

Essay Question #1: A one-page essay describing your motivations and goals for pursuing a graduate business education.

I greatly desire a graduate education in business for many reasons, but much of my motivation for this pursuit is based on the responsibilities that I face as an employer. My experiences at our companies in the years after my graduation have made clearer than ever the importance of balancing and maintaining such responsibilities.

I have a responsibility to my customers and vendors with whom I have formed strategic partnerships to put my best foot forward and grow our businesses. This brings to the forefront a responsibility to the employees who rally behind our small companies with unmatched work ethic in hopes of advancing their own careers, opportunities, and families. Additionally, I have a responsibility to my family to carry on the legacy of immigrants who came to the United States with nothing besides the opportunity this country could provide them, but still achieved great success in the face of adversity. The benefits I can reap from earning a graduate education in business reach further than personal advancement, achievement, and satisfaction.

On a personal level, a graduate education will serve not only to formalize what has been in my blood since I was born, but to develop new skills and understanding of the world around me and how to interact with it in a successful manner. When I was 9 years old, I did not quite understand the fine art of sales, but living on a golf course, I did, however, find the motivation to fish golf balls out of the lake to sell back to golfers. I had not yet grasped the importance and difficulty in managing human resources at the age of 11, but I found a way to compensate peers for selling candy that I was able to buy in bulk at SAM's Club at a substantial profit in the school halls during break times. At the age of 19, I was just beginning to comprehend the impact of the new wave of Information Technology on home users and businesses, but that did not stop me from capitalizing on the demand for high-speed network cards amongst incoming freshmen. I furthered this idea by developing a business that provided I.T. solutions to small businesses and consumers while still earning my undergraduate degree.

Today, I manage and operate multiple manufacturing firms, and I am involved in commercial real estate. An endless sea of opportunities is on the horizon. One thing my experience lacks is an exposure to how businesses operate in an environment outside the United States. I believe the Global Studies Trip will introduce me to different methods of operation, management, and expansion. Additionally, I am excited about the opportunity to learn from and work with the best to develop and polish my skills in negotiation, decision making, strategic and operations management, managerial accounting, and more. The most exciting element in all of this is finding out where this combination of hard work and knowledge will take me next.