



**CinMay Visa Services LLC – School Profile**  
**Hult International Business School ([www.hult.edu](http://www.hult.edu))**  
**1 Education Street, Cambridge, MA 02141**

**Hult International Business School**



**Last Updated: September 1, 2006**

**Website:** <http://www.hult.edu/>

**School Address:**  
1 Education Street  
Cambridge, MA 02141

**Phone:** +1 617-746-1990

**School Type:** Private  
**Year Founded:** 1964

**Application Deadline:** December 15th

**Application Requirements**

- TOEFL Minimum is 240 CBT (587 PBT) and GMAT minimum is 450. Averages vary from class to class but range between 250-280 CBT (600-650 PBT) for TOEFL and between 500 and 550 for GMAT.
- Undergraduate GPA: each undergraduate performance is reviewed in the context of work experience. More relevant work experience may be considered more heavily than GPA.
- Minimum of 3 years work experience. Average is 6 years and typically individuals come with experience as engineers; bankers; marketing managers; consultants and project managers.
- The application deadline is May 1 although applications are reviewed on a rolling admissions basis beginning February 1 for a September start. There is also a class that starts mid January.

**Tuition and Fees:** \$22,500 (with \$14,000 scholarship)

**Room and Board:** \$10,000

**Top MBA Program**

Hult International Business School is ranked:

- The top MBA school with a one-year program in the US.
- 14th best MBA program in the US.
- 22nd best MBA program in the world.

Hult has consistently been recognized as one of the world's top MBA programs. Our international student body, world-class faculty and unique action-learning curriculum delivered in a one-year program are key factors contributing to our top rankings.

For more information on the top MBA schools; please visit the [Economist Intelligence Unit's "Which MBA" website](#).

**One Year MBA Degree**

Hult is one of only a handful of schools with a one year MBA program. Designed to minimize interruption to a busy career, our fast-track one year MBA degree is an intense combination of classroom and real-life learning. A one year MBA program costs you significantly less compared to a standard two-year degree program and gets you back into the work force one year sooner.

**MBA Program**

The three modules of Hult's MBA program address the different stages in the growth of a business. The specific content in each module provides the tools and techniques for success in today's business world.

**Module I: Fundamentals**

Every MBA must understand the functional fundamentals of a business. The courses in Module A provide the functional building blocks for students to be able to understand the business as a whole and to proceed to strategic analysis in Module B. Each class will provide students with the opportunity to solve particular functionally oriented problems and students will be equipped with the appropriate analytic tools and techniques to assess the issues. Students will learn to:

- Understand the operating principles of business functions (accounting, economics, information systems, marketing, operations management)
- Integrate knowledge across functions to make holistic decisions
- Apply system thinking techniques to determine the allocation of resources and their effective management
- Respond to competition to position new products and services

**Program of Study**

- International Accounting
- International Finance I
- Global Marketing Management
- Global Management



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- Managerial Economics
- Quantitative Methods

**Module II: Integration**

Leading at the competitive edge requires sustaining the operation while unexpected changes affect it. The skills required to evaluate macro-economic data; anticipate risk and reward and design strategies for positioning the business in global marketplaces are the focus of this capstone module. Participants leverage innovation and knowledge as the engines of business success. Through the Management Consulting Project, participants will be required to work in teams to solve an actual business problem; deliver the results to a client and receive feedback from the client and the faculty sponsor. Key competencies including research methods, leadership and project management will be developed and applied. Students will learn to:

- Assess the global environment from international and national viewpoints.
- Analyze and understand environmental factors to create successful business strategies.
- Identify a viable strategic position for a company in a competitive environment
- Plan and implement a consulting project
- Effectively manage client expectations

**Program of Study**

- Finance II
- Strategy
- Management of Information Systems and Operations Management
- National Business Strategies
- Consulting Methods
- Project Management
- Management Consulting Project

**Module III: Mastery**

Developing lasting strategies for success in the global marketplace is the main emphasis in this capstone module. Participants leverage their industry experience and newly acquired knowledge in the assessment of successful implementation strategies to create lasting value for organizations. They extend their personal mastery in particular areas through the selection of four electives, two of which may be chosen from the MBA or MS Finance course at Boston College's Carroll School of Management. Participants may also elect to design a directed study with a faculty sponsor to focus on an area of particular interest. Students will learn to:

- Assess global competitive advantage

- Examine the effect of international forces on a company's future
- Learn consulting models to refine expertise and to advance organizational strategy
- Determine personal and professional objectives for career advancement
- Integrate all functional areas of management for effective leadership, align strategy with organizational structure
- Define strategies to achieve the goals

**Program of Study**

- 4 Electives @ 3 Credits each

**Sample Electives:**

- Entrepreneurship & New Ventures
- Global Franchise Management
- Corporate Restructuring
- Project Management
- Innovation Management
- New Product Development and International Marketing
- Managing Emerging Growth Companies
- Foreign Investment Negotiations
- Corporate Governance
- E-Commerce Management
- Leadership in a Global Village
- Human Resource Management
- Independent Study Project
- Project Finance
- Investments
- Management of Mutual Funds
- Management of Financial Institutions
- Financial Policy
- Financial Economics

**Pre-MBA Course**

This Foundation Pre-MBA Course offers refresher courses to help participants revisit subjects and areas in which they have not worked recently, or in which they have limited experience. Besides essential pre-requisite MBA courses, we offer an extra English language workshop for students who would also like to brush up on their language skills. This Foundation course runs for one-month prior to the start date of your MBA program.

**Pre-MBA Course**

4 weeks prior to the MBA program start date

This course is for students who are more confident in their language abilities. Building skills in subjects which students have not worked with recently or with



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which they have had limited experience, this Foundation Pre-MBA Course covers:

**Economic Fundamentals**

- Concepts, Assumptions and Relationships of International Economics
- Modern View of Markets
- Fundamental Economic Parameters
- Economic Growth and US Policy

**Financial Accounting**

- Accounting Principles and Procedures
- Basic Financial Statement Preparation, Interpretation and Analysis
- Key Categories of the Financial Statements and How They Relate
- Cash Flow and Ratio Analysis

**Finance**

- Time Value of Money
- Stock and Bond Valuation
- Investment Appraisal
- Fundraising and Financial Forecasting

**Marketing Fundamentals**

- Customer Relationship Management
- Marketing Environment, Research and Forecasting
- Market Segmentation and Marketing Mix
- Creating Competitive Advantages

**Operations Management Fundamentals**

- Overview of Operations Management and Definition
- Operations Strategy
- Process Analysis and Measurement
- Quality Control
- Supply Chain Management

**Quantitative Methods**

- Linear Relationships
- Data Presentation
- Statistics and Probability Distributions
- Forecasting and Trend Projections

**[Pre-MBA English Classes](#)**

This Intensive English program is designed to help non-native speakers of English to perfect their business English fluency before their MBA program. Available for six months or one year with start-dates year round, some students will be required to take this course before the start of their MBA.

**What you will learn:**

Hult's unique relationship with the world's leading language training organization, EF Education, means that you will receive expert coaching on English, exam and study skills you will need to succeed in Hult's rigorous one-year MBA program. This Intensive English course is taught in a small group setting with a maximum of eight students, at EF Education's Center in Boston.

Depending on your starting language abilities, you will take 6 or 12 months of Intensive English and work on all areas including:

- Listening Comprehension
- Pronunciation and Intonation
- Intensive Grammar
- Communication Skills
- Presentation Skills
- GMAT Preparation
- TOEFL Preparation
- Computer-aided Exam Preparation
- Cross-Cultural Training
- Mastery of the Case Study Method

This preparatory course provides you with crucial language and academic skills before your year at the Hult International Business School.

**[Action Learning](#)**

Action Learning integrates classroom learning with real-life situations. The concept of Action Learning was championed by the school's original namesake, Arthur D. Little in the early 20th century. A pioneer in applying theoretical concepts to solve practical problems in business and industry, Arthur D. Little's legacy of Action Learning is still the cornerstone of our curriculum. Throughout our MBA program, concepts and theories that you learn in the classroom are illustrated in real-life settings through Action-Learning exercises. We put your new academic skills to work in the real world with business simulations and a hands-on field study project. During your field study and project exercises, you will master vital skills and techniques in teamwork, self-management and problem solving.

Action Learning is the combination of theoretical classroom training with real-life business simulations and company field studies. This hands-on approach to learning is the cornerstone of our progressive curriculum.

**Our Action Learning approach melds theory to practice**



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We believe that you cannot learn everything in a classroom. Our Action Learning approach ensures that you have the opportunity to test the theories that you learn from your professors in real business situations. Theoretical concepts will come to life during your field study projects and business simulation exercises. While most business schools strive to incorporate a similar “learning by doing” philosophy into their curriculum, many are disadvantaged by their large class sizes. Our small class size enables us to include meaningful activities that put your knowledge to work.

### **What will you learn**

Hult’s curriculum strives to create a well-rounded business leader. We equip you with essential skills needed to be successful in international business. During your program, you will learn:

#### **1. Financial and Analytical Skills**

- Financial and Managerial Accounting and Analysis
- Operations Management
- Corporate Finance
- Risk Assessment
- Financial Instruments
- Macro- and Micro-economics
- Investment Management
- Game Theory

#### **2. General Management**

- Negotiations
- Leadership and Team-building
- Communication and Presentation Skills
- Hiring Practices and Interview Skills
- Organizational Behavior
- History of Capital Markets

#### **3. Marketing and Strategy**

- Market and Product Segmentation
- Branding Strategy and Theory
- Corporate Strategy
- Market Research and Consumer Behavior

### **Business Simulation**

#### **Put your learning to practice in business simulations**

Your classroom learning will be reinforced through business simulation exercises including:

- **Thompson Island Outward Bound**  
You and your classmates will spend a day on a private island in Boston working on a series of leadership and team-building exercises in small groups.

- **Finance Simulation**

Teams will negotiate a high-stakes merger and acquisition deal between competing companies. You will build forecasts and develop negotiating strategies to complete the transaction successfully.

- **Multinational Management Game**

Through computer-generated simulation, small teams act as organizations operating in the international marketplace. With your team, you make management decisions and compete against others to create the most value.

### **Management Consulting Project**

#### **Action Learning management consulting project**

During your third module, you will participate in a field study project. Joining a small team coached by a faculty member, you will conduct a project inside a multinational organization, US business or start-up. You will use your research, analysis and management skills to meet a client need. This is an invaluable opportunity to network with industry executives and to work closely with your international classmates.

#### **Previous field study projects have included:**

- A financial technology cost study project for a major multinational bank.
- The development of a one-to-one marketing strategy for a business portal.
- The evaluation of different pricing models for the usage of e-business solutions across 15 companies.
- A comprehensive branding strategy for a jewellery line.
- A marketing and customer identification campaign for a technology company.
- The identification of attractive consumer products targets to spin-off for a venture capital fund.
- The development of a sales strategy for a non-profit, equity theatre.

### **Faculty**

Our faculty has the highest academic credentials AND real-life experience in running and managing businesses. There are few other places in the world where you will find as experienced and talented professors. Drawn from a cross-section of global business, Hult professors are involved in the latest research and have hands-on experience running, fixing and growing businesses around the world. Faculty members include:



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- Wesley W. Marple, Professor of Finance
- John C. Edmunds, Professor of Finance
- Stanley I. Buchin, Professor of Marketing
- Owen P. Murray, Professor of Accounting
- Julie Yao-Cooper, Professor of Marketing
- Jehiel Zif, Professor of Marketing
- Vijay Kanabar, Professor of Management Information Systems
- Kishore Chakraborty, Professor of Strategy and Internet Business
- Jane Hughes, Professor of Finance
- Daniel Deneffe, Professor of Strategy
- Mary Jane Hunt, Professor of Organizational Behavior
- Robert Radin, Professor of Management and Corporate Governance
- Steven Wasser, Professor of Strategy
- Christopher Tunnard, Professor of Management and Technology
- Frederick C. Van Bennekom, Professor of Operations Management
- Peter Harwood, Professor of Global Franchise Management
- Rob Anthony
- Patrick Courtin
- Elliot Sherman
- Lew Rambo
- Kenneth H. Marks, Professor of Management
- Robert E. Kasameyer, Professor of Strategy and Restructuring

### Careers

With an exclusive, intensive program, we are able to provide a highly personalized approach for our applicants, students and alumni. Your career-development process begins at the application stage, where we will work closely with you to assess your career objectives and to develop a career plan. In the MBA toolbox, we offer a class for credit called "Lifetime Career Management." Throughout the year, we help you to execute your plan, with priority on maximizing compensation and long-term career satisfaction.

Our philosophy is to provide HIBS participants with exposure to a wide variety of companies through many different venues. These include: local, national, and international career fairs, Hult alumni contacts, online career resources, on-campus interviews, career panels, and networking events. And one of your biggest resources will be our wide alumni network all over the world!

An MBA from Hult helps accelerate your career, typically a Hult graduate can earn up to 70% more than their pre-MBA salaries. Our program makes you more marketable, giving you practical, hands-on business experience and putting you back in the work force a year sooner than most programs. The skills our former students gained at Hult International Business School have given them an edge to land jobs at reputable companies including the following:

Abbott Laboratories, Aetna Incorporated, Amway  
Analog Devices, Arthur D. Little, Inc.  
Banco de Credito (Peru), BancUnion  
Barilla G & R Fratelli S.P.A.  
BASF Aktiengesellschaft  
BP + F, BP Plc, Banamex, Bharat Petroleum  
British Airways, Cathay Pacific, Caribank, CEMEX  
Chase Manhattan Corporation, Chrysler Corporation  
Citigroup, Inc., CNN, Coca-Cola Company  
Compaq Computer Corporation, CS First Boston  
DaimlerChrysler AG, Dell Computer Corporation  
Digital Age, Digitel Corporation, Ericsson  
Ernst & Young International  
FleetBoston Financial Corporation  
Ford Motor Company, Frito-Lay, Fuji Xerox  
GE Capital Corporation, GE Medical  
Genesis Corporation, Grupo Santander  
Harvard Pilgrim, IBM Corporation  
International Data Corporation (IDC)  
Johnson & Johnson, JP Morgan Chase  
Japan National Oil, Kaupthing Bank New York, Inc.  
Korean International Trade Association  
KPMG, Kroll Associates, Lycos, Marsh Japan  
McData Corporation, Merck & Co, Inc., Meiji, Nestle  
Nippon Mitsubishi, Nisseki, Pepsi Cola, Persico  
Petroleos de Venezuela, S.A., Petronas  
PricewaterhouseCoopers, Prudential Plc, Samsung  
Shell Oil, Siemens AG, Sony, Sprint International  
State Street Bank, Storage Networks, Inc.  
Sun Chemical, Tokio Marine, United Airlines  
Visteon Corporation, Volkswagen AG, World Bank

### Alumni

Our alumni hail from over 120 different countries. Because nearly 95% of our student body is international, you can find HIBS alumni around the world, from Beijing to Bogotá, Zürich to Osaka, and everywhere in between. They have formed personal and professional networking associations in cities around the world.

Among the most enduring aspects of your MBA experience are the lifelong friendships you find with your classmates and your access to Hult alumni. Our former students are now entrepreneurs, CEOs, presidents, senior managers, CFOs of international



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companies, and high-ranked government officials. They are well-placed and willing to help other graduates.

### Admissions

Hult has announced a groundbreaking scholarship program for the 2006 spring intake: every independent student who meets the requirements for admission will automatically be awarded a \$14,000 scholarship. Funded by the school's benefactor and namesake Bertil Hult, this financial aid will reduce tuition from \$36,500 to \$22,500.

**Please apply by December 15th.**

Hult International Business School seeks students with proven leadership ability and potential. Successful applicants generally have management experience and have several years of work experience. Indeed, some students succeed with less than two years of work experience, but the intense pace of the program requires maturity and the case study method is based on sharing professional experiences in the classroom.

The goal of our admissions committee is to put together a diverse class that will learn together and from each other. We are committed to maintaining the global diversity that Hult is known for, and have extensive experience recruiting and accepting international students.

### Financial Aid

Our goal is to make it possible for every accepted student who to come to Hult. We recognize that an MBA is a big investment and that student resources vary greatly in different parts of the world. We have different types of financial aid available, including merit-based scholarships, need-based grants, and educational loans for international students.



Admissions are need-blind, which means that we do not accept financial aid applications until after a student has been accepted. Financial grants are awarded on the basis of need. In some cases, an applicant is flagged during the admissions process for a special merit-based scholarship that has been earmarked for a student who meets special criteria,

usually having to do with personal, academic, or professional achievements.

Hult has a partnership with the Massachusetts Educational Financing Authority (MEFA), a popular credit-based loan program with fixed and variable interest rates available. The 2005-2006 rates are 6.69% fixed for the life of the loan, or a 3.99% variable rate. MEFA loans are available to international students who have a credit-worthy U.S. citizen or Permanent resident as a co-applicant. See more at [www.mefa.org](http://www.mefa.org)

Hult also as an exclusive relationship with Erika Finance, a loan program set up specifically for international students who do not have access to a US-based co-signer. Rates are fixed at 5% over five years.

### About Hult

Hult International Business School has been ranked the top one-year MBA program in the U.S. by the Economist for two years in a row.

Founded in 1964 as the Arthur D. Little School of Management, Hult remains a literal microcosm of the world with a student body that is 95% international. The "global-centric" faculty and curriculum leverage the unique cultural background of each student, developing professionals who can communicate across communities, cultures, and countries.

Hult's Action Learning curriculum teaches students to make decisions, produce deliverables, and defend their ideas through case studies, business simulations, and a management consulting project for a real client company. With a curriculum that emerged from a world-wide consulting practice, and professors who are cutting-edge practitioners, class discussions are relevant and timely.





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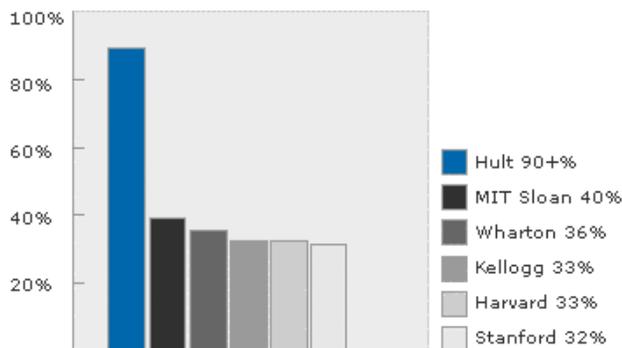
Our graduates are proven leaders with unsurpassed cross-cultural adaptability, able to deliver results in today’s rapidly changing global economy. They hold senior positions in leading companies and public institutions, and make up a powerful alumni network that spans the globe.



Our accelerated one-year program gives you the highest return for your education investment. Your one year at Hult will pass quickly. In the business world, time management and setting priorities are essential. Entering the Hult International Business School’s one-year MBA will help you rapidly develop and refine those skills, because without them you will not succeed. The highly charged and packed curriculum will prepare you as a leader in the challenging world of business.

**Student Life**

Designed to minimize interruption to a busy career, Hult’s fast-track one-year program is an intense combination of classroom and real-life learning. The Hult experience centers around your cohort—a group of 65 students with whom you will complete the first three modules. Working so closely with your classmates allows for rich discussions, experience-sharing, professional and personal bonds, and intellectual debate to develop quickly. What makes Hult’s student experience unique is that our students represent all parts of the world. In fact, Hult has one of the most international student bodies among the top-ranked schools in the United States.



The global perspectives and breadth of experience that our students bring to the classroom create an

extraordinary learning environment. It also ensures an invigorating and inspiring social environment, where the cross-cultural learning goes far beyond the academic arena. With a wide array of clubs and activities, you are sure to find a way to shine at Hult!



While the friendships you make among your classmates will be for life, our small size means that personal attention from our faculty and staff are also paramount to the Hult experience. Professors do more than lecture; they are also available for personal discussions in casual settings. At Hult, professors become your mentors, your classroom becomes your community and your peers become life-long friends.

Being in Boston, you have the best of both worlds – a small, personal school in the middle of a dynamic cosmopolitan city. With its hundreds of academic institutions, rich history, and vibrant metropolis, there is no better place to go to school than Boston, the academic heart of America.

**Student Profile - Triston (Xiangeng) Cui, China**

Before coming to Hult, Triston worked in LG Electronics China as a product manager and ran his own business as well.



**Why Hult?**

After several years working experience, I thought it’s time for me to learn more about management and get a better understanding of business. As a top one-year MBA program in US, Hult is a good combination of studying and career. Therefore, I



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came to Boston and started my fantastic one year "exercise".

**Classmates**

We are unique. The student profile here is amazing. Imagine students from more than 20 countries. Don't you think you will have a lot of interesting discussions and interactions? We studied hard to survive tons of cases and assignments. The students have to be ready to, in addition to working, discuss and argue. In a word, we are one big family.



**Action Learning**

Everybody is required to add value in class. We always work in teams and the case study method is the key point. We even did a 3-month field study project in Module 3. To some degree, this program is really a one year business simulation. Actually, we are never out of the real world.



**Networking and Hult Alumni**

As a Hult alumnus, I am in the huge network of the Hult family. This will definitely benefit me in the future. Actually, I have already started to plan my global trip to visit my friends all over the world, and I will wait for them in Shanghai.



**One-year Program**

I do think one year program is a good choice. You don't need to be out of your career for a long time.



**Boston**

Boston is probably the best place to stay a one year MBA program. Even in the winter, it's exciting because most of us have never seen 40-inches of snow before. One of the most fun things to do here is jogging along Charles River. You feel the river is a friend and you are a part of this nice city.



**Brown Bag Lunch Seminars**

We are never out of the real world because there's some fresh air on every Wednesday from the Brown Bag lunch seminar. The school invites senior people from different industries to have lunch with students. Therefore, we are learning all the time.

