23
P.O. Box 915, CH-1001 Lausanne, Switzerland

Tel: +41 21 618 07 00
Fax: +41 21 618 07 15
info@imd.org www.imd.org

Applicant

First name: _____ Family name: _____

Note to applicant: Please write your name on all pages of this form, and then give the form to the person who will write your recommendation. Ask your recommender to return the completed recommendation form to IMD's Information and Registration Office.

Note to recommender: The purpose of the **IMD Executive Master of Business Administration** program is to provide an opportunity for experienced, fast-rising professionals to strengthen their business knowledge, develop their management and leadership skills, and broaden their views in an international environment. The average age of our participants is 40 (within a range of 35 to 45) and, on average, our participants have 16 years of work experience (within a range of 10 to 25 years). It would be very helpful to the IMD Executive MBA Admissions Committee if you could give a candid appraisal of the applicant. The information you provide will be **strictly confidential**. Please note that, according to Swiss law, there is no obligation to, nor shall we, release information contained in this recommendation to the applicant. We greatly appreciate the time and effort involved on your part in completing this form. Thank you.

1. How long have you known the applicant and in what capacity?

2. What do you consider to be the applicant's talents or strengths?

3. What do you consider to be the applicant's weaknesses or opportunities for improvement?

1/3

CONFIDENTIAL
LETTER OF
RECOMMENDATION

Applicant

First name: _____ **Family name:** _____

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	Below average	Average	Above average	Exceptional	Not observed
Business orientation					
Analytical skills					
Competence in his/her field					
Intellectual curiosity					
Vision/broad business perspective					
Proven leadership					
Taking initiative					
Self-confidence					
Maturity					
Perseverance					
Energy					
Creativity					
Teamwork					
Interpersonal skills					
Communication skills					
English language skills					



5. Please comment on the ratings you have assigned above and make any additional statement about the applicant's record, or about potential or personal qualities that you believe would be helpful to the Admissions Committee. If possible, please describe any situations or incidents that would depict the applicant's future potential.

Applicant

First name: _____ Family name: _____

Date: _____
DD/MM/YYYY

Recommender's full name (please print): _____

Job title: _____

Company name: _____

Company address: _____

Postal code: _____ City: _____ Country: _____

Direct telephone: _____ Central telephone: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Direct fax: _____ Central fax: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Mobile telephone: _____ Website: _____
INDICATE AREA CODE IN BRACKETS

E-mail: _____



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2. What do you consider to be the applicant's talents or strengths?

3. What do you consider to be the applicant's weaknesses or opportunities for improvement?



1/3
CONFIDENTIAL
LETTER OF
RECOMMENDATION



Applicant

First name: _____ **Family name:** _____

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Analytical skills					
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Taking initiative					
Self-confidence					
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Communication skills					
English language skills					

5. Please comment on the ratings you have assigned above and make any additional statement about the applicant's record, or about potential or personal qualities that you believe would be helpful to the Admissions Committee. If possible, please describe any situations or incidents that would depict the applicant's future potential.



Applicant

First name: _____ **Family name:** _____

Date: _____
DD/MM/YYYY

Recommender's full name (please print): _____

Job title: _____

Company name: _____

Company address: _____

Postal code: _____ City: _____ Country: _____

Direct telephone: _____ Central telephone: _____
INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

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INDICATE AREA CODE IN BRACKETS INDICATE AREA CODE IN BRACKETS

Mobile telephone: _____ Website: _____
INDICATE AREA CODE IN BRACKETS

E-mail: _____

Your recommendation is considered part of the candidate's application.

Thank you again for your time.



3/3
CONFIDENTIAL
LETTER OF
RECOMMENDATION



Please return the completed form as soon as possible to:

IMD
Information and Registration Office,
Chemin de Bellerive 23
P.O. Box 915, CH-1001 Lausanne, Switzerland

Tel: +41 21 618 07 00
Fax: +41 21 618 07 15
info@imd.org www.imd.org

The fee for the program is CHF 105,000. This includes tuition, learning materials and a three-course lunch served at IMD on weekdays.

The fee is payable as follows:

Payment timing	Sum
*Deposit (non-refundable) upon acceptance of admission	CHF 10,000
PED Module 1 (payable 30 days upon acceptance)	CHF 25,000
Strategy and Advanced Concepts distance learning module (payable one month prior to starting)	CHF 15,000
EMBA fees (October 1st, one month prior to start of Mastery stage)	CHF 55,000
Total	**CHF 105,000

Travel and living expenses are not included in the fee. While at IMD, participants typically stay at a hotel just a few minutes' walking distance from the school.

The cost for the three compulsory Discovery Expeditions is estimated at approximately CHF 12,000 per person. This estimate is based on current rates and includes travel, accommodation and meals for all locations.

For advanced standing prices, please contact a Program Advisor at +41 21 618 07 00.

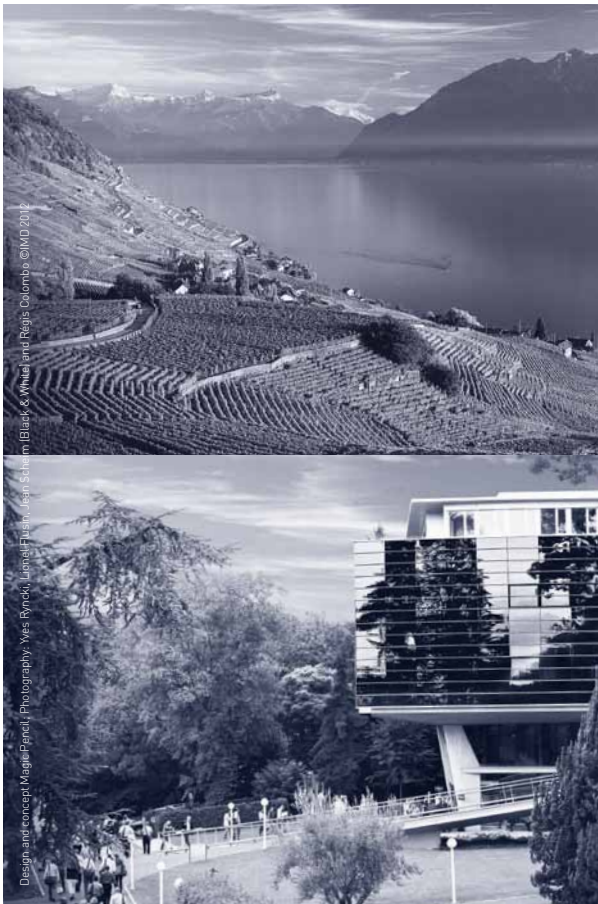
***The deposit must be paid upon acceptance of admission** in order to guarantee a place in the program. Payment should be made by credit card or by bank transfer to:
IMD account 477.629.01Z
UBS S.A.
Place St. François 1
CH-1002 Lausanne, Switzerland
Swift No: UBSWCHZH80A
Clearing number: 243
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