

Haas Undergraduate Program Application for Admission -- Fall 2017

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484-995-4971**Study Abroad:** No**Release and Electronic Signature**

By electronically signing this form, (typing your name and date in the space below) you hereby acknowledge and agree that the information contained in this application is true and complete. Furthermore, you maintain that the essays and resume are originals and entirely self-written. If admitted to the Haas Undergraduate Program you will be expected to uphold both the Haas Undergraduate Programs Ethical Standards and Code of Ethics (<http://www.haas.berkeley.edu/Undergrad/ethicscode.html>) and the Campus Code of Student Conduct (<http://students.berkeley.edu/uga/conduct.pdf>).

Electronic Signature: Date/Time:

Self-Reported Academic Record

Major Prerequisites	Course Title	Dept Name and Course Number	(S)emester or (Q)uarter	Units	Grade	College Where Taken	Term
Principles of Business	Principles of Business	UGBA 10	S	3	A	UC Berkeley	Spring 2016
Calculus	Advanced Placement- Calculus BC				5		
Calculus	Calculus	Math 1B	S	4	A	UC Berkeley	Fall 2015
Economic Principles	Introduction to Economics	ECON 1	S	4	IP	UC Berkeley	Fall 2016
Statistics	Introduction to Statistics	STAT W21	S	4	B+	UC Berkeley	Summer 2016
English / Reading Composition (A)	Advanced Placement- English Composition and Literature				5		
English / Reading Composition (B)	Law and Religion	LGST R1B	S	4	A-	UC Berkeley	Fall 2015

Breadth Requirements	Course Title	Dept Name and Course Number	(S)emester or (Q)uarter	Units	Grade	College Where Taken	Term
Arts & Literature							
Biological Sciences	Human Biological Variation	IB35AC	S	4	A	UC Berkeley	Fall 2015
Historical Studies	History of Economic Thought	ECON 105	S	4	IP	UC Berkeley	Fall 2016
International Studies							
Philosophy & Values							
Physical Science							
Social & Behavior Sciences	Introduction of American Politics	POLI SCI 1	S	4	A+	UC Berkeley	Spring 2016

Comments:**Essays**

Essay 1 - Question: *Many people believe "honesty is the best policy." But is it always? Describe a situation during your college experience where you had to decide whether or not to be honest. Explain your decision and the outcome.*

Answer:

Meeting the Vice President of Recruitment candidates for the Interfraternity Council (IFC), I marveled at how eloquent and confident my competitors were. I had a sly opportunity to never face my stiff competition. Since the elections were scheduled last minute, I couldn't reschedule an important prior commitment and the current IFC was willing to move up the election of VP of Recruitment. The IFC has an election system where you can be considered for many positions all at once, with certain positions being elected before others. At the time of my would-

be election, I was the only Recruitment candidate because my opposition didn't want to lose their chance to become President or Vice President of Risk. I could have simply taken the position, but I refused. Something about it didn't feel right to me. Because I had to leave early, I should not get to skip an election process meant to vet qualified candidates for an important position. If I became the default VP of Recruitment, the election would not hold nearly as much legitimacy to me. Should any of those other gentlemen be my co-council members, I would feel that they would not remember my riveting candidacy speech and qualifications, but rather that I left elections early and won because of a technicality. I asked to push back the election of VP of Recruitment until I came back. After sprinting back to the elections after my commitment, I gave my speech and won the election. However, this election meant more to me than simply winning a position. It was an opportunity to do the right thing, which yielded me more benefit than I could have ever imagined. Acting ethically made me feel more personally satisfied about the result. Another benefit I found was that my competitors who were now co-council members held immense respect for me because of my integrity during the process of elections. This repertoire with myself and my peers will lead me to be confident in our council meetings and in my role as VP of Recruitment. In a regulatory body such as the Interfraternity Council, fairness and honesty are integral to my role as we make rules and report violations of conduct for the entire Greek system. I learned that day that honesty is the best policy. Honesty is more than just telling the truth. It's about conducting yourself ethically. I have always wanted to achieve my goals, but my achievements are meaningless unless I do it in the right way. In addition, honesty brings about trust and respect that is essential to working with people. Keeping these lessons in mind, I want to become a businessman who can honestly and truthfully deliver objectives. With the abundant resources Haas has regarding ethical leadership, I will hone my moral compass to engage in and promote ethical business while seeking to earn the respect and trust of my peers.

Essay 2 - Questions:

Describe a situation where you reframed a challenge or problem into an opportunity. What actions did you take to realize results?

OR

If you could choose one song that expresses who you are, what is it and why?

Answer:

Looking at where I am now, I reflect on all those that helped me get here and hear the song "My Hometown." In this song, Jared Reddick hopes that old friends, teachers, and family from his hometown are doing well and expresses thanks. I hold the same gratitude to my hometown: Aston, Pennsylvania. Reddick achieved musical greatness thanks to the "family and friends ... [that gave] us gear when we couldn't pay." Similarly, my town cheered me on and supported me, whether at the soccer complex, in the neighborhood, or even in the classroom. Reddick gives a "shout out to the professor, who..." Just a few months ago, I got a letter from my middle school teacher wishing me the best of luck with college and telling me to "make Aston proud." Over the years in the small town of Aston, my teachers went out of their way to encourage me. This lifetime of encouragement has driven my involvement at Cal today. It's arrogant to think that it was my effort alone that got me this far. "My Hometown," has made me cognizant of those that helped advance me. It inspires me to be grateful for my supporters and also drives me to give my all to the communities I am a part of. For instance, I put my best efforts in my hands-on learning organizations such as Venture Strategy Solutions and Capital Investments at Berkeley, because I recognize how much knowledge and how many skills these organizations have provided me. When I sit down to make marketing recommendations for my project managers or pitch a stock for my portfolio manager, I have the option to work meticulously and vigorously for hours or to simply complete the tasks in a basic way. I choose to go above and beyond every time because of my appreciation for the mentorship and training my PMs have provided. Further, in the communities I am in, I seek to put myself in a role where I get the opportunity to build up those around me and think beyond myself. By organizing my fraternity's philanthropic efforts and arranging our semesterly professor appreciation dinner, I give back to my brothers, recognizing the familial support that Sigma Alpha Mu has provided me. As a Chief of Staff in the ASUC, I hope to help my peers reach their ASUC and professional goals by personally reaching out and having one on ones with all of the fifty staff members of the EVP Office. The song "My Hometown" reminds me that I am a product of my supporters. I believe Haas students are unique because of this very spirit. Haas students understand their privileges and opportunities and cherish this understanding to make a positive impact on the communities they belong to. My experiences will continue to build my appreciation for the people around me. With an opportunity to learn business focused on developing social leaders, I can obtain the tools to give back to these people.

Essay 3 - Questions:

Is there any other information you would like to share that is not presented elsewhere in the application?

Answer:

Resume

Volunteer Work and Community Service

Organization	Position	Begin Date	End Date	Contributions and/or Accomplishments (500 chars max)
Sigma Alpha Mu	Philanthropy Chairman and Scholarship Chairman	12/2015	Present	Philanthropy: Informed chapter about and completed registration for chapter participation in various philanthropy events throughout the Greek community Scholarship: Hosted a semesterly Scholarship dinner to thank and honor professors and GSIs.
Interfraternity Council	Vice President of Recruitment-elect	11/2016	Present	Elected in early November to the Interfraternity Council as the Vice President of Recruitment. In charge of the Spring 2017 and Fall 2017 Recruitment process for the entire Greek community consisting of 33 fraternities and 1300 undergraduate men. Currently constructing the recruitment guide and developing rules for Spring 2017 recruitment. Will serve as point of contact for all recruitment related questions and complaints.

Employment

Organization	Position	Begin Date	End Date	Contributions and/or Accomplishments (500 chars max)
Equilar Inc.	Account Manager Intern	06/2016	08/2016	Conducted sales development calls and emails to potential clients or recently acquired leads. Optimized Salesforce reports and account pages. Conducted demos of product with prospective clients. Collected data from major clients regarding executive compensation. Daily tasks were repeated calls to clients and major prospective clients regarding executive compensation data and introduction to products, events, and reports offered by Equilar Inc.
United States Senate	Constituent Services/Legislative Intern	05/2015	08/2015	Worked for United States Senator Patrick J. Toomey (R-PA) helping to answer legislative questions for local organizations and constituents. Served as point of entry for directing casework to appropriate office/case worker. Conducted legislative research on natural gas pipelines and drug policy/federal drug services in Pennsylvania. Created briefing binders for the Senator on his trips to Philadelphia.
Dream Smile LLC	Marketing Consultant	06/2015	08/2015	Served as a marketing consultant for a dentist's office. Redid the company website and created a company twitter and Doctor's blog. Helped compile video and graphic content for the office on healthy oral care practices. Revamped the Facebook page to triple the amount of post reach. Developed marketing and discount campaigns via Facebook and United States Postal Service targeted mailing services.
Residential and Student Service Programs-UC Berkeley	Resident Advisor (RA)	08/2016	Present	Put on bi-weekly events that promote the residential curriculum (diversity, academics, global consciousness, etc). Serve as a point of contact for mitigating roommate and community conflicts. Conduct rounds and safety checks to ensure residential security and policy compliance. Serve as liaison to UCPD, Berkeley Fire, and Student Conduct for incidents within the residence halls.

Extracurricular Activities

Organization	Position	Begin Date	End Date	Contributions and/or Accomplishments (500 chars max)
Associated Students of the University of California	Chief of Staff to the Executive Vice President	04/2016	Present	Recruited and lead a staff of 50 students and 8 departments that help with the operations and business of the ASUC. Provide advisory on all business and legal contracts that are entered by the ASUC. Evaluated and made strategic recommendations for internal operations of the ASUC. Introduced a revamped marketing effort for student organizational services and lead several research projects.
Venture Strategy Solutions	Consultant	09/2016	Present	Consulted for a high growth startup in recreational sport industry in San Francisco (name cannot be disclosed due to NDA). Conducted a competitive analysis for the college market and researched marketing strategies of the biggest competitors. Conducted surveys and focus groups to determine best market entry strategies to the college market.
Capital Investments at Berkeley	Equity Research Analyst	09/2016	Present	Drafted weekly investment memos of current potential NYSE investments. Developed two comprehensive written stock pitches with team of 4 during the semester. Presented two comprehensive oral stock pitches to Portfolio Management team. Attended weekly lectures on finance and investing. Participated in a weekly market discussion. Attended workshops to become proficient in advanced Excel, Discounted Cash Flows, and SQL Stock Projections.
Innovative Entertainment	Director of Associate Development	07/2016	Present	Taught weekly lectures on business operations of Innovative Entertainment. Provided professional development workshops for the newest members of the club to improve their resumes and seek opportunities for employment. Formerly Vice President of Business Development.

Awards or Honors

Honor or Award	Description	Date Offered

College of Letters and Science Dean's List	Awarded to the top 4% of Letters and Science Undergraduates. Received it by getting a 4.0 spring semester freshman year.	June 2016
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