

**GMAT**<sup>TM</sup>

## About the GMAT Exam



 **Introduction** **The GMAT Evolution** **Scores & Score Reporting** **Preparing for Test Day** **Sample Questions** **Help & Support**

# Who is GMAC?



## Vision

A world where every talented person can benefit from the best business education *for them.*



## Mission

Provide the tools and information necessary for schools and talent to discover and evaluate *each other.*



## Purpose

To ensure talent never goes undiscovered.



GMAT™ Official Prep



■ Introduction

■ **The GMAT Evolution**

■ Scores & Score Reporting

■ Preparing for Test Day

■ Sample Questions

■ Q&A



# Robust Global Market Research Effort

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"Efficient Experience"



**School Conversations**

"Greater Flexibility"



**Candidate Inputs**

"Better Insights"



**Global School Advisory Group**



# A Highly Relevant and Differentiated Experience

## Efficient Experience

- Broader appeal to candidates:
  - Only three 45-minute sections
  - Reduced prep time
  - No essay

## Greater Flexibility

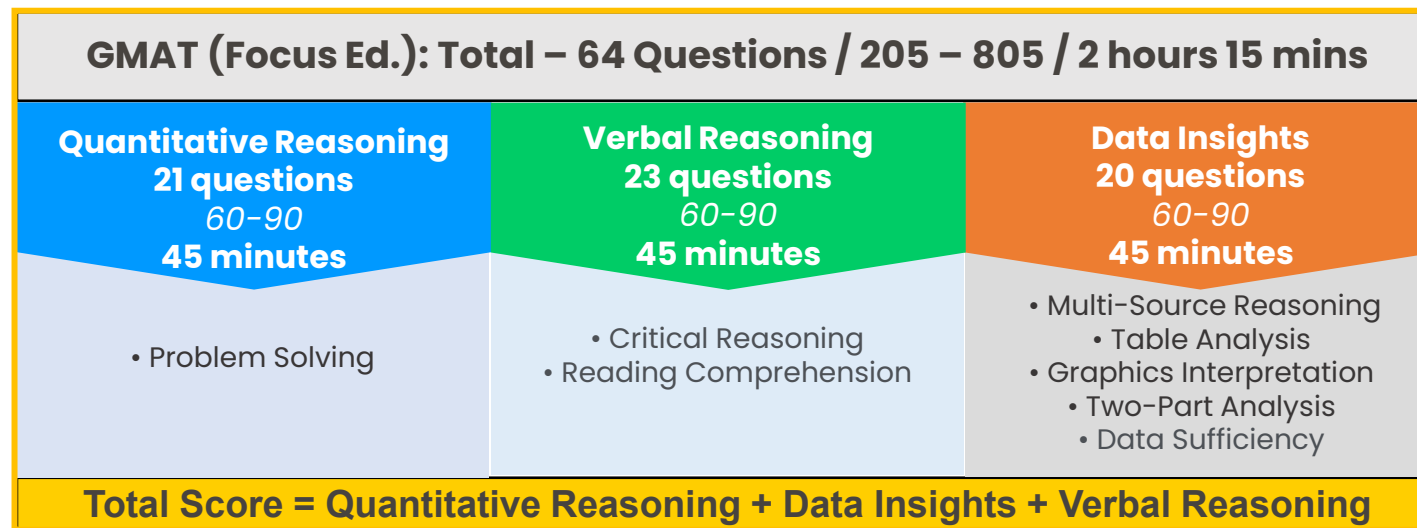
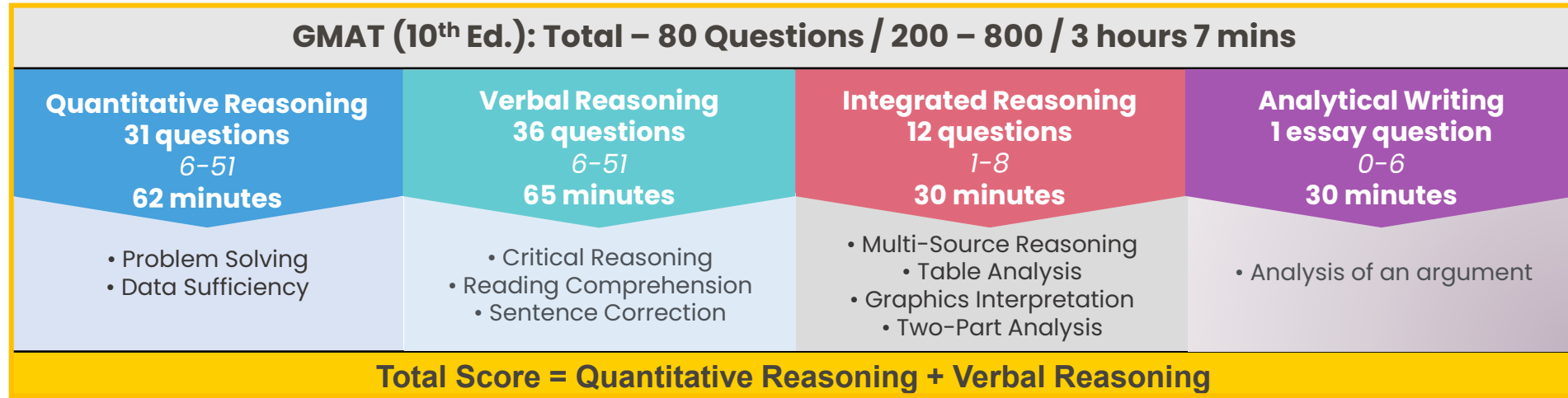
- Improved candidate experience:
  - Question Review & Edit
  - Improved Select Section Order
  - Expanded Score Preview
  - Online Testing

**GMAT**<sup>™</sup>  
Focus Edition

## Better Insights

- High reliability and validity
- Predictor of academic success
- More applicable content, including Data Insights Section
- Expanded skill profile
- Increased ability to discriminate top performers
- Official Score Report with improved performance insights for Candidates

# Exam Overview



# What is Data Insights?

## The Next Step of Integrated Reasoning

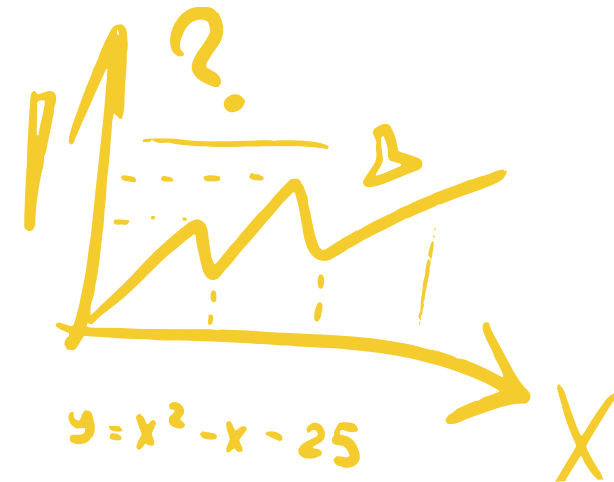
The Integrated Reasoning (IR) section of the GMAT Exam was designed to analyze and synthesize data from multiple sources. Now the Data Insights section takes that to the next level.

## The Ultimate Showcase of Data Literacy Skills

With the GMAT's updated test design, Data Insights uses IR and Data Sufficiency question types to measure newly calibrated digital and data literacy dimension—one of the most relevant and in-demand skills in business today.

## The Full Picture

All three sections together (Data Insights, Quantitative Reasoning, and Verbal Reasoning) provide the most holistic view of a candidate's business school readiness in GMAT history.





# Candidate-Friendly Test Experience

## Question Review & Edit

- **Unlimited question review**
- **Change up to 3 responses per section**

## Detailed Score Report

- **Faster official score delivery**
- **Detailed performance insights by section and content area**

## Select Section Order

- **3 sections (no essay)**
- **Unlimited section ordering options**

## Flexible Score Sending

- **Select programs after receiving scores (up to 5 for free)**
- **Single exam score sent**



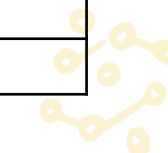
# Experience Overview

	GMAT Exam (Focus Edition)	GMAT Exam (10 <sup>th</sup> Edition)
<b>Acceptance</b>	7,700+ programs at over 2,400 schools+ worldwide	
<b>Delivery Methods</b>	Online or at a Test Center (7 Days a Week)*	
<b>Structure</b>	Three sections (64 Questions): Quantitative Reasoning, Verbal Reasoning, and Data Insights	Four sections (80 Questions): Quantitative Reasoning, Verbal Reasoning, Integrated Reasoning and AWA
<b>Test Design</b>	Question Adaptive	
<b>Total Score Scale</b>	205-805 All three sections count towards the Total Score	200-800 Only QR and VR count towards the Total Score
<b>Exam Duration</b>	Two hours, 15 minutes	Three hours, 7 minutes
<b>Break</b>	One optional 10-minute break	Two optional eight-minute breaks
<b>Section Order</b>	Sections can be completed in any order you choose	Three section order options
<b>Question Review and Edit</b>	Unlimited review, edit up to three answers per section	Not available
<b>Score Reports</b>	Send 5 free score reports to programs within 48 hours of receiving your Official Score Report	Test Center: Select 5 programs before your exam to receive your Official Score Report at no charge Online: Send 5 free score reports to programs within 48 hours of receiving your Official Score Report
<b>Attempts</b>	Five attempts in a rolling 12-month period and eight attempts in a lifetime**	
<b>Accommodations</b>	Additional testing time, breaks, and access to other resources	
<b>Fees</b>	GMAT Exam (Focus Edition) fees are at parity with the GMAT Exam (10th Edition)***	

\*Test Center appointments available during business hours while Online appointments available 24 hours a day

\*\*Limits apply and are tracked and counted across both versions of the GMAT

\*\*\*Fees vary based on location and exam delivery channel



# Focus on High Quality Standards

## ✓ Predictive Validity

- **Predictive validity** is the extent to which an assessment accurately predicts future outcomes.
- The correlation between the GMAT (Focus Ed.) Total and GGPA is between 0.46 - 0.58 depending on program type, which is comparable to the GMAT (10th Ed.) Total

## ✓ Construct Validity

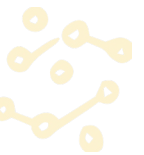
- **Construct validity** indicates whether an assessment accurately measures what it's supposed to measure
- Factor analyses indicates that the Test Construct demonstrates strong and stable unidimensionality for each section

## ✓ Content Validity

- **Content validity** checks if an assessment covers all the important things it's supposed to measure and avoids including irrelevant or unnecessary things
- GMAT (Focus Ed.) offers tightly controlled content coverage across sections ensuring test content and score comparability equivalence across test takers

## ✓ Score Reliability

- **Score reliability** refers to the consistency and stability of scores obtained from an assessment across different attempts or test takers
- GMAT (Focus Ed.) demonstrates highly consistent score accuracy throughout the scale with Total Score Reliability greater than 0.90



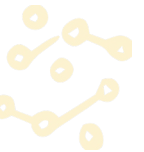
# GMAT: Fair and Unbiased

Newly developed groundbreaking psychometric methodology called **Residual-based Differential Item Functioning\*** helps ensure the fairness of GMAT scores across protected groups

Every potential test question is subjected to a rigorous seven-step development and review process before it can be used in operational exams

Only items that successfully pass all content and statistical review processes will be considered for inclusion in the operational GMAT exam

On average, a cycle of GMAT item development takes about 12 months



- **Who We Are**
- **The GMAT Evolution**
- **Scores & Score Reporting**
- **Preparing for Test Day**
- **Sample Questions**
- **Help & Support**



# Evolving the Score Scale

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The score scales for GMAT Exam (Focus Edition) have been reset back to a more normal, bell-shaped distribution based on the latest test population data

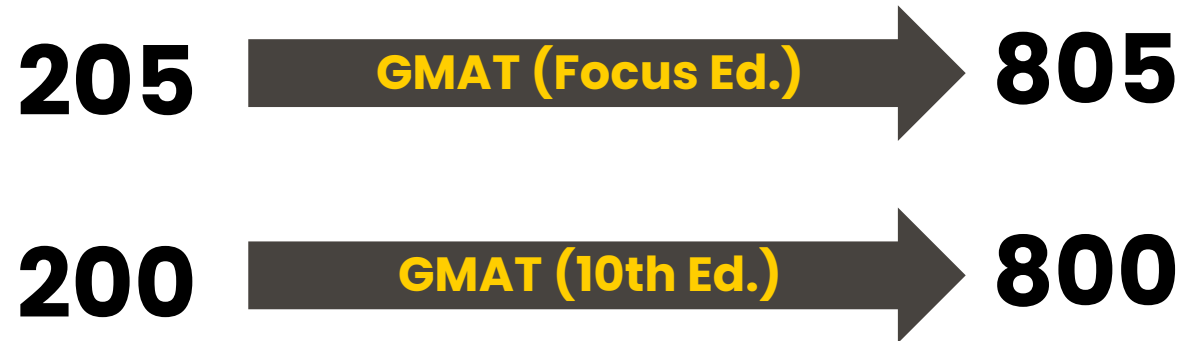
## Why recalibrate the score scale?

- GMAT test population has evolved significantly over time
- Previous scores had seen significant drift, resulting in a negative skew in the score distribution
- Improve the discrimination power throughout the score scale
- Content areas and test constructs have been refined to narrow scope and focus on problem solving, data literacy, and critical thinking
- Total Score is now comprised of 3 section scores
- New Question Review & Edit feature will have implications for testing behavior



# A New Score Scale

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## 645 is the New 700

- On the GMAT (10<sup>th</sup> Ed.), many test takers aimed for a score of 700.
- On the GMAT (Focus Ed.), a 645 is equivalent to a 700.
- They are both in the 89<sup>th</sup> percentile. They represent the same level of performance
- Scores are not “lower.”



# Understanding Percentiles

## Percentile Rankings

- Percentile rankings indicate what percentage of test takers you performed better than.
- Official Score Reports include your Total Score percentile ranking, as well as for each three section scores.

### Example:

A 605 is a percentile ranking of 75%. This means means that you performed better than 75% of other test takers.

SCORE	MEAN SCORE	PERCENTILE RANKING
805		100%
755		100%
705		99%
655		93%
605		75%
555		53%
505	546.01	31%
455		17%
405		8%
355		3%
305		1%
255		0%
205		0%



# Comparing GMAT Performance

If relative competitive based on the two editions needs to be compared, use the official GMAC concordance tables.

Access the complete concordance table at [gmac.com/scores](https://gmac.com/scores)



GMAT Exam (10 <sup>th</sup> Ed.)	GMAT Exam (Focus Ed.)	Percentile Ranking
<b>800</b>	805	100.0%
<b>790</b>	805	100.0%
<b>790</b>	795	100.0%
<b>790</b>	785	100.0%
<b>780</b>	785	100.0%
<b>780</b>	775	100.0%
<b>780</b>	765	99.9%
<b>780</b>	755	99.9%
<b>770</b>	755	99.9%
<b>770</b>	745	99.8%
<b>770</b>	735	99.7%



# Score Sending FAQ



- **Do candidates have to pick recipient schools before starting the exam?**

Nope! They select their schools after they receive your Official Score Report (OSR).

- **How do candidates send score reports?**

Once they receive notification of their OSR becoming available, they send their scores via your mba.com My Account profile. They'll have 48 hours to send 5 for free. After that, they can send additional reports for a fee.

- **How can candidates cancel scores?**

It is no longer possible – or necessary- to cancel scores. Instead of canceling scores, candidates have the flexibility to pick and choose which scores to send/not send.

- **Can candidates download a copy of their score report?**

There is no formal print out. They can print the pages on your My Account profile, but it is not considered an OSR. **Do not accept unofficial score reports.**



# Official Score Reports

## What You See:

- School & program name, issued date
- Basic personal info (name, address, etc.)
- GMAT (Focus Ed.) score(s)
- GMAT (10<sup>th</sup> Ed.) score(s)

## What You Do NOT See:

- Test taker photo
- Detailed performance insights

**GMAT™** Graduate Management Admission Council™  
Official Score Report - School Copy (Confidential)  
Issued To: [Redacted] Business School - Executive: MBA [Redacted]  
Issued Date: Jul 22, 2023

Test Taker Verified Information (Required)		Test Taker Self-Reported Information (Optional)	
Name:	[Redacted]	Graduation Date:	Jan 2020
Address:	[Redacted] Andhra Pradesh, 523316, India	Undergrad GPA:	4.00 (4.0 Scale)
Telephone Number:	91 876 [Redacted]	Highest Education Level:	Completed my undergraduate or university degree
Email Address:	[Redacted].com	Undergrad Institution:	
Date of Birth:	Jan 14, 1984	Undergrad Major:	
Gender:	Male	Intended Graduate Study:	Full-time student
Country of Citizenship:	India		
GMAT ID:	10 [Redacted]		

**Valid Test Taker Scores Sent to Program in Past 5 Years – GMAT™ Exam (Focus Edition)**

Exam Date	APPT ID	Delivery	Total Score	Quantitative Reasoning	Verbal Reasoning	Data Insights
May 18, 2023	28900 [Redacted]	Test Center	595 / 72%	81 / 71%	77 / 33%	80 / 86%

**Valid Test Taker Scores Sent to Program in Past 5 Years – GMAT™ Exam (10th Edition)**

Exam Date	Appt ID	Delivery	Total Score	Quantitative Reasoning	Verbal Reasoning	Integrated Reasoning	Analytical Writing
Feb 17, 2023	28900 [Redacted]	Online	650 / 68%	45 / 47%	34 / 68%	8 / 90%	2 / 1%

Official Score Report (GMAT ID: 10 [Redacted] | Appt ID: 28900 [Redacted]) Page 1 of 1



# Scores

## Submitted scores include:

- Exam Date
- Appointment ID
- Delivery channel (Test Center or Online)
- Total score & percentile ranking
- Section scores & percentile rankings

## Submitted scores DO NOT include:

- Accommodation status

### Valid Test Taker Scores Sent to Program in Past 5 Years – GMAT™ Exam (Focus Edition)

Exam Date	APPT ID	Delivery	Total Score	Quantitative Reasoning	Verbal Reasoning	Data Insights
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# Scores by Edition

## Valid Test Taker Scores Sent to Program in Past 5 Years – GMAT™ Exam (Focus Edition)

Exam Date	APPT ID	Delivery	Total Score	Quantitative Reasoning	Verbal Reasoning	Data Insights
May 18, 2023	28900	Test Center	595 / 72%	81 / 71%	77 / 33%	80 / 86%

### GMAT (Focus Ed.) Scores:

- For multiple attempts, candidates choose which scores to send/omit
- Scores end in a 5

## Valid Test Taker Scores Sent to Program in Past 5 Years – GMAT™ Exam (10th Edition)

Exam Date	Appt ID	Delivery	Total Score	Quantitative Reasoning	Verbal Reasoning	Integrated Reasoning	Analytical Writing
Feb 17, 2023	28900	Online	650 / 68%	45 / 47%	34 / 68%	8 / 90%	2 / 1%

### GMAT (10th Ed.) Scores:

- For previous attempts, candidates choose which scores to send/omit
- Scores end in a 0

**Percentile rankings are included to easily evaluate performance.**





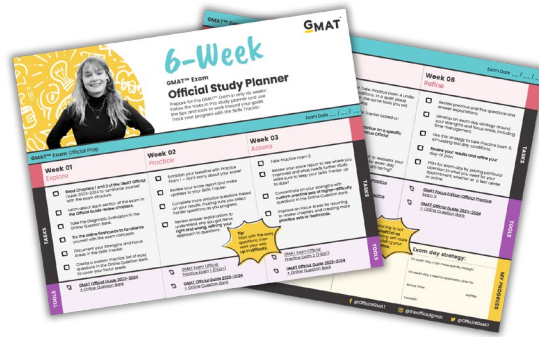
# Prep Smarter, Not Harder

**FREE!**

## 6-Week Study Planner

Prep for the GMAT exam in just six weeks.

This is the first step in setting yourself up for success on test day!



**Download Now:**



**FREE!**

## Official Starter Kit

Get your prep journey started strong with:

- 2 full-length practice exams
- 70 real GMAT practice questions
- A guided review of the exam



**Access Today:**



# Accommodations

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To make the exam broadly accessible, accommodations are available for GMAT test takers who meet certain eligibility criteria and properly document their request.



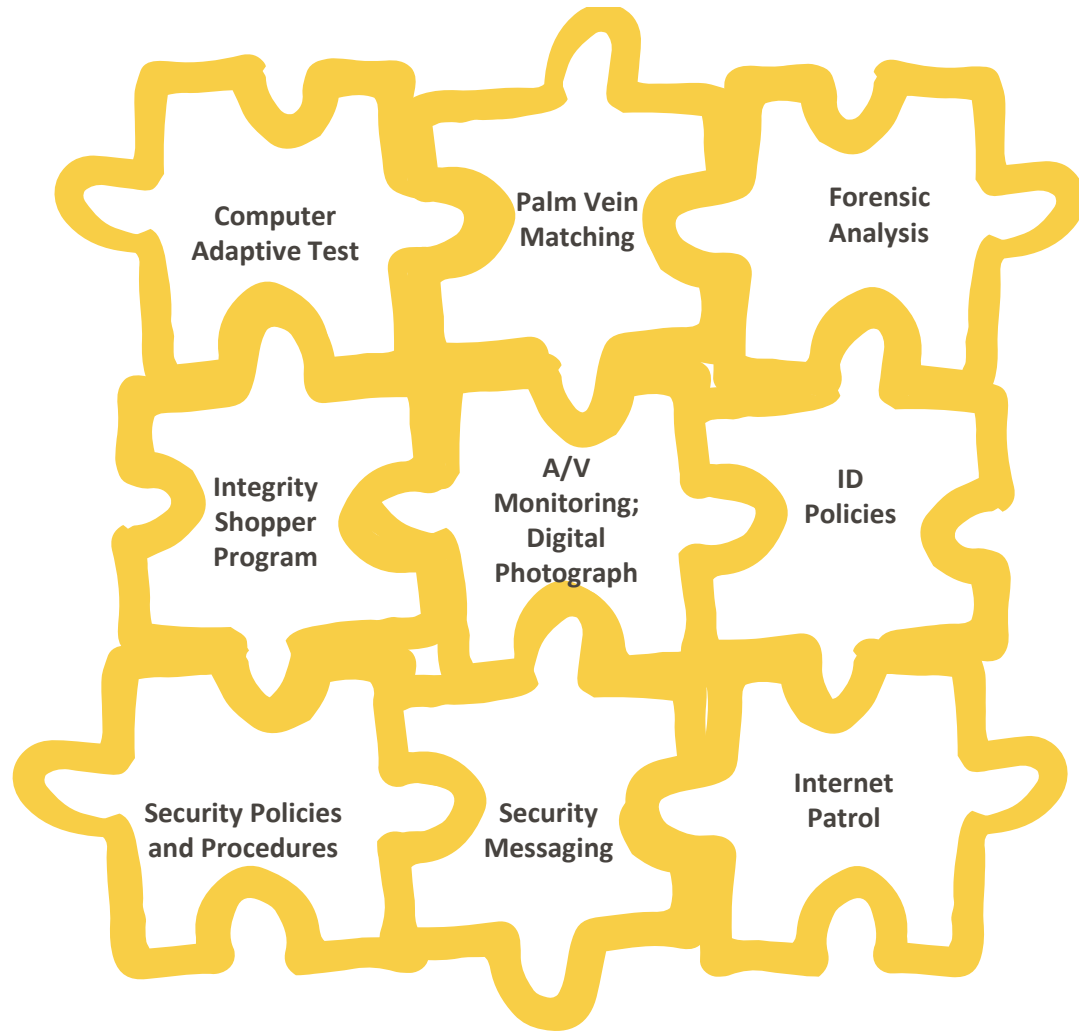
Available accommodations include:

- Extended testing time
- Additional break time
- Assistive technology
- Access to personal medical devices and other resources







# Ensuring a fair and secure experience



- GMAC employs state-of-the-art test security solutions, using a broad array of technology, to detect and deter unethical behavior
- The innovative CAT algorithm underpinning the GMAT exam dramatically reduces item exposure which minimizes test item overlap to prevent cheating
- Leading-edge measures in place and always on the lookout for people not acting in good faith
- Use all tools available to us to identify illicit behavior before, during, and after an exam is administered.
- There are severe, real-world consequences to any attempt to cheat or circumvent security measures and candidates may face restrictions and/or bans on future testing, and even legal action.



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# Quant: Problem Solving

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The price of lunch for 15 people was \$216.00, including a 20 percent gratuity for service.

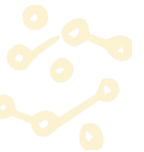
**What was the average price per person, EXCLUDING the gratuity?**

- A. \$11.52
- B. \$12.00
- C. \$13.80
- D. \$14.00
- E. \$15.87



Important to know:

- 10th grade math level
- Basic algebra, logic skills, and analytical thinking ability
- Your ability to reason, not just your demonstration of mastery



# Verbal: Reading Comprehension

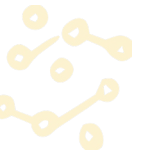
In 1988 services moved ahead of manufacturing as the main product of the United States economy. But what is meant by “services”? Some economists define a service as something that is produced and consumed simultaneously, for example, a haircut. The broader, classical definition is that a service is an intangible something that cannot be touched or stored. Yet electronic utilities can store energy, and computer programmers save information electronically. Thus, the classical definition is hard to sustain.

The United States government’s definition is more practical: services are the residual category that includes everything that is not agriculture or industry. Under the definition, services include activities as diverse as engineering and driving a bus. However, besides lacking a strong conceptual framework, this definition fails to recognize the distinction between service industries and service occupations. It categorizes workers based on their company’s final product rather than on the actual work the employees perform.

Thus, the many service workers employed by manufacturers – bookkeepers or janitors, for example – would fall under the industrial rather than the services category. Such ambiguities reveal the arbitrariness of this definition and suggest that, although practical for government purposes, it does not accurately reflect the composition of the current United States economy.

**The author of the passage is primarily concerned with:**

- a. discussing research data underlying several definitions
- b. arguing for the adoption of a particular definition
- c. exploring definitions of a concept
- d. comparing the advantages of several definitions
- e. clarifying some ambiguous definitions




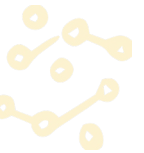
# Verbal: Critical Reasoning

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A city plans to attract new citizens with new housing and new facilities such as parks, recreation centers, and libraries. One component of the city's plan is to require that developers seeking permission to build this new housing provide these additional facilities at no cost to the city.

**Which of the following, if true, would point to a possible flaw in the city's plan?**


- a. Light, non-polluting industries have located in the area, offering more jobs and better paying jobs than do the more-established industries in the area.
- b. Other towns and cities nearby have yet to embark on any comparable plans to attract new citizens.
- c. Most developers see the extra expense of providing municipal facilities as simply one of the many costs of doing business.
- d. Developers would pass along their costs to the buyers, thereby raising the cost of housing units beyond the ability of likely purchasers to afford them. 
- e. Studies show that purchasers of new houses, especially first-time buyers, ran recreational resources as an important factor in deciding to buy a particular house.

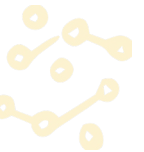


# Data Insights: Data Sufficiency

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In a certain class, one student is to be selected at random to read.  
What is the probability that someone under 17 years old will read?

- 1. Two-thirds of the students in the class are under 17 years of age.**
  - 2. Ten of the students in the class are girls.**
- A. Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient. 
- B. Statement (2) ALONE is sufficient, but statement (1) is not sufficient.
- C. BOTH statements TOGETHER are sufficient, but NEITHER statement ALONE is sufficient.
- D. EACH statement ALONE is sufficient.
- E. Statements (1) and (2) TOGETHER are not sufficient.



# Data Insights

## Multi-Source Reasoning

Test takers are asked to use text, charts, and/or tables from two to three sources of information to answer questions.

## Table Analysis

Test takers are presented with a sortable table of information, which must be analyzed to determine if answer statements are accurate.

Calculator

Email #1 | Email #2 | Email #3

Email from **administrator** to research staff

January 15, 10:46 a.m.

Yesterday was the deadline for our receipt of completed surveys from doctors who were invited to participate in the Medical Practice Priorities Survey. Did we get enough returns from this original group of invitees to get reliable statistics? Do we need to invite additional participants?

Consider each of the following statements. Does the information in the three emails support the inference as stated?

Yes No

- The administrator is unwilling to invite as many participants in the second group as were invited in the first group.
- The project coordinator does not expect to be able to meet the goal for numbers of completed surveys received.
- The administrator is willing to accept some risk of exceeding the budget for compensating participants.

Calculator

Sort By: Airport City

City	Airport		Passengers			Movements		
	Country	Code	Number	% change	Rank	Number	% change	Rank
Amsterdam	NLD	AMS	47,430,019	-0.8	14	446,592	-1.7	17
Atlanta	USA	ATL	90,039,280	0.7	1	978,824	-1.6	1
Beijing	CHN	PEK	55,937,289	4.4	8	431,670	8.0	21
Charlotte	USA	CLT	34,739,020	4.7	26	536,253	2.6	9
Chicago	USA	ORD	69,353,876	-9.0	2	881,566	-4.9	2
Dallas/Ft Worth	USA	DFW	57,093,187	-4.5	7	656,310	-4.3	3
Denver	USA	DEN	51,245,334	2.8	10	619,503	0.9	5
Detroit	USA	DTW	35,135,828	-2.4	24	462,520	-1.0	15
Frankfurt	DEU	FRA	53,467,450	-1.3	9	485,783	1.4	12
Houston	USA	IAH	41,709,389	-3.0	16	576,062	-4.6	7
Las Vegas	USA	LAS	43,208,724	-8.0	15	578,949	-5.0	6
London	GBR	LHR	67,056,379	-1.5	3	478,518	-0.6	13
Los Angeles	USA	LAX	59,497,539	-4.7	6	622,506	-8.6	4
Madrid	ESP	MAD	50,824,435	-2.4	11	469,740	-2.6	14
Miami	USA	MIA	34,063,531	1.0	29	371,519	-3.8	29
Minneapolis	USA	MSP	34,056,443	-3.0	30	450,044	-0.7	16
Munich	DEU	MUC	34,530,593	1.7	27	432,296	0.1	20
Newark	USA	EWR	35,360,848	-2.8	23	434,428	-0.4	19
Paris	FRA	CDG	60,874,681	1.6	5	559,816	1.3	8
Phoenix	USA	PHX	39,891,193	-5.4	17	502,499	-6.8	10
San Francisco	USA	SFO	37,234,592	4.7	21	387,710	2.2	24

The table above gives information for 2008 on total passengers (total passengers enplaned and deplaned with passengers in transit counted once) and total movements (landing and takeoff of an aircraft) for 21 airports throughout the world. The 21 airports were chosen for inclusion in the table because, in 2008, each was among the busiest 30 airports in the world in terms of both total passengers and total movements. In addition to the numbers of total passengers and total movements for each airport, the table also gives the percent of increase and decrease over the numbers for 2007 and the rank of the airport for total passengers and total movements.

Each column of the table can be sorted in ascending order by clicking on the word "Select" above the table and choosing, from the drop-down menu, the heading of the column on which you want the table to be sorted.

Consider each of the following statements about these airports. For each statement indicate whether the statement is true or false, based on the information provided in the table.

True False

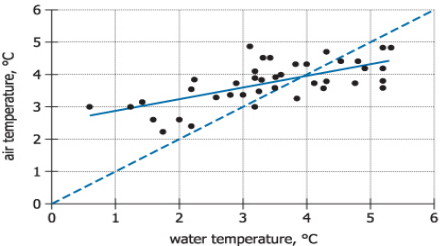
- The airport experiencing the greatest percent decrease in total passengers from 2007 to 2008 also experienced the greatest decrease in the percent of movements.
- The airport with the median rank based on total number of passengers is the same as the airport with the median rank based on total number of movements.
- Exactly 50% of the airports that experienced an increase in both total number of passengers and in total number of movements are located in the United States (USA).

# Data Insights

## Graphics Interpretation

Test takers are asked to interpret a graph or graphical image and select from a drop-down list to make response statements accurate.

Calculator



The graph at the left is a scatter plot with 40 points, each representing the temperature of the ocean water, measured at a fixed location off the coast of West Iceland, and the air temperature, measured on land at a fixed location in West Iceland. Both the water temperature and the air temperature, in degrees Celsius, were measured at noon on Wednesday of each of 40 consecutive weeks last year. The solid line is the regression line and the dashed line is the line through the points (0,0) and (6,6).

Use the drop-down menus to fill in the blanks in each of the following statements based on the information given by the graph.

The relationship between the water temperature and the air temperature is

The slope of the regression line is  the slope of the dashed line.

## Two-Part Analysis

A question will involve two components for a solution. Possible answers will be given in a table format with a column for each component and rows with possible options; test takers are asked to consider the options provided.

Calculator

Organization A currently has 1,050 members. Organization B currently has 1,550 members. The number of members of Organization A and the number of members of Organization B are increasing annually, each at its own constant rate. Analysts project that if each of these organizations maintains its constant annual rate of membership increase, five years from now they will for the first time have the same number of members, and in subsequent years Organization A will have more members than Organization B.

In the table below, identify a rate of increase, in members per year, for Organization A and a rate of increase, in members per year, for Organization B that together are consistent with the analysts' projection. Make only one selection in each column.

Organization A	Organization B	Rate of increase (members per year)
<input type="radio"/>	<input type="radio"/>	10
<input type="radio"/>	<input type="radio"/>	30
<input type="radio"/>	<input type="radio"/>	40
<input type="radio"/>	<input type="radio"/>	120
<input type="radio"/>	<input type="radio"/>	130
<input type="radio"/>	<input type="radio"/>	150



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# Lean on GMAC for support

## Multiple learning opportunities in the months to come:

- School meetings to provide overview, training, and Q&A sessions
- GMAC Gatherings
- Webinars
- Annual Conference sessions
- Available for Candidate Information Sessions

## School resource toolkit including:

- Informational and promotional flyers
- Videos on exam updates and scoring/score scale
- Suite of GMAT-related blog content

**To learn more, contact your regional representative  
Don't know who it is, visit your [gmac.com](https://www.gmac.com) Profile page**



# Prepare for Candidate Questions

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Develop responses to the following candidate queries:

- Do schools prefer the GMAT, Executive Assessment, or other test?
- If I took both editions of the GMAT, which one will be used to make an admissions decision?
- If I already took the GMAT (10<sup>th</sup> Ed.), do you recommend that I also take GMAT (Focus Ed.)?

Scan for helpful resources from [gmac.com](https://www.gmac.com):



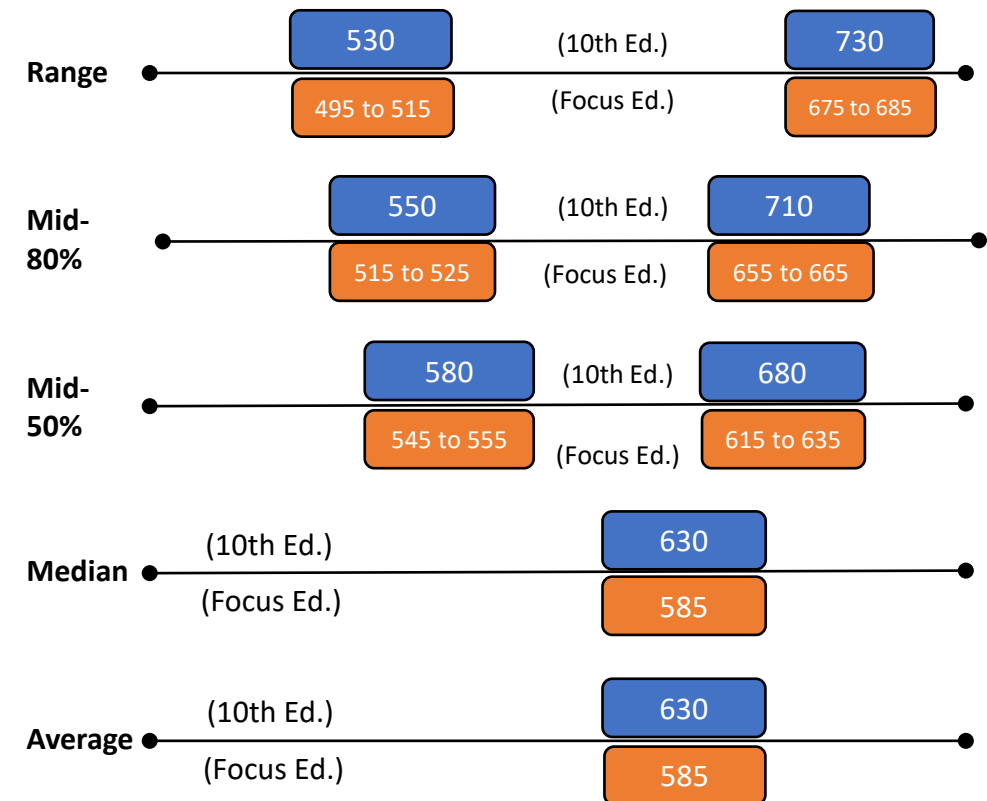
# Additional Scoring Guidance

## To help candidates understand how their scores compare...

- Update your Class Profile(s) to include GMAT (10th Ed.) and comparable GMAT (Focus Ed.) scores
- Visit [mba.com/scores](https://mba.com/scores) to learn more.

## Examples:

	10th Edition	Focus Edition
<b>Total Range</b>	530 to 730	495 to 685
<b>Mid-80% Range</b>	550 to 710	515 to 665
<b>Mid-50% Range</b>	580 to 680	545 to 635
<b>Median Total</b>	630	585
<b>Average Total</b>	630	585



# Thank you!

Learn More:

