

1. WHAT ARE YOU THREE MOST SUBSTANTIAL ACCOMPLISHMENTS & WHY DO YOU VIEW THEM AS SUCH?

My life has been colored by a mosaic of accomplishments that enriched my perspective and enhanced my wisdom. The most salient achievements of my life have taken place in both the personal and professional realms, and have leveraged an impact on myself and others. Nevertheless, the link that binds my three most substantial accomplishments is that they have jointly and severally led me to the Harvard Business School (HBS).

My mother, an extremely successful doctor, defied traditional norms and transcended past normative barriers that repressed her Kyrgyz countrywomen. In addition to being my role model, I could always rely on my mother for help or counsel. About a year ago, the tables would turn and my mother would seek my counsel. My mother was extended offers from several hospitals in California, but I considered one in particular as the most promising option. I closely examined every offer, but only one facilitated her aspirations to harmonize Western medicine with holistic, osteopathic practice. Where others saw risk, I envisioned an opportunity that accelerated my mother's dreams. Utilizing my business acumen, I completed the paperwork and formed an S-corporation in my parents' name. Next, I made contacts with local media, which provided an ideal platform for my mother to publicize her vision. In several months, my once "lofty and risky" idea gained momentum, and positioned my mother on the cusp of establishing a vibrant clinic. Without fail, my mother routinely reminds me that, "If it weren't for your vision and your persuasiveness, this clinic would have never opened."

As a financial consultant at a litigation-consulting firm, I hold decision-making authority over client projects. A client, XYZ Co., produced a high-tech product that was nearly ready to be placed in the market. Before finalization of the product, the company spiraled into bankruptcy. Consequently, the employees of the client-company left and took the product paradigm with them. After XYZ raised a legal dispute, I found myself calculating XYZ's damages claim against its former employees. The XYZ representatives contended that they were entitled to \$7 million in R&D funds. However, their documentation was incomplete, and could not verify the amount they claimed. I devised an alternative plan that would accurately reflect the R&D funds owed to XYZ. I advocated that ABC should share an agreeable percentage of the profits to XYZ, and devised a formula to equally allocate the product's net profits. My profit-sharing formula sought to remunerate XYZ for its R&D investment and prospective returns. I executed my plan, and re-

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Candidate, Harvard Business School



empowered our client with the prospect of reclaiming \$50 million. My plan, which I independently created and advocated, was praised by my superiors and XYZ representatives.

I served as a Math and Science tutor at the USC Med-COR program, where I spent eight hours a week teaching high school students in need of specialized instruction. My class was diverse with regard to race, ethnicity, and socioeconomic status, but the students were united by a common struggle with these core subjects. I realized that many of my students' low performance resulted more from boredom, rather than an inability to understand the challenging concepts. Therefore, I injected my instruction and tutoring with life, and designed my own curriculum with educational games, competitions, and collaborative projects that engaged their minds and competitive spirits. Ultimately, their performance improved significantly, and these once boring subjects became fun for my students. Without question, observing my students having fun while learning was a deeply empowering reward.

These three experiences helped me evolve as a businesswoman, but more importantly, as a person. I used my intellect and talent to further both professional and philanthropic ends, which fuels my desire to further investigate how business can be used to empower humanitarian and community interests. HBS provides the perfect setting to examine this interest, and also groom myself as a consummate business leader.