Hi, everyone. Thank you for joining us today. My name is Min Le and I will be hosting the chat today. I am joined by my colleagues, Morgan Bernstein, Cindy Jennings Millette, Om Chitale, Liz Rosenberg, Brandon Toney, Anthony Whitten, and Andrea Brougher. Please send us your questions!

What is the reason for the salary questions for employment history? How much does it weigh on the application?

Thanks for joining today. The salary question does not carry any weight in the admission decision. It is primarily used for reporting purposes down the road, to help us determine the delta between your pre and post MBA salary.

I was wondering if I am applying through the Consortium, are there benefits to applying on Oct 15 rather than Jan 5? I am going to try to make the Oct 15 deadline but am not sure I will be quiet ready that soon.

The benefits to applying Oct 15 are just like applying early in non-Consortium application rounds. If you’re ready and at your best, you get to apply in a round with less people competing for 100% of the open seats and scholarship money. Of course, there is still great opportunity in Round 2, but there will be more applications submitted in that round. You’ll also receive an earlier decision, which could be beneficial for you. Most importantly, you should apply when you feel your application is at its strongest.
Attendee: What according to Haas is a good fit?

Answer: Lots of MBA programs talk about fit, so this is a good question! If you review our defining principles (student always, question the status quo, confidence without attitude and beyond yourself) and feel a good match, this is one element of fit. Of course, reasons for pursuing your MBA and a match for our MBA curriculum is an element of fit.

Sharon: What is the best way to incorporate salary information if you have had multiple roles within the same company?

Answer: The employment section of our application is looking for your starting and ending salary at an existing firm. If you’d like to elaborate on other salary increases, you can use the optional essay to do so.

Attendee: What percentage of marketing students actually make it into marketing companies/profiles?

Answer: Approximately 23% of graduates in the Class of 2018 went into marketing roles. You can find our full employment report here: https://mba.haas.berkeley.edu/careers/employment-report

Attendee: How many years of work experience is required for a MBA program?

Answer: Most of our students have two or more years of full-time professional work experience following the completion of their undergrad degree, though this isn’t required. The average years of post-university work experience is 5 years. More important than quantity, however, is the quality of that experience. When reviewing applications, we are particularly interested in the progression and milestones of your career, as well as your supervisor’s assessment of your value as an employee and potential as a leader.
Hello, and thanks for hosting this Q&A session! I have a few questions regarding the program itself. **Is the IBD course available only to second year students? Still on IBD, how is the structure of the program?**

The IBD course is generally taken by second semester first year students. Here is a link that explains more about the structure of the program.

[https://haas.berkeley.edu/international-business-development/](https://haas.berkeley.edu/international-business-development/)

**Assuming I were not employed at all, would this make me ineligible?**

If you’re not currently employed, you’re still eligible to apply. We recommend including your reasoning for your current gap in employment in the optional essay section. The admissions committee reviews applications holistically, so state your case for why the MBA makes sense at this point in your career trajectory.

What is the maximum number of years of experience that an MBA candidate can have to be admitted into the program?

There is no maximum number of years of work experience. Our students average about 5 years, but there are students on both sides of that figure.

How strong is the Social Impact program at Haas?

I think about it as a function of our values and defining leadership principles - we care about social impact because it’s a core part of how we view our school/mission. Business has a role to play in society, writ large, and we want to challenge the longer-standing notion that business’s only responsibility is to the shareholders. Specifically in terms of programming...check out the website under Haas Institute for Business and Social Impact!
Attendee: I have close to 9 years of work experience; would that be an impediment while applying to Haas? Totally cognizant that more work-ex could potentially pose unique challenges for the Career Guidance group(s) in pushing through the post-MBA goals.

Answer: Thank you for asking. On average, our students have 5 years of work experience with the 80% range between 3 and 8. That said, we have students who come into the class with 15-20 years. We appreciate that everyone is ready for an MBA at a different point in their lives.

Salini: Hi there! In terms of industry diversity, what percentage of students come in from the social impact/non profit space? A general trend idea should be enough if the percentage is a big variable every year.

Answer: It varies year to year, but approximately 10-15% come in from non-profit/education/social impact.

Harsh: I would like to know about the student life and activities at Berkeley Haas?

Answer: Haas is a very student-led culture, so student life and activities are pretty vibrant. It’s a small class, too, so it’s a really strong bond between students (and alumni, faculty, etc.). Reach out to the Haas Student Ambassadors to learn more! https://mba.haas.berkeley.edu/admissions/student-ambassadors

Attendee: Hello. Sorry, I can’t hear anything yet. Did you start the session? Just to know. Thank you.

Answer: The session has started. There will be no audio. Please type your question for a response. Thank you.

Diana: Hello, thanks for this chat. I would like to know how do you think Haas boosts soft skills and people management skills?

Answer: Yes, Haas has a number of ways to boost soft skills. One example in particular is the leadership communication class which focuses on developing presentation skills and authentic leadership. There are other examples as well. I would recommend you reach out to the HSAs to learn more at hsa@haas.berkeley.edu. Or watch some of our student webinars to learn more from a student perspective.
Michael: Thank you for hosting this Q&A! I was wondering whether the Career Paths outlined on the website are rigid tracks or are students able to take elements from across these paths for a customized experience?

Answer: The program aligns more closely with paths for a customized experience. The 12 required courses in the core curriculum build on one another to foster mastery of the analytical tools and essential knowledge to lead successfully. Beyond the core, you’ll have the freedom to tailor the majority of your MBA studies to achieve your goals and passions.

Attendee: Are there additional or specific requirements for international students who are applying to do the MBA program? For example, some schools accept the GRE and GMAT exams, however international students will not be accepted based on a GRE score, therefore making the GMAT compulsory for them.

Answer: Hi, we accept both GMAT and GRE for international applicants and they are viewed equally.

Attendee: Which one was the last GMAT average of the students? How is its dispersion?

Answer: Hi, the average GMAT for the incoming class was 726, with the middle 80% range being 690-750. Keep in mind your application is reviewed holistically, so it doesn’t just come down to numbers.

Attendee: Hello What if I went through multiple schools to get my undergrad degree? A community college, a student exchange program abroad and my university. They calculated the grades in different system. I cannot get a average without calculating myself using onl

Answer: Hi, please list the gpa recorded on your transcript from your degree granting institution.

Asad: Is there any emphasis put on System Thinking and/or System change within the program?

Answer: I’m sorry but I’m not really clear on your question. Could you clarify what you mean by System Thinking/Change?
Tarek: It states on the website that the curriculum includes 60 percent elective courses. Do you have the option of choosing courses or tracks?

Answer: We do have several tracks that you can follow, if you so choose (for example, in Technology, Health Care, Entrepreneurship etc) but you can also choose to create a general management curriculum if you prefer.

Caitlin: Does admissions offer a way to connect with Haas alumni in your city of residence for a coffee chat?

Answer: You may review the Admissions Events page. You may also reach out to our Haas Student Ambassadors to connect with specific alumni hsa@haas.berkeley.edu

Deepak: How can I fund my MBA for Berkely without the savings value? I mean Non-debt funds are only the source or some other options available

Answer: There are many ways to finance your education aside from loans, including scholarships and work/study opportunities. The best thing to do is to reach out to our Financial Aid team (finaid@haas.berkeley.edu). They will be happy to help you.

Daniel: I also found Design Sprint for Corporate Innovation extremely interesting. Can we take both courses during the MBA? (Also the IBD.)

Answer: The way our Applied Innovation courses work is that one is required but you are able to take more than one if you’d like.

Sarah: For full and part-time jobs during undergraduate studies, should internships be included or only paid positions?

Answer: Internships may be included in your application.
Attendee: For applicants who are interested in applying but are struggling to find time to study and take the GMAT/GRE due to full-time work situations, what is the best way to approach this issue?

Answer: Taking the GMAT/GRE is required for all applicants. Granted, we understand that our applicants are all working professionals and your application will be reviewed holistically. Areas of quantitative strength will be reviewed in multiple sections of your application.

Spencer: If we are applying through the Consortium, is there any downside to submitting the application past Haas’ 9/26 deadline, but still meeting the Consortium’s 10/15 deadline?

Answer: If you are applying in the Consortium 10/15 deadline you will considered along with applicants from the 9/26 deadline. There is no difference on your end.

Attendee: What are some new developments at Berkeley Haas that prospective students should know and be excited about?

Answer: So much to be excited about. We have a new Dean - make sure to check out her priorities going forward. We have a great new building (Chou Hall) with an emphasis on sustainability (beyond the building). We will be leaning further into both data science/data literacy and inclusion/diversity - because we see both trends as critical leadership skills.

Attendee: What are the chances for a Software Engineer without any managerial positions or leadership experience?

Answer: We certainly admit many software engineers into the FT MBA program each year so we understand that many in these roles have not had official management experience. What we look for here is how you have had impact in your role, perhaps by questioning the status quo, or have led projects or teams, without authority. We also look at the progress you have made in your career. Hope this helps.
Yun: Regarding essay #2, the question seems to focus on how Haas would contribute to our leadership development, but I also seen from bootcamp materials that the essay should touch on how our leadership profile has developed thus far, wondering which aspect should be the focus of essay 2? The past, the future, or both?

Answer: Through this question we seek to understand your existing leadership profile (known strengths or gaps) and how an MBA from Haas will help fill in those gaps. The specific examples can either relate to prior experience or how you’ll contribute in the future. There’s a lot of flexibility in this essay, so it’s up to you to decide where to focus and what examples to share.

Sydney: Hi there! One quick point of clarification on the second essay prompt. The prompt includes two bullets recommending applicants to think about past leadership experiences and leaders that he/she admire. *Does the admissions committee expect to see responses to these questions in the essay or would you prefer to have applicants focus on the main question on how Berkeley specifically will enhance our leadership profile?* Many thanks in advance!

Answer: We are most interested in learning about YOU, and hearing specific examples that showcase your leadership profile (strengths, known gaps). Yes, hearing how a Haas MBA will enhance your profile is a key element of the question but we are not looking for a laundry list of Haas courses.

Nikolay: How would you recommend to research the extracurricular options available at the school prior to applying?

Answer: There are so many co-curricular activities at Berkeley Haas and they are a huge part of the MBA experience. I’d recommend reaching out to the club officers. Most clubs have an officer who addresses admissions questions. You can find the list of clubs here: [https://mba.haas.berkeley.edu/student-life/clubs](https://mba.haas.berkeley.edu/student-life/clubs)

Sasha: If I have two part time jobs currently, how should I address that in my application? Should I combine the salaries and data or just put one of the application as duse optional essay for the other?

Answer: You can list both PT jobs in the employment history if you’d like. And these of course will be highlighted in your resume which we use as a snapshot of your professional experience. I would recommend mentioning this in your optional essay as well.
Sumit: For the essay "What makes you feel alive when you are doing it, and why?", shall we talk about professional or personal experience?

Answer: We’ve kept that essay prompt broad on purpose. It’s really an opportunity for you to tell us who you are - certainly takes some introspection, we know! If it’s a professional thing, great. If it’s a personal thing, great.

Attendee: What do you want to see in the answer to the first Essay prompt (What makes you feel alive when you are doing it and why?). Does it have to be anything work related only?

Answer: No, the response does not need to be only work related. We want to learn more about who you are. Tell us something that can convey a sense of who you are.

Diana: Also, if you could please elaborate on the social focus with non-profit organizations, especially in the education sector

Answer: Great opportunity to lean into non-profit/social impact in the education space. We have an Education Club that’s pretty vibrant and brings in speakers, connects to opportunities in the workforce, builds networks. We have several classes geared toward social innovation, social impact leadership, social sector solutions, etc. You can gear those toward education easily - many of our students do. Plus, you can take classes in the Masters of Education school here on campus!

Richard: Where should I elaborate on extracurricular activities that do not fit on my resume?

Answer: Hi Richard, we also have an extracurricular section in the application. Please use this section to elaborate.

Attendee: Can you provide some advice on how to tackle Essay #2? I tried to include a leadership example but is cutting into some specifics on how I plan to develop my leadership profile at Haas.

Answer: We provide several resources and templates to help you get started. Here is an essay #2 template that may be helpful. The rest of Application Bootcamp can be accessed here: https://info.haas.berkeley.edu/ft-admissions-bootcamp-step-0.
Andrew: Hi there! **Do you have any advice for reapplicants when answering the 2 essays? Specifically the essay about how Haas would help to enhance our leadership profile?**

Answer: Great to hear that you’re considering reapplying. Our best advice for reapplicants is to put as much effort into it as you did the first time. Take an opportunity to reflect on your prior application, including possible gaps or weaknesses. For answering the essays, we hope to see responses to both essays. If you are reapplying within 2 years of your last application, we will review your new app and your old app together. So, think of this as an opportunity to share or showcase new examples or experiences.

Hernando: **What are the required scores for GMAT and TOEFL for Latin American students for the MBA at Haas?**

Answer: There is no required score for the GMAT, but our required score for the TOEFL is 90.

Luther: **Hello! I noted on the application that it includes a section for "full-time and part-time jobs held during undergraduate or graduate studies". Is this referring only to jobs held during the school year, or would you like for us to include summer internships?**

Answer: Hello Luther. You may include your summer internships as well.

Kate: **Good morning from Seattle - thank you for having us! I have a quick question on the part of the application where we list up to 5 community/professional activities that we have been involved in. Just wanted to confirm that this section is not supposed to include activities like intramural sports or consistent hobbies?**

Answer: You can use this space to select the five extracurricular activities that you feel are most important or meaningful to you, and that you want the admissions committee to know. If intramural sports or consistent hobbies fall into that category, you can certainly consider including it here.
Attendee: It was mentioned that Most of your applicants have approximately 5 years of work experience, is anything less acceptable? Does it consecutively need to be in the same field/position/company?

Answer: There is no requirement for years of work experience. Most of our students have two or more years of full-time professional work experience following the completion of their undergrad degree. The average years of post-university work experience is 5 years. More important than quantity, however, is the quality of that experience. When reviewing applications, we are particularly interested in the progression and milestones of your career, as well as your supervisor’s assessment of your value as an employee and potential as a leader.

Shreya: How important are my undergrad grades to get admitted to Haas?

Answer: Hello Shreya. We take a holistic approach to reviewing all applications. Your undergrad GPA is not the determining factor of your admittance to Haas. If you feel your undergrad grades are not the strongest please focus on other areas of your application.

Vaurn: Hello! Is it reasonable to provide ballpark figures for the financial disclosures required while applying for the Berkeley need-based scholarship?

Answer: We appreciate that funding is important when considering business school. For the need based scholarship, the financial aid team will need specific information and documentation as highlighted online. "Ballpark figures" would not be sufficient for review.

Yuliyana: Thank you for taking the time to do this chat. What are the main materials the admissions committee looks at first before reviewing a candidate’s full application (e.g is the GMAT score and resume that are the key initial components)?

Answer: We review every application in it’s entirety. Typically, the first piece of the application we’ll look at is the resume because it helps us get a quick snapshot of your profile before we dive into the rest of the application.
Jingwei: Hi there! Thank you for hosting the session. **Will I be able to access the scholarship application section after I submit after September 26th?**

Answer: The scholarship application will automatically open. Keep in mind, all prospective students will be evaluated for fellowships and scholarship funding and some may not required additional application submissions.

Jia: Hi I’m really interested in the Cleantech to Market project, so I just wanted to know if this is organized as a course? Or more like a research project? Also I’m wondering if Energy Institute is within Haas? Can MBA students participate in some of the researches EI does? Thank you very much.

Answer: I’d suggest reaching out to our Berkeley Energy Resources and Collaborative (BERC) club or our HSAs at hsa@haas.berkeley.edu.

Salini: In terms of weight, how much weight is allocated to GRE/GMAT test scores over professional experience?

Answer: Hello Salini. The GRE/GMAT is weighted equally along with the rest of the application. The application is reviewed holistically.

Nicole: Is there a word limit we should keep in mind for the "nature of organization or activity" in the 5 extracurricular activities question?

Answer: There is no word limit for the extracurricular activities but it’s always best to be concise and just give the key information.

Daniel: Regarding the application process itself, I would like to know, which one would you suggest I choose. One of my recommendation letters is from my former supervisor, but I’m currently self employed and own a startup. Between one of my founding partners and one of my investors (who is active on the daily operations and knows me very well) which would be the best one?

Answer: My best advice is to choose a recommender who knows you well, and you’ve worked most closely with. You will know who that is based on your relationship! You also want to choose someone who is going to be an advocate for you and has the time to spend on submitting a strong recommendation, and knows how important this MBA opportunity is for you.
Mariam: Hello, I have 9 years of experience but I switched careers 5 years in, is this seen negatively? What can I do about it?

Answer: No, this is not a negative. There is nothing for you to do, outside of documenting your experiences on your application.

Dylan: Hello! Thank you for hosting this event! As someone who has been in the workplace for several years, one challenge I anticipate (if admitted) is getting back into the swing of academics. How does Haas help transition students back into the day to day of student life?

Answer: It’s a challenge for most of our admits, as average years of experience is about 5 years. There is a bootcamp before class starts that helps - plus you can always take online courses before you come just to get into the habit. First semester ramps up pretty fast with core classes, so to the extent that you can come in and get rolling, you’ll have less catch-up. But you’ll also have a study team to help you ramp up once you arrive!

Attendee: Do you look for a variety of roles/experience in a candidate? Is there a disadvantage if you’ve been in the same organization at the same role for your entire work experience?

Answer: What the admissions committee reviews is the quality of your experience. When reviewing applications, we are particularly interested in the progression and milestones of your career, as well as your supervisor’s assessment of your value as an employee and potential as a leader. It should align with your career trajectory goals.

Minwoo: As located in Bay area, what kind of career opportunities or programs can Berkeley Haas provide to its MBA students who want to pursue their post-MBA career in tech sector?

Answer: Approximately 30-35% of our students pursue careers in technology. A full employment report can be found here: [https://mba.haas.berkeley.edu/careers/employment-report](https://mba.haas.berkeley.edu/careers/employment-report) Given our proximity to Silicon Valley and strong relationships with firms in the Bay Area, we are well positioned to help our students who are pursuing roles in tech. The most common roles are Product Manager or Product Marketing Manager.
George: Hi there. I had a question on Optional Information section Essay (Please elaborate on any of your above responses). Is there an inappropriate way to use this section? If we would just like to elaborate on how are parents raised us or something of the like would that be appropriate?

Answer: We certainly ask you to use your best judgement, but if you feel there are elements or experiences from your childhood/family life that have shaped how you show up in the world today, or the opportunities and paths that you’ve followed, please feel free to share with us. We seek to get to know you holistically, which includes professional as well as personal insights.

Benjamin: How would admissions consider a GMAT score that is near the mean for incoming students, but with a significant difference between the Quantitative and Verbal sections (lower Quant)?

Answer: Since the application is reviewed holistically we will consider a GMAT score that is near the mean. I would suggest emphasizing other areas of your application if you feel your GMAT may not be the strongest.

Sukjoon: I would be grateful if you can elaborate a bit more about scholarship opportunities for international students.

Answer: Hello Sukjoon. We offer many scholarship opportunities for international students. Please review the options here:
https://mba.haas.berkeley.edu/admissions/scholarships

Andrew: For older candidates, would it be ok if our resume goes beyond one page? I have 13+ years of work experience and as an older candidate, explaining my full work experience/trajectory after undergrad I think would help to explain why an MBA now.

Answer: We generally recommend a one-page resume because most of our applicants have 10 or less years of work experience. With 13 years, you can go beyond the one page but the other option, and perhaps the preferable one, is to provide more detail in the Employment History section of the application. This give you the space to talk about transitions between roles and to give more detail on your trajectory.
Milos: I have a question about how you evaluate students from foreign countries, like myself. Specifically, I went to the state university in Belgrade, the Faculty of Economics, where the grading system is different, from a 5-10 scale, with 6 being a passing grade?

Answer: Please include the GPA listed on your transcript in the international GPA section. Please do not include official conversions. Our admissions committee reviews international applications by region and they are calibrated accordingly.

Justin: Hi there, I had a question on Essay 2. The prompt requests that we explain "how a Berkeley Haas MBA would enhance your leadership profile." I was wondering whether we should describe the elements of our leadership profile that specifically relate to the overall preamble ("We value different opinions...") or whether we can cast a wider net and define "leadership profile" more broadly. Thank you so much!

Answer: With just 300 words to respond to this essay, I'd recommend sticking with the leadership values as outlined in the prompt. We are signaling to you what is important to Haas and our community, so it would be wise to align your response with one or more of those values. This template may be helpful as you think about how to approach your response.

Danielle: What is the minimum GPA required for the program?

Answer: Hi Danielle, we do not have a minimum GPA. Our average undergraduate GPA for domestic graduates was 3.66 and the middle 80% range was 3.41-3.9. Keep in mind this is a holistic review, so we review beyond the numbers taking into consideration other factors such as your coursework.

Attendee: Are there any special tuition aid available for international students admitted to the program? Is there a way to make one's degree STEM compliant with a certification (without having to do a dual degree)?

Answer: International Students are eligible for all of our scholarships including our merit and defining leadership scholarships. We also have private loans available. The MBA program is not STEM compliant. More info on financial aid is here: https://mba.haas.berkeley.edu/admissions/scholarships
Danielle: Does the part time earn you the same degree as the full time MBA program?
Answer: Yes, the programs have the same degree. You choose one or the other based on your personal needs and desired student experience.

Richard: Do you offer an application fee waiver for AmeriCorps alumni?
Answer: Hi Richard, yes - A $200 application fee is required and payable within the online application. A fee waiver is available if you are a U.S. citizen or permanent resident who is an active participant of the Americorps or Peace Corps, a U.S. military service member, or who qualifies based on financial need as determined by Estimated Family Contribution.

Sevita: How important is it to talk about student clubs, classes or professors you’re interested in taking class with in your essays? I’ve been given this advice, but because Haas is different and is guided by the Defining Principles, I don’t feel like this applies.
Answer: If those things are really meaningful, and you can weave them into a meaningful/cohesive story you’re telling, then it can help us understand that you have thought through why Haas is going to help you get to your goals. But if I read a little into your question, I agree - don’t name those things just because you feel it’s a checkbox thing. Real humans are reading those essays, so we’ll be able to pick out when you’re just pandering.

Joseph: According to the past years, what percentage do applicants who are chosen in Round 1 account for in the whole class?
Answer: We don’t adhere to percentages of applicants admitted in each round. Rather, we admit applicants with strong applications in every round.

Attendee: For the MEng/MBA joint degree, do we have to indicate and apply together, or can we apply for the MEng after being accepted into the MBA program?
Answer: Anonymous - You apply to both programs concurrently. On the Haas application there is a section to indicate that you’re interested in this dual degree. The applications are mostly identical, with the primary difference being an academic letter of recommendation requirement for MEng.
Attendee: For the optional essay #1: how Haas MBA would enhance our leadership profile. Do you mean while we are at Berkeley, are you asking specifically with Haas, so do you want certain classes we will take?

Answer: You may expand on all areas of your leadership profile. You may consider clubs and organizations, classes, networking, etc.

Nicole: When is the last test date that you'll accept a GMAT score for R1?

Answer: Please note that all items are required for the completed application on September 26th for R1.

Annamarie: If we studied a semester abroad or took a summer class at a community college - do we need to list those institutions in the “Academic History” section of the application?

Answer: If your degree granting institution is domestic and the coursework was included in your transcript along with the grades, it isn’t required. Otherwise, please include these institutions separately and attach relevant documentation.

Harsh: Could you tell me more about MBA Healthcare Administration Program?

Answer: I recommend connecting directly with our student ambassadors for direct experience by emailing hsa@haas.berkeley.edu. If you’re interested in the dual degree MBA/MPH, more information can be found here.

Attendee: Hello, I have worked as a software engineer for 5 years, and currently pursuing Post-Grad diploma in Liberal Arts & Sciences. Will this kind of mix academic and professional experience add any value to my application?

Answer: Our MBA students come from a wide variety of backgrounds. Combining your engineering and liberal arts background will definitely provide for a robust application.
Tom: Do most students come to Haas with a specific career path in mind? How common are career changes pre and post MBA for Haas graduates?

Answer: Yes, most students come to Haas with a specific career path in mind (it’s also a short answer question in our application!). While we don’t hold you to your goals (many students explore other options once they arrive to campus), it is certainly wise to come in with a path in mind. The vast majority of our students are career switchers, looking to change industry, function, or both through the MBA.

Oliver: Hi, can you highlight some of the advantages of Haas being in the Bay Area? Also, I am sure alumni end up dispersed all over the world, but where are some of the stronger alumni networks located?

Answer: That’s one of our big advantages - whether it’s because we get leading practitioners across a variety of fields coming as guest speakers or professors, or because of our literal proximity to go visit offices and schedule coffee chats with folks here...it’s a pretty incredible advantage. Plus, of course, companies are looking right at us as a source of incoming MBA talent. Our stronger alumni networks are the East/West Coasts of the US, with a good international contingent going back home (abroad).

Zeynep: Hi, thank you for this session! Do you consider graduate GPA as well in the application or only the undergraduate GPA? Would it benefit if the graduate GPA is closer to the incoming class average?

Answer: Yes, we consider graduate GPAs as well undergraduate GPAs.

Attendee: In the case of admission. May I send the translated versions of my transcript and diploma (hard copies) and the official versions issued by the school by mail? And this translated hard copies versions should be signed by an accredited ATA’s translator or may this translator send by pdf and I print and send to you?

Answer: At the time of application, feel free to scan your transcript and translation. At the time of admittance, we will require original documents to be mailed to our office.

Zeynep: Is it possible to observe classes that are not included in one of the options (Food Innovation Studio for example) during the Campus visit day?

Answer: No, unfortunately if a class is not listed on the visitation day schedule it is not open for visitors. We base the schedule off of fire code room maximums.
Caitlin: Is there an option for a virtual tour of Haas?

Answer: We don’t have a virtual tour at this time, however, we do have a podcast for those visiting campus which might give you some good info: https://mba.haas.berkeley.edu/tour

Chia: Building on Michael’s question, do we receive recognition of the Career Path anywhere in the records? Or is it just a recommended way of taking specialized courses? How much of a difference would the career path will make for your future employment opportunity?

Answer: There’s not official certification or degree, if that’s what you are asking. You are certainly welcome/encouraged to include the focus on your resume as a signal to employers.

Jacob: I was wondering what weight is given to the Analytical Writing and Integrative Reasoning sections of the GMAT when considering applicants.

Answer: Each school looks at the different sections of the GMAT differently. At Haas, we primarily focus on the Verbal and Quant sections but look at the others for a score that might be an outlier which could flag an issue that we might need to investigate further.

Shivang: Hi, thanks for hosting this Admissions chat. Is it possible to get the employment stat by geographical distribution or by list of employers? I understand that the report does contain a list of major employers but is not a comprehensive list.

Answer: Unfortunately, we don’t have the employment information by geographic region. What I can share is that a great many of our students do end up staying on the west coast after graduation, not because they can’t get jobs elsewhere, but more due to the number of opportunities available, particularly in the Bay Area.
Attendee: Hi there! Before the Full-time MBA app opened, I accidentally opened an application for the Masters in Financial Engineering. Is there a way to delete that application? Will that cause confusion when I submit my Full-time MBA app?

Answer: Please reach out to the MFE office to remove your application. As long as you haven’t submitted the MFE application, there shouldn’t be an issue.

Attendee: Hi there! Thanks for Q&A session. What is the best resource (like curriculum, club, or institution) for an international student shifting his career from finance & accounting into a finance software product management in west coast? And ultimately pursue entrepreneurship back to his country in the long-term. Thanks.

Answer: The Tech career path page of our website has some great info on the resources available for those looking to transition into tech. https://mba.haas.berkeley.edu/careers/tech

Attendee: Hello team! Thanks for the admission chat. Are there TA/RA opportunities available for international students?

Answer: I recommend directly emailing our International Student Representatives.

Attendee: What if the transcripts do not have GPA recorded? Do I calculate myself?

Answer: Feel free to send your question directly to mbaadm@haas.berkeley.edu attaching your transcript in question. Typically there is a total score provided in the transcript and this would be input into the “international GPA” section, though each country is different.

Tandon: Hi, I’m currently suffering with chronic migraine since 7 months and that is affecting my ability to study for GMAT. I was hoping to have done with the exam by this time and apply in Round 1 but now have to delay plans. Would it be advisable to apply in Round 3 or should I apply next year for Round 1?

Answer: Depending upon when you are looking to enter graduate school would determine when you should apply. However, please note that you should consider your health. If your chronic migraines continue and you are unable to perform your best on the GMAT I would suggest waiting. I hope you feel better.
Diego: I come from Peru and I was working for almost 6 years in an Steel Company. I decided to move to SFO to improve my fluently in the English language and get use to the City. I would like to know if I can schedule an appointment with you and see if I could be eligible to your MBA program.

Answer: I would recommend scheduling a visit! Unfortunately we are not able to assess your chances of admissions but we certainly can meet with you to discuss eligibility requirements and criteria. If you sign up for the visitation program you attend a Q&A with admissions which outlines criteria. And we also have office hours 9-4 M-F. More information can be found here: https://mba.haas.berkeley.edu/admissions/visit

Diana: Hello, for the essay “What makes you feel alive when you are doing it, and why?”, are you expecting a one unique thing, or can I mention a couple of things that are meaningful?

Answer: We are looking for something that gives us insight into who you are. There is a word limit, so you should use the space wisely.

Erik: On the website, it says you are interested to see what we have done to learn more about the program, particularly if we haven’t been able to visit campus - should we explicitly mention what we have done to learn about Haas in essay #2 or is there another place where we should include this information?

Answer: Thank you for this question. In essay #2 we are not looking for you to provide a laundry list of the courses that you’ll take at Haas or the clubs you plan to get involved in. Rather, we are hoping to see some self-reflection on your part re: your leadership profile (known strengths and gaps) and how an MBA from Haas will help enhance your leadership profile (e.g. fill in those gaps). Certainly, if that response includes some Haas specifics that is great and helpful, but it’s best to be authentic and thoughtful about the ones you choose.

Attendee: Is there a big alumni network that could help in the career application process? If you study part time, would you still have access to that network?

Answer: Our alumni network is 41,000+. We have an amazing alumni community and as a student and alum of the Berkeley MBA program you not only have access to the FT MBA alumni network but also the larger UC Berkeley alumni network as well as our Executive and Evening/Weekend programs. More info on alumni here: https://haas.berkeley.edu/alumni/community/
Attendee: Thank you for taking the time of this Q&A. I want to know Berkeley Haas’s professor’s background. For example, academic or what kind of industry etc...

Answer: All of our pressors are either top-level researchers in their field (academics) or top-level practitioners (lecturers, non-tenure track). Since we’re a professional school, we want to have that mix so we’re getting incredible academic researchers mixed with "oh yes, we’ve done this before" type teachers. As for academics, lots of economists and social psychologists and organizational behaviorists, etc.

Attendee: Concerning the need-based scholarships, what are the elements that may constitute “significant financial need?”

Answer: Anonymous - We ask that you provide us with as much information and detail as possible so that we can review your total financial need. As you can imagine, this varies by individual and it’s difficult to provide a general response without knowing specific situation.

Xinyue: Hi, my master degree transcript does not show GPA. Would it be possible to fill in master degree information without GPA during application?

Answer: Please include your master degree transcript. We understand not all programs granted GPAs and we will review the transcript submitted. Should there be any questions, we will inquire further.

Attendee: When I try to enter my school in the application, there is a blank asking for International GPA (if applicable). What should I put in this? I am wondering if this refers to exchange student programs.

Answer: Please use the international GPA box if your degree granting institution is outside the United States.

Yuliyana: What volunteering opportunities are available at Haas?

Answer: Hi Yuliyana! Great question...we definitely encourage volunteering as much as you’d like while you’re here. Couple of programs that stick out are our BOOST mentorship program, our Days at Haas beyond yourself volunteer day, our Freshman2Admissions mentorship program, Reading Partners...check them out online!
Nikolay: What percentage of applicants come from tech or engineering and what percentage go into a tech industry after graduation?

Answer: Nikolay - 30-35% go into technology. 15-20% are coming to us with an undergrad degree in engineering. The full class profile can be found here: https://mba.haas.berkeley.edu/admissions/class-profile

Standon: Hi there, I've had to take some time off work due to health reasons. Should I talk about this in my application?

Answer: I would suggest expanding on any gaps of employment in the supplemental information portion of your application.

Attendee: I have a question about attending CA community colleges. I was enrolled in several classes at my local one while in high school - should this be included along with transcripts or is this only for students who completed at degree?

Answer: Correct, only for degree completion.

Alina: How do you recommend highlighting professional experience in the startup space? I know many startups are relatively unknown compared to places like Deloitte, so do you recommend providing additional context around these organizations?

Answer: We certainly value startup experience, just like we value consulting experience. It's more about what you did in either of those spaces, and how you've reflected on growth/challenges/excellence therein. If you think we need context to understand that reflection, please provide it. But we know that space is limited, so be careful not to overload. You can expect that we can fill in the gaps in our reading without needing to know specifics.
Attendee: I did a wide variety of courses during my undergrad. Though all my computer science core courses + management minor courses were overall 9/10 GPA, but overall GPA tapered a little because of subjects I had no interest in and came to be about 8.3/10. Would that affect my prospects?

Answer: Your undergraduate transcript and GPA is just one component of your evaluation. We do consider grade trajectory, as well as other activities that you may have done while in undergrad. You may want to provide details on your circumstance in the optional essay.

Kom: How adaptive is the Haas MBA curriculum?

Answer: At Haas, we want students to tailor their MBA journey to meet their own needs. The core curriculum is standard for all students (although it is possible to waive out of certain courses). But, once you get to the electives, the choice is very much up to you as to how you want to structure your experience here.

Standon: Hi there, I’m currently working as a journalist for the last 7 years. Since I don’t have a consulting or finance background, is that a negative?

Answer: No, we welcome candidates from all backgrounds. We will assess your academic aptitude to see if you will be a strong match for the program. This can be demonstrated in your test scores or college transcript.

Annamarie: In the Extracurricular Section of the application, are you looking for extracurricular beyond what’s in our resume? Or is it ok to repeat what’s in our resume?

Answer: The extracurricular section of your application should provide more context beyond what’s in your resume, if you have it. If you do not have anything additional to share but would like to expand more about what’s in your resume that’s fine.
J.C.: I have two questions regarding my diplomas and my GPA (I graduated at the Sorbonne, in France)
- GPA: do I have to calculate it by myself or should I let the French scoring system (out of 20)?
- Diplomas: you are requiring "official records prepared by the issuing institution." However when I asked to my University the clerical staff assured me they were not able to do so. What are you expecting in terms of diploma translations?

Answer: Please write the GPA listed on your transcript in the "International GPA" section, in your case out of 20. Please avoid self-calculations. In terms of your diploma, please submit translations completed by a certified ATA translator.

Attendee: Hello! When an admitted student is being considered for need-based scholarships or financial aid, does the process take into account parents’ financial situation / extent to which undergrad education was funded through need-based aid, or just the applicant’s financial situation (i.e. income savings)?

Answer: All of these things may be considered in the evaluation for need-based aid.

Bhavani: Any tips in regarding how to approach essays?

Answer: We are most interested in getting to know who you are. Tell us what makes you, you.

Manuel: How would one go about adequately using the optional consortium essay? What kinds of things would an applicant address in this essay? I ask since we already have a similar question as one of the consortium specific essays.

Answer: If I understand your question correctly, you are asking about the optional Haas essays on the Consortium application. We will see your general Consortium essay, so you should use the optional essays to tell us something different or expand upon what you have already included.

Jia: Is campus visit highly suggested for east coast students?

Answer: We recommend all applicants visit, but it is not required. If you are offered an interview that will be an opportunity to visit campus.
Concerning Two Professional Letters of Recommendation, I would like to provide letters from:

- one previous supervisor that left the company; and
- one current client supervising a project I lead.

Choosing recommenders that know you the best is ideal so this sounds like a good plan.

How should one prepare for the interview if we are selected for it?

If selected for the interview you will receive an email with information about what the interview may feel like. Otherwise, I would suggest utilizing interview prep materials.

I would also like to ask about a housing crisis I have been reading about. Is that true?

I am not sure what specific articles you are reading, but finding housing can be challenging in the Bay area. We, however, will point students in the direction of resources to assist in navigating their needs.

Absolutely! There are existing systems that are either failing or need to be redesigned, i.e. K-12 Education system that was designed to educate students during industrial age. Thus, system change inherently means to redesign and/or reimagine the system.

Hi Asad - jumping in here to follow up from Liz. Just affirming what you're saying here. might be a good way to incorporate our defining leadership principle of questioning the status quo...our Pre-K-12 system is one of the more inequitable status-quo institutions, indeed.
Pamela: Hello and thank you for this chat opportunity! I come from a marketing and communications background and plan to take pre-MBA math courses to ensure I’m ready for the quant-heavy core curriculum - is this something I can speak to in the optional essay and would it be considered given I’ll be improving my quantitative skills even more prior to the start of the program?

Answer: Yes, please feel free to include this information in the optional essay, including any updates on your performance or grades in the courses at the time of submission.

Attendee: If an applicant has spoken with Haas faculty and current students to learn about academics and student life, is it advised that you mentioned those conversations specifically in your application essays?

Answer: This is not necessary as it would not carry weight in the decision making process.

Attendee: Hi, if you apply to the MEng/MBA joint degree, with the MEng Ad Com review your MBA application? If so, how would you incorporate some your interest and aptitude for the MEng program into the MBA application?

Answer: Yes, the MEng faculty will also review your application. It’s possible for you to be admitted just to the MBA, just to the MEng, or to both. You can use the optional essay to provide any MEng specifics that you’d like them to consider.

Danielle: What if you don’t have extra curriculurs, will that hurt your chances of admission?

Answer: Hi Danielle! Thanks for asking. We want to understand you holistically - the easier answer is to say ‘yes, you need extra curriculars, because it shows what you’re passionate about and that you are working toward those passions outside of work,’ but if you have different circumstances (i.e. working multiple jobs to support family, as just ONE example), you can communicate that to us. Make sure you do, though. We will notice when we don’t see extracurriculars, and we’ll be looking for your explanation, perhaps in optional essays.
Concerning Two Professional Letters of Recommendation, I would like to provide letters from:

- One previous supervisor that left the company; and
- One senior client employee currently supervising a project I lead.

Can this be adequate?

Answer: Yes, that would be sufficient.

If two bachelors degrees are earned from the same institution at the same time, should we upload the same total transcript to the separate entries in the education portion of the application?

Answer: Please include each degree separately. You may use the same transcript to upload.

Thanks for conducting this session, are there any application fee waivers available for international students?

Answer: Our fee waivers available are for domestic applicants.

Hello, I had technical difficulty with the TOEFL and now there are no spots available to do it again before the 26th. Can I take it after the deadline?

Answer: Yes, you may submit your application with your current TOFEL score, and submit an updated score to mbaadm@haas.berkeley.edu. Please submit your score at least two weeks prior to the decision deadline for the round in which you are applying.

Just to clarify my understanding, I should go ahead and provide information accurate as of Sep, 2019 in the financial aid section while submitting the entire application, and then provide official documentation, if required?

Answer: In terms of timing for this, I’d recommend connecting directly with Financial Aid. They can provide you with details: finaid@haas.berkeley.edu
Milos: I have a question about how you evaluate students from foreign countries like myself. Specifically, I went to the state university in Belgrade, the Faculty of Economics, where the grading system is different, from a 5-10 scale, with 6 being a passing grade.

Answer: Please use the "international GPA" section for degrees granted outside the US, listing the GPA reported on your transcript. Please refrain from using conversions.

Diana: Thanks for your answers. If possible, I would like to know if extracurriculars must include volunteering, or if a sports community of being part of a staff committee inside the my company (outside of my job responsibilities) would be accepted as extracurriculars?

Answer: All of those are certainly appropriate to include. Focus on those where you feel you’ve had the most impact, have been able to demonstrate leadership and have shown the greatest commitment.

Olivia: Hi there! Can you speak to whether an applicant’s chances of receiving merit or need-based scholarship or aid vary meaningfully between Round 1 and Round 2? Thank you!

Answer: You should apply when you feel your application is the strongest. But, you should be aware that we have the most scholarship resources during round 1.

Attendee: Being an european student, do attending and completing the Full-Time MBA program enable me to work in the United States?

Answer: As a student, you are able to work in the US for your internship but we can’t guarantee post-graduation work here. You would have to get a visa allowing you to stay and work.

Charlotte: Regarding the IBD programme- does Haas engage with the same clients in this programme repeatedly over years, and does the school or do students keep in touch with the clients to learn of progress after the semester’s project?

Answer: Haas does engage with certain clients repeatedly, building stong relationships with them. Many students do keep in touch with the clients afterwards, mostly because these are often true passion projects.
Daniel: Regarding the GMAT, is there more weight in Quant than Verbal? For instance, if 2 GMATs are scored 700, does a higher quant score weight more?

Answer: We are reviewing your total composite score.

Attendee: For the MEng/MBA program, does 1 of the recommender have to be an academic recommender? I was involved with research as an undergrad, so I feel that my past supervisor can better speak to my technical abilities. I’m working as an engineer in a technical field. Thanks!

Answer: Yes, the dual degree with MEng does require an academic LOR.

Kom: Does Haas help candidate to secure visa?

Answer: No, we do not provide candidates direct aid in securing your visa. We can help put you in touch with the international office at the university.

Dylan: Growth after the FT MBA experience at Haas is important to me as I look to continue learning about innovative leadership and effective management throughout my career. How does Haas continue to engage with its alumni after they have graduated from the program?

Answer: Check out this page on our website about being Students Always
https://haas.berkeley.edu/alumni/learning/

Robert: Recognizing that Haas students come from a diverse range of backgrounds, what are some common characteristics of students who fit well with the culture at Haas?

Answer: You should check out our four guiding principles. If those resonate with you, you would may be a good fit at Haas.
Attendee: I will apply through the consortium. Before I knew that, I opened an application on the Berkeley website. Will this negatively impact me if there is an application open but I end up applying through consortium?

Answer: No, not at all. Many candidates start but do not finish an application.

Keting: Hello! When we apply, shall we request official GMAT transcript to be sent to your office, or unofficial digital transcript for GMAT is sufficient? Thanks!

Answer: At the point of application, we accept your self reported score. We request official scores at the point of offering admission.

Diptanil: I would like to know more about health care consulting opportunities and the organizations that come to recruit for the same

Answer: Our employment reports provide details about HC consulting opportunities and organizations. Click the tabs to look at the industry and top employers. https://haas.berkeley.edu/recruiters/report/

Attendee: What are the eligibility criteria for any sort of financial aid for any international student?

Answer: We offer scholarships and have partnered with a credit union to provide a student loan to international students. https://mba.haas.berkeley.edu/admissions/scholarships

Justin: Hi again - for career switchers, do you have any suggestions on how to articulate our rationale in the application? Is a potential career switch something you'll extensively scrutinize (especially given that the word limit on the short answer question is quite short)? Thank you.

Answer: No, you will not be penalized for career switching. There is an optional essay box to tell us more about your life circumstances.
Mariam: What is a common mistake you usually come across in applications?

Answer: This is a broad question and there are many possible responses. One piece of advice I would give (going to reframe this in the positive) is to encourage candidates to share both professional and personal insights about themselves. We are truly interested in getting to know you as a person, not just as a professional. We want to know how you will contribute to our community, how you will take risks, how you will engage etc. Seek out opportunities in the application to share both.

Attendee: I have worked in 2 different countries, leaving the former 5 years ago. I am still in contact with my old supervisor. I can get two recommendation letters within my current company, one from my current supervisor and one from a director, or I can also get one recommendation letter from my current supervisor and one from my old supervisor from the former country. Which do you think would present me better?

Answer: It’s always best to get your recommendations from those supervisors who know your current level of work best but whom also know your potential. I would likely lean toward your current company as long as they know you well.

Indira: What are some DEI initiatives being undertaken by the Haas community?

Answer: Dean Harrison has named DEI as one her key strategic goals going forward, and we’ve been putting resources behind our words really meaningfully. Our new Chief DEI Officer has a whole host of initiatives underway, and our students are so passionate about DEI. For example, we have the Race Inclusion Initiative, Gender Equity Initiative, Q@Haas, Veterans Club, etc. (all student led clubs). We also have the Center for Equity, Gender, and Leadership which does lots of DEI work. Dialogues on Race and Equity Fluent Leadership are good classes to check out, too!

Attendee: Hello: what are the opportunities for a Full-Time MBA Program student to perform additional activities to financially sustain himself or herself? Does the Career Service provides support in this? Are there companies seeking for part-time (1/2 days a week) collaboration with MBA program studends?

Answer: Students pursue paid summer internships, which certainly helps, and about 25% pursue Graduate Student Instructor roles in their second year. This includes both a fee remission and a stipend. Depending upon the time commitment for this role, it could be as much as $10K per semester. In some cases, students will also continue working part time for their summer internship employer in their second year.
**Attendee:** Consortium essay #2 is an optional essay for us to write whatever we want. Haas also has optional essay. **How do we use both? Won’t we just put everything in the Consortium essay #2?**

**Answer:** All Consortium sections of the application will be submitted to the admissions committee, so if you choose to include the optional essay from Consortium’s application, it will be included in the review process.

**Nikolay:** **If there is a technical issue with our application, will someone contact the applicant? If not, how can we confirm all the required application information has been provided?**

**Answer:** Yes, if there is an issue one of the specialists will contact you. Additionally, you can track how your application is moving in slate. There are not regular updates, but you will be able to see some markers of progress.

**Attendee:** I have always been very curious in life. I have done so many things in varied dimensions in my life such as Software Coder, Handling Telecom Operations, Student leader, Building Machine Learning Applications, Dietician for 1 year, Failed Startup owner, CFA/Advance Finance Courses and pursuing Master in Psychology. I have 6 year of experience. **If I mention this all in application does it give picture of Unfussed person or other way around?**

**Answer:** Hi, the admissions committee reviews applications to identify how the MBA makes sense for this point in your career trajectory. We understand you may take your own path!

**Attendee:** Hello. **Where will be possible to find the transcript of the today chat?**

**Answer:** The chat will be emailed to all registered attendees.

**Furheen:** Hi, thank you for this chat. **What do you suggest applicants coming from healthcare, with no quant background, do to show their quant competency?**

**Answer:** You will have the option to showcase your quant skills on the GMAT or GRE. You may also take additional courses or utilize work experience to showcase your quant skills.
Manuel: If you intend to career switch but don’t have much professional experience in your new potential field, but do have experience in that arena it outside of work, how much space should one dedicate to this on his or her resume?

Answer: It really depends… If you feel that this experience is critical to understanding your career trajectory, then include it.

Attendee: Thanks for hosting the chat. I am working in an investment bank now. I plan to take an MBA program in 2 years for further promotion. Will this program help me to apply for PE or other buy-side jobs?

Answer: Our Career Management Group has a number of resources and staff to help you with the search.

Diana: I am aware of the benefits and stamp of approval of a Haas MBA. However, I would like to know if you have a deep focus into impact investment and venture capital. How is the relationship with VC companies in the Bay Area and Haas alumni?

Answer: It’s a pretty great stamp! But of course, the stamp only matters because the real value is in those relationships with VC - whether impact investing or not. We have lots of alumni in both fields, and we connect people to those industries both officially (career management group) and through our alumni relationships. Berkeley is definitely a great place for both sides of the table, when it comes to entrepreneurship.

Attendee: I am currently doing my masters. Before that I was working in tech industry. Will a LOR from my professor be preferable or it has to be from my supervisors?

Answer: We would like the recommendations from your supervisors.

Attendee: My degree granting institution is outside the United States and does not calculate a cumulative GPA. Should I calculate the International GPA myself? If so, should I weight the score by units/credits?

Answer: Please include the GPA written on your transcript. Please avoid making self calculations.
Carolina: I asked this because I need to know what kind of service should I contract with the translator - in advance, because this things takes time. **So, should the translator give an affidavits or just signed?**

Answer: At the point of application, please provide a certified English translation of the official transcript, if the original transcript is not in English as well as a certified English translation of the official degree certificate, if the original degree certificate is not in English.

Manuel: Lastly, what have been some common traits in the best essays you have read? What have made them stand out? The content? Or the way they were told? Thanks!

Answer: The best essays are the ones that are able to give a strong sense of who someone is. Focus on telling your story.

Attendee: I have already have a master degree in technology, will this have a negative effect on application?

Answer: No, that won’t have a negative impact on your application. The only disqualifier is if that degree is a MBA from another institution.

Attendee: Thanks for the responses. How is the interview conducted? Would it be skype or alum if I am located in Vancouver, Canada? Thanks.

Answer: The interview may either be in person at Haas or virtually, if selected.

Attendee: Do you typically accept applicants with pre-MBA experience in vastly different industries? e.g. switching from PR position to sales position. Do you look for consistency in work experience?

Answer: Yes, most students are career switchers (either industry or function) so we are very accustomed to seeing this, and our career management is well positioned to support our students.
Diego: Do you have a minimum or maximum enrollment of International Students at the MBA Berkeley?

Answer: Hi Diego, we do not have minimum or maximum enrollment for internationals.

Attendee: I am originally from the middle east I gained my US Citizenship 5 years ago. Can I still apply as an international student?

Answer: If you are a dual citizen then you'll have an opportunity to share that on the application. If you are solely a US citizen, then you would need to report that.

Min_Moderator: Thank you for joining us today, and thank you for your patience. Feel free to keep in touch with any questions along the way. It’s been a pleasure getting to know you throughout this process. Feel free to keep the connection going. Thank you.