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Type: Motivation letter

Degree: Master (MBA)

Major: Management

University: Harvard Business School

Having received the foundation knowledge of General Management at Lomonosov Moscow State University Business School, I am now applying for the *(full title and qualification of the program)* program at the Harvard Business School to obtain a good specialist knowledge of Project Management and to efficiently launch my full-time career afterwards.

I come from a family of retail and production business owners. At the moment our business, though successful, demands some significant reshaping and reconsideration. Therefore I am preparing myself for a challenge of a manager who would have to create and launch the new product lines, to establish modern distribution channels and to bring the entire business to its new markets. In order to gradually prepare myself for these challenges I will initially take responsibilities for a range of projects within the business, and to do so I require an additional knowledge and expertise.

As I am planning to actively apply my learnings straight after the graduation, I am very interested in the practical and “action-based” nature of this course. There is also a number of modules which are of particular interest to me. For example, I believe, that the Strategy and Change Management module will enable me to answer some questions that my family business is facing at the moment, while the Behavioural Aspects of Project Management module will prepare me for engaging the others into the changes we have to bring about. Research project will become a unique opportunity for me to apply the recent learning into practice and to execute the job in the international environment.

My clear goals for my future career has made me quite focused and result-oriented person. At the Moscow State University I tried not only to study the modules but also to apply that knowledge into practice. My classmates and I formed a study team which participated and won a number of business competitions among students of Moscow universities. I have also been spending my holidays working in different industries. This allowed me to grasp wider knowledge of different sectors and to train myself in the real business environment.

My last involvement included the project to reinvent distribution scheme and to create an efficient assessment system for the wholesale company trade representatives. Lastly, my Diploma project is devoted to a human aspect of the general management, change management and business development. I believe that my academic and professional background has fully equipped me with the knowledge, skills and right attitude to benefit from and contribute to the *(full title and qualification of the program)*.

I also think that my business related knowledge and practical experience can be useful for my future classmates, particularly for those who come from a non-business background. I will be more than happy to offer them my help and support they may need. I also know that I will make a good team member and, hopefully, I will find life-long friends among my classmates.

I truly believe that the *(full title and qualification of the program)* course at Harvard Business School is a perfect fit for my future career and if accepted, I will do my ultimate best to be a deserving student of the Harvard Business School.