

Yale University – MAM

MAM students curate their own intellectual journey at Yale and have the opportunity to take electives at Yale School of Management as well as across the entire university. The MAM required curriculum takes up only 1/4 of your credit load, the other 3/4 of your academic experience at Yale is designed by you. We would like to know how you plan to leverage the richness of Yale's curricular and extracurricular opportunities to advance your personal and professional development? (500 words maximum)

When I came across with one of the quotes of Bill Hybels, a religious leader, stating that “Everyone really does win when a leader gets better”, I realized that I should not be contented with my accolades but be more driven to enrich my experiences and knowledge to better impact the lives of the multitudes. Business trend is changing fast with triggering the disruption in technology so I want to take advantage of Yale’s access to networks and have easier access to business trends around the world. As a top steel trader of Korean-based steel plate in Australia at XXXXX, I know the importance of having the right connections in sealing deals and the diversified student population of MAM program will surely work to my advantage as I will be introduced and be given the opportunity to interact and/or collaborate with some of the future economic global leaders from various countries. Forming relationships with these future global leaders will not only enhance our good camaraderie but will most likely build strong ties that can benefit both parties in keeping our respective products multinational. As an international trader, I could benefit from Yale’s access to networks to connect to other countries and intensify trading, thus, giving me the opportunity to expand my network beyond Korea, Australia and the US. Interacting with highly educated people who have diverse backgrounds will be both stimulating and informative as I can learn from their business cultures, discover what makes them excel and ascertain how we can make our differences work positively in making projects that will serve the peoples of the world.

In line with this, I plan to take classes on Mastering Influence and Persuasion, and Venture Capital and Private Equity Investing to advance my personal and career development. I specifically like to take class on Mastering Influence and Persuasion to master my skills in connecting to others, learn the principles of motivation and have a better understanding on how peoples make business decisions. As someone who envisions becoming a global manager, getting exposed to case discussions of real-world business issues and practices will definitely guide me in using my mastery of communication in influencing behaviors. An elective class on Venture Capital and Private Equity will also help me in my desire to engage in the business linked to private equity funds. Having a solid understanding on the tenets of private equity financing will definitely put me at a better position when dealing with global corporations.

Furthermore, I am looking forward to benefit from Yale's club speakers and organizations, specifically those who are into venture capital businesses, to provide me advices on how to make proper judgment in assessing the best investments. I am positive that my extensive knowledge and experiences in the fields of trading, marketing, statistics, financing, taxation, global strategies and latest software tools will be better honed by your program and provide me the critical thinking skills in finding ways to apply these learnings in sustaining global competitiveness while ensuring positive change to people's lives.

Personal Statement 2

1. Please describe your short-term (1-3) year career goals. (200 words maximum)

I intend to continuously make use of my marketing and sales skills in trading steels for the first three years of my career because I know that these skills will bring me to places and improve my business network. In today's globalized world, those who have a good network or connections

