

ESSEC & MANNHEIM EXECUTIVE MBA REFERENCE FORM

APPLICANT DETAILS

| | | |
|---------|------------|---------------|
| Surname | First name | Date of birth |
|---------|------------|---------------|

INSTRUCTIONS TO EVALUATOR

- The person named above has applied to the ESSEC & MANNHEIM Executive MBA program (Executive Master of Business Administration) at ESSEC and Mannheim Business School and has nominated you as their referee. It would be of considerable help in assessing this candidate's suitability for the ESSEC & MANNHEIM Executive MBA program if you would kindly provide the information requested below.
- ESSEC and Mannheim Business School are leading business schools in their countries. We admit high calibre candidates with the talent and potential to become effective management leaders in their chosen careers. We aim to recruit motivated and committed individuals from all over the world. Participants are deliberately selected from a wide range of academic, cultural and professional backgrounds. We consider each candidate's intellectual ability, previous work experience and management potential, as well as personal motivation and maturity, ability to work successfully in international project teams, international exposure, language skills and personal attributes.

01 HOW LONG HAVE YOU KNOWN THE CANDIDATE? IN WHAT CONTEXT (NATURE AND FREQUENCY OF CONTACT)?

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02 PLEASE DESCRIBE THE PERSONALITY OF THE CANDIDATE.

.....

03 PLEASE EVALUATE THE CANDIDATE ON THE FOLLOWING CRITERIA:

| | Outstanding (top 10%) | Excellent (top 25%) | Good (top 50%) | Average (bottom 25%) | Below average (bottom 10%) | No information |
|----------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|--------------------------|
| Intellectual ability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Analytical skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Communication skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Teamwork | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Drive/determination | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Self-discipline | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Initiative | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Maturity | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Social skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Leadership potential | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

04 WHAT DO YOU CONSIDER TO BE THE CANDIDATE'S PRINCIPAL STRENGTHS/TALENTS?

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05 WHAT DO YOU CONSIDER TO BE THE CANDIDATE'S WEAKNESSES OR AREAS THAT NEED TO BE IMPROVED?

06 WHAT IS YOUR OPINION OF THE CANDIDATE'S MOTIVATION TOWARDS, AND SUITABILITY FOR AN EXECUTIVE MANAGEMENT POSITION?

07 DO YOU FEEL THAT THE ESSEC & MANNHEIM EXECUTIVE MBA PROGRAM WILL ADD TO THE APPLICANT'S POTENTIAL FOR MANAGERIAL PROGRESSION?

08 MAY WE CONTACT YOU TO DISCUSS THIS EVALUATION WITH YOU?

Yes No

EVALUATOR DETAILS

| | |
|--------------------|--------------|
| Surname | First name |
| Job title/position | Organization |
| Street | Postal Code |
| Town | Country |
| Phone | Fax |
| E-mail | |

Date

Signature and official company stamp (if existent)

Thank you in advance for your time and effort required to complete this letter of reference. Please send it directly to the school indicated to you by the candidate, without taking the candidate in copy to ensure confidentiality.

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