

## ***Listen to the complete interview: Sally Donahue***

[Director of Financial Aid, Senior Admissions Officer, Harvard College](#)

### **Introduction Track: Keywords / Phrases**

- Low income
- Middle income
- Family Income
- 60,000
- Financial Aid
- Focus group
- Need-blind admissions
- Cost of attendance
- Admissions
- Net price
- Need-based grant
- Financial Aid Initiative
- Need-based scholarships

*All sample questions are designed in order to apply internet search as a basis for exploring and discovering new information.*

### **Sample Questions**

- Perform research on [Harvard's Financial Aid initiative](#). What are important elements of the initiative. How would you explain this initiative to one of your friends in less than 50 words?
- Perform research on need-blind admissions. What institutions of higher education in your local area implement this practice? Why do you think colleges and universities would choose to implement a need-blind admissions policy? What could be the potential benefits of a need blind admissions policy?
- What is the difference between tuition and the cost of attendance? Perform research on at least 3 institutions of higher education that you have an interest in attending. What is the difference between tuition and the cost of attendance at the institutions you selected?
- Perform research on need-based scholarships at 3 institutions of higher education that you are interested in attending.

[Learn more about Harvard's Financial Aid Initiative](#)