

## THE ESSAY QUESTION

The thesis is the most important part of the MPhil counting 45% of all the overall mark. **We advise you to prepare your essay well in advance of submitting your online application**  
Please submit a well-constructed response to ONE of the following questions via the link provided: <https://forms.gle/L1R5FRKEoeNjFXi79> Limit is 500 words.

### QUESTION ONE

Take the perspective of the company you are working for, or one you have worked for, and select a country to expand operations to. Explain why you have chosen this country and how you would enter it. The country should not be one that your company already operates in.

OR

### QUESTION TWO

Multinational corporations often find local conditions challenging when they invest in a foreign country. Explain what you believe to be the greatest challenges a multinational corporation would find when investing in South Africa and suggest how these challenges may be met. (you may concentrate on one challenge if you regard that to be the dominant one).

- Ensure your degree certificates correspond to the transcripts provided.
- You will only receive the invitation to the test once all documents have been verified and ensure references are submitted via the link provided.
- Final feedback will be sent ± 8-10 weeks from the time the application is received.
- All communication will be sent via email; we recommend using your personal and not your company email to avoid miscommunication.
- Should you not hold an honours qualification, you will be required to submit a portfolio of evidence. You will receive the information once your documents have been verified.

**NB.** GIBS will accept a maximum of 10% of the cohort as non-degreed students. Therefore, there is very limited spaces for RPL (Recognition of Prior Learning) applications.

## BANKING DETAILS

### South African Applicants

Standard Bank current account  
(GIBS is a Public Recipient)

**Account name:** GIBS

**Account number:** 421018011

**Branch code:** 019205

**Reference:** ID no / Invoice no

**Finance queries:** [accounts@gibs.co.za](mailto:accounts@gibs.co.za)

### International Applicants

#### ONLY

International applicants to make payment for the application fee on the following link:

<https://gibs.flywire.com>

**Reference:** Please request an application fee invoice via email [documents@gibs.co.za](mailto:documents@gibs.co.za) and use your Passport no as a reference

## 1 SUBMIT ONLINE APPLICATION

### Upload supporting documentation:

- > Academic records/transcripts
- > Honours degree certificates
- > ID/passport
- > CV (not profile)
- > Proof of payment
- > SAQA certificate  
(If qualification is obtained outside SA)
- > English proficiency test  
(International students only)

Ensure all copies are clearly visible

### Receive application reference number

## 2 ESSAY & REFERENCE SUBMISSION

- > Forward the referral link to your referees
- > Submit your essay via the link provided

## 3 DOCUMENT VERIFICATION

by admissions office

## 4 ASSESSMENT

Degreed applicants:  
GIBS entrance test

Non-degred applicants:  
GMAT assessment

## PAYMENT

- > of deposit by accepted students
- > Payment must be made within 3 weeks from the invoiced date to secure your place on the programme

## 8 FEEDBACK

from GIBS admission office

## 7 DECISION

from selection committee

## 6 REFERENCE CHECK

- > Admission office verifies references and confirmation will be emailed
- > Maximum of two references required
- > Application profile now completed and will be sent for review to the selection committee

## PROGRAMME REGISTRATION

The Student Support Team will be in contact closer to the start date of the programme with registration details

## 11 ORIENTATION

## 9 WELCOME TO GIBS

- > Introduction
- > Student login details