留学文书写作指南(研究生篇)

西柚西柚 Online ·留学文书导师答哥

目录

前言：什么叫文书范式

美国大学申请“文书范式”，是**西柚西柚留学**答哥李远宏老师提出的一个留学申请文书写作的概念。“范式”是指“指常规科学所赖以运作的理论基础和实践规范，是从事某一科学的研究者群体所共同遵从的世界观和行为方式”。那么，“留学文书范式”则是指“留学文书的基本规范，留学申请人进行文书写作需要遵从的规则和方式，尤其是对于文书内容、素材角度的规范”。

具体说来，“留学文书范式”，针对本科申请，可以是大学本科招生处对于“活动”的建议，对 Common 申请文书的素材、角度建议，推荐信建议，或其余自主申请系统对于文书的建议；针对硕士和博士申请，可以是大学对于申请人提交的简历的格式和内容的要求和建议，对于推荐人选择的要求和建议，对推荐信内容角度的要求和建议，对于申请文书内容的要求和建议，对于 SOP(Statement of Purpose)读书计划/学习目的陈述、Writing Sample 写作范例、Research Statement 研究称述、Rsearch Proposal/Plan 研究计划等专业性文书的格式、内容的要求和建议。

“范式”和“模板”的区别。

“文书模板”是在原有文书基础上，替换素材内容，保留原有格式、句式甚至部分素材而形成的文书。而根据“文书范式”而写作的文书是依照所申请大学，专业给出的要求和建议，而创造的，具有原创性，有创意的全新文书。“模板文书”等同于“抄袭”。比如，因为时间原因，某人将之前申请提交的文书，仅替换了基本信息、背景素材，对文章的开头、结尾等部分文字内容，不做修改，就直接用于新的院校申请提交，就是俗称的“套模板”。

而文书“范式”是指引，是为了创作符合学校及专业要求的、更受青睐的文书，而遵从的由大学、专业提出的要求和建议，由招生委员会老师、教授提出的建议。两者在内容、形式，以及最终产生的效果上，都截然不同。

为什么要遵从“文书范式”？留学申请文书，大体上分为三类。第一类是纯粹经验的，无规则文书，按照固有理解、已有经验，但是没有经过系统训练，不知道学校和专业要求，而随意性发挥的文书。第二类是根据以往申请的文书而模仿的文书，或套用模板的文书。第三类是根据“文书范式”及大学、专业提出的要求和建议，再经过创造性发挥的文书。

第一章：文书的作用

美国研究生院招生审核要素的权重

我们了解美国研究生院招生审核的流程和要素，比较重要的参考素材是Council of Graduate Schools 美国研究生院委员会，对于全美国主要大学研究生院招生审核进行分析和统计的报告性文献 Holistic Review in Graduate Admissions。

美国研究生院委员会的工作人员，通过对美国 560 所大学研究生院进行调查，得出美国大学研究生院在初审、录取、奖学金三个环节，对于申请人自身素质的侧重。调查范围包括研究生院的工作人员，院系教员和工作人员。

在报告里提到，对于硕士研究生的审核，更多的审核权限在院系里，博士研究生尤其是这样。这个权重可以这么来看，对于硕士，系里占比 75%，研究生院占15%，招生委员会占 5%；对于博士 78%的权限在院系，10%在研究院，6%在招生委员会，6%在别的其余部门。For master's admissions, 75% of graduate school staff said this was primarily the responsibility of academic units, 15% the graduate school, and 5% an admissions committee located outside the graduate school as the primary authority ("other"). The trend was even more pronounced at the doctoral level: graduate school staff reported that responsibility was located 78% of the time with departments, 10% with the graduate school, 6% with an admissions committee not located in the graduate school, and 6% some other unit. These numbers seem to indicate a decentralized admissions structure at most institutions, with primary admissions authority housed with the academic program.

大多数的研究生专业，在前期审核的过程中，会侧重于可量化的指标，比如 GPA、TOEFL、GRE 等，然后在后续阶段会更多侧重于推荐信、研究陈述、个人陈述等材料。Most graduate programs value quantifiable metrics (such as GPA and standardized test scores) in early stages of the admissions process, and then shift to considering more qualitative materials (such as letters of recommendation and personal or research statements) in later stages.

审核会经历 Initial Screening 初审筛选、Final Admissions Decision 最终录取、Funding Decision 奖学金录取三个阶段。

Initial Screening 初审筛选，These survey results conform with earlier studies that found most institutions heavily rely on quantifiable indicators when performing an initial

evaluation of candidates. At the initial screening stage, academic transcripts (77% master's, 71% doctoral), GRE and other standardized tests (56% master's, 62% doctoral), letters of recommendation (53% master's, 58% doctoral), and standardized language tests (52% master's, 47% doctoral) were identified as the top four most important materials. The fact that three out of the four top choice materials can be demonstrated in a single number is significant, and may reflect the well-documented trend of requiring applicants to meet a certain initial "cutoff." Master's admissions placed greater emphasis on academic transcripts and the language test and doctoral admissions on the GRE and letters of recommendation, but these quantitative indicators remained important for both levels of admissions. This corroborates with Posselt's (2013b) research, which also found quantitative measures weighed heavily in the initial screenings for highly competitive PhD programs. 初审筛选会主要集中在可量化指标，在美国研究生院中，77%的硕士项目和 71%的博士项目，会首先看重 Academic Transcript(课程背景及 GPA)。56%的硕士项目和 62%的博士项目，会接着看重 GRE/GMAT/LSAT 等标准化成绩。55%的硕士项目和 58%的博士项目，会接着看重 Letter of Recommondation(推荐信)。然后，52%的硕士项目和 47%的博士项目，会接着参考 TOEFL/IELTS 等语言考试成绩。

所以，在初审阶段，审核主要参考的因素依次是：Academic Transcript(课程背景及 GPA)、GRE/GMAT/LSAT、Letter of Recommondation(推荐信)、TOEFL/IELTS。其中，博士会比硕士更加看重 GRE/GMAT 的分数。在 TOEFL/IELTS 等语言考试成绩方面，硕士侧重的会比博士要多。

Final Admissions Decision 最终录取，At the final admissions decision, the top four most important materials shift to favor more qualitative sources of information: academic transcripts still tops the list for master's admissions (70%), but is complemented by letters of recommendation (68%), personal/research statement (63%), and interviews (52%). Doctoral admissions favored letters of recommendation (67%) and personal/ research statements (64%) above academic transcripts (55%) and interviews (48%). The inclusion of richer materials at this stage may reflect an admissions committee's ability to spend more time reviewing applications once the entire pool has been reduced. 在最终做录取决定的阶段，有 4 个因素比可量化指标更重要，就是 Academic Transcript(课程背景及 GPA)、Letter of Recommondation(推荐信)、Personal/Research Statement(申请文书)、Interviews 面试。

其中，针对硕士申请，70%的硕士项目会首先看 Academic Transcript(课程背景及 GPA)，68%的硕士项目会看重 Letter of Recommondation(推荐信)，63%的硕士项

目会看重 Personal/Research Statement(申请文书)，52%的硕士项目会看重 Interviews 面试。

针对博士申请，67%的博士项目会先看重 Letter of Recommondation(推荐信)，64%的博士项目会看重 Personal/Research Statement(申请文书)，55%的博士项目会看重 Academic Transcript(课程背景及 GPA)，然后会看 Interviews 面试的结果，有48%的博士项目会侧重。

Funding Decision 奖学金录取，The most important materials considered during the funding decision phase of the admissions process were some of the same materials deemed important at earlier stages. Once again, academic transcripts held the top spot for master's admissions (37%), followed by letters of recommendation (32%), personal/research statement (29%), and standardized tests such as the GRE (25%). Doctoral admissions continued to place more value on letters of recommendation (40%), followed by academic transcripts (39%), personal/research statements (39%), and GRE/GMAT/LSAT scores (30%).

针对硕士申请，在奖学金发放的审核阶段，主要参考的因素依次是：Academic Transcript(课程背景及 GPA)、Letter of Recommondation(推荐信)、Personal/Research Statement(申请文书)、GRE/GMAT/LSAT。

针对博士的申请，在奖学金发放的审核阶段，主要参考的因素依次是：Letter of Recommondation(推荐信)、Academic Transcript(课程背景及 GPA)、Personal/Research Statement(申请文书)、GRE/GMAT/LSAT。

如图

TABLE 1: Importance of application materials to screening, admissions, funding

	Master's	Doctoral
Initial Screening		
Academic Transcripts	77%	71%
GRE, GMAT, LSAT	56%	62%
Letters of Recommendation	53%	57%
CAE, TOEFL (language tests)	52%	47%
Final Admissions Decision		
Academic Transcripts	70%	55%
Letters of Recommendation	68%	67%
Personal/Research Statement	63%	64%
Interviews	52%	48%
Funding Decision		
Academic Transcripts	37%	39%
Letters of Recommendation	32%	40%
Personal/Research Statement	29%	39%
GRE, GMAT, LSAT	25%	30%

我们为什么要分析研究生的招生要素，**通过以上数据，我们可以看到在各个环节中，Letter of Recommondation(推荐信)和 Personal/Research Statement(申请文书)始终穿插在三个环节里面，是非常重要的**。Letter of Recommondation(推荐信)和 Personal/Research Statement(申请文书)也是我们申请美国大学常说的广义的申请文书。Interviews 面试也是在申请环节里面需要去准备的文书，只不过是需要口头说出来而已。

其余可量化指标，Academic Transcript(课程背景及 GPA)是平时大学学习的积累，GRE/GMAT/LSAT 和 TOEFL/IELTS 等标准化考试成绩是需要长时间复习，不停的考试以获得高分。

从申请的角度来讲，Letter of Recommondation(推荐信)，Personal/Research Statement(申请文书)、Interviews 面试这些广义上的文书，是我们仅有的可以获得外部支持的，也是可以通过不停的思考、修改来进行提升的部分。

申请文书主要考察什么

而申请文书主要考察申请人的什么素质呢？

根据美国研究生院委员会 Council of Graduate Schools 的调查，如下图：

TABLE 2: Applicant qualities deserving greater attention

	Graduate School Staff	Faculty and Staff outside the Graduate School
Master's admissions		
Past academic performance	58%	48%
Critical thinking ability	49%	56%
Fit with program	48%	55%
Writing ability	43%	43%
Doctoral admissions		
Critical thinking ability	59%	59%
Past research/work experience	51%	40%
Fit with program	46%	50%
Writing ability	43%	50%

我们可以看到，能够引起(招生审核人员)极大关注的申请人个人素质，针对硕士和博士的申请，都有有四类是最为重要的。

对于硕士申请，最重要的四大因素依次是：Past Academic Performance 以往在学业上的表现、Critical Thinking Ability 批判性思考能力、Fit with Program 与所申请专业的匹配程度、Writing Ability 写作能力。

对于博士申请，最重要的四大因素依次是：Critical Thinking Ability 批判性思考能力、Past Research/Work Experience 以往的研究或工作经历、Fit with Program 与所申请专业的匹配程度、Writing Ability 写作能力。

对于个人素质和文书的关系，我们说基本上可以用“个人素质=文书”这个公式来体现，“文书”基本上就是个人素质的体现。申请人需要在文书里面体现个人出色的学业成绩、研究能力、工作/实习的经历和收获，要讨论申请人本人和所申请专业(领域)的符合性，还要通过文书的文字，体现出良好的思维能力和写作能力。

Academic Performance 并非简单的 GPA 绩点，而是在所学专业领域，或者说，大学期间针对教学大纲的所获，包含了课程结构、对于核心课程的掌握程度。

Fit with Program 与所申请专业的匹配程度，即包含讨论所申请专业如何能够帮助自己实现自己的研究生期间的读书计划，也包含讨论自己如何能够胜任到该专业的学习。

Research/Work Experience 以往的研究或工作经历对于博士申请尤其重要，随着申请竞争的激烈，硕士申请也最好具备这些。

Fit with Program 与所申请专业的匹配程度的讨论，还有 Research/Work Experience 以往的研究或工作经历的讨论，可能就会占据申请文书的绝大部分内容。

也就是说，一个申请人需要通过 Letter of Recommondation(推荐信)，Personal/Research Statement(申请文书)，或者额外的 Interviews 面试去向所申请的学校和专业展示自己上面提到的那些素质。

明白这些我们才能清楚的了解申请文书应该怎么写，为什么要重视“文书范式”。

第二章：研究生院申请文书组成

针对硕士和博士的申请文书，有很多相同的地方，也有不一样的地方。

硕士申请文书组成：
☐ 简历 Resume/Curriculum Vitae；
☐ 推荐信 Letter of Recommondation；
☐ 读书计划 Statement of Purpose/Research Statement 研究陈述/Personal Statement 个人陈述；
☐ 多样性文书 Diversity Essay；
☐ 小论文 ESSAY；
☐ 问答式问题 Q&A ESSAY；
☐ 奖学金 ESSAY；

博士申请文书组成：
☐ 简历 Resume/Curriculum Vitae；
☐ 推荐信 Letter of Recommondation；
☐ 读书计划 Statement of Purpose/Research Statement 研究陈述/Personal Statement 个人陈述；
☐ 研究计划 Research Proposal/Plan；
☐ 多样性文书 Diversity Essay；
☐ 小论文 ESSAY；
☐ 问答式问题 Q&A ESSAY；
☐ 奖学金 ESSAY；

针对博士的申请，文书部分要比硕士申请多出一个研究计划 Research Proposal/Plan。当然研究计划对于博士的申请也不是必须的。

相对于传统的概念，申请一所大学需要提交一份 PS，我们说更全面的理解应该是：申请一所大学需要提交一份以往活动经历的整理、一份 PS、一份 SOP，以及 3-5 份 Essay 文书。5-6 份左右的文书工作，才是申请一所大学应有的文书准备。

申请的同学可以根据上面的列表进行检查，看看文书工作是否齐备。

研究计划是什么

Research Proposal/Plan

研究计划 Research Proposal/Plan 是针对部分研究性很强的专业，或博士的申请，学校提出的一种文书要求。旨在让学校了解清楚申请人细致的研究兴趣、内容和计划。

另外有一些奖学金的申请，也是需要研究计划 Research Proposal/Plan 的，比如：

“Graduate students who have successfully defended their research proposals may compete for additional research funding by applying for the Department Overhead and Fred H. Moore Research Awards.”有研究计划书的，可以被考虑到一些类别的奖学金。

“In addition to research funding that may be available to graduate students from research grants awarded to their major advisor and/or to cross-disciplinary programs (LTER, SWAS, GECP, etc.), students are encouraged to seek out and submit research proposals to outside funding agencies.”一些外部的奖学金申请，也需要研究计划。

对于一些学校，研究计划 Research Proposal/Plan 并不是强制提供的。“You do not need to specify a specific research field or faculty mentor in order to be admitted, though the admissions committee is interested in your research plans.”由于美国博士的申请，学校以及导师非常希望看到申请人清晰的研究安排，所以一般建议申请博士的同学主动提交“Research Proposal/Plan”，尤其是希望申请奖学金。

作为研究计划 Research Proposal/Plan 的范式，Your research proposal should succinctly frame a research question, articulate why it is important, demonstrate an understanding of the relevant literature and gaps in current knowledge, and identify what types of research methods one might apply to address the problem.包含了研究的问题、为什么(这个问题)重要、展示你了解的相关文献、和你当前知识背景的差距、你打算采用什么研究方法来解决这个问题。大致是这样的一些内容。

申请博士，或者奖学金的同学，可以根据自己的情况，选择提交 Research Proposal/Plan 或者不提交。

加州大学系列文书有什么特点

加州大学系列校区的申请，和别的学校有所不同。

加州大学的校区包括 University of California, Berkeley 加州大学伯克利；University of California, Davis 加州大学戴维斯；University of California, Hastings College of Law 加州大学黑斯廷斯法学院；University of California, Irvine 加州大学欧文；University of California, Los Angeles 加州大学洛杉矶；University of California, Merced 加州大学梅喜德；University of California, Riverside 加州大学河滨；University of California, San Diego 加州大学圣地亚哥；University of California, San Francisco 加州大学旧金山；University of California, Santa Barbara 加州大学圣塔芭芭拉；University of California, Santa Cruz 圣塔克鲁兹。

他们申请的不同，主要是文书的不同。别的学校对于申请主文书，通常只有一个题目，而 University of California 都是需要两个题目。虽然题目的表达略有不同，但是都大同小异。

第一个文书是 Statement of Purpose 读书计划，大致涵盖的内容包括“Statement of Purpose - Why are you applying for this program? What will you do during this degree program? What do you want to do after and how will this help you? Further tips”主要讨论为什么申请这个专业，隐含的，需要讨论自己和专业的关联性。读书期间要做些什么，也就是读书计划。毕业以后打算做什么，也就是职业规划，这个专业又如何能够帮助到你(实现职业规划)等。

第二个文书是 Personal History and Diversity Statement 个人历史与多样性陈述，或者叫做 Personal Statement。大致涵盖的内容包括“Personal History Statement - What from your past made you decide to go into this field? And how will your personal history help you succeed in this program and your future goals?”你过去的什么经历使你决定学习你目前的领域，你过去的经历能够如何帮助你在你所选专业，以及未来的的职业规划，取得成功。

一般来说，Statement of Purpose 是涵盖了 Personal Statement、Personal History and Diversity Statement 这些内容的。UC 的院校将这两部分分开，专业使得每个部分都得到强化。

而作为“Personal History and Diversity Statement”的要求，“The purpose of this

essay is to get know you as an individual and potential graduate student. Please describe how your personal background informs your decision to pursue a graduate degree. You may include any educational, familial, cultural, economic, or social experiences, challenges, community service, outreach activities, residency and citizenship, first-generation college status, or opportunities relevant to your academic journey; how your life experiences contribute to the social, intellectual, or cultural diversity within a campus community and your chosen field; or how you might serve educationally underrepresented and underserved segments of society with your graduate education. ”

这一文书的目的，是希望能够体现申请人作为独立个体，和具有潜力的研究生。其实，加州系列的文书对我们启发很大的。这个部分是讲，个人的经历是如何促使一个申请人决定读研究，而作为中国学生，要说明为什么去美国读研究生。可以描述因为教育、家庭、文化、经济、社会经历、之前遇到的挑战、社区服务、拓展活动、生长的地方、国籍、作为第一代大学生、与你学术旅程相关的机会、你的经历如何为社会做出贡献、你的智慧及文化多样性如何在你所选校的领域或者校园做出贡献、你如何为教育不足的人群服务、你的研究生教育如何为社会低下人群服务等等各种各样的素材内容，非常的广泛。

其中的重点在于“贡献 Contribution”，这个贡献首先是能够带给即将入读的学校的，进一步，为社会的。

UC 系列文书的特点，把一个人作为社会的独立个体，其所代表的文化背景，及其对未来的规划，如何与申请的专业、学校、社会相关联。启发我们对于申请文书，不要局限于自己的经历，取得的成功，更要讨论自己能够为专业、学校、社会做出的贡献。

第三章：简历范式

简历的内容要求

简历，Resume/CV(Curriculum Vitae)，是申请美国大学研究生的基础材料，是对于个人经历的概括。简历的内容也就是“简历范式”。

我们对于简历的看法，通常会陷入“全面罗列”又“缺失核心”的误区。全面罗列是事无大小、巨细都想列在简历里面；缺失核心，是因为不了解简历的范式，对留学申请准备不足，造成简历里面不能体现代表个人竞争力的荣誉、学术的信息。

我们先来看看简历的范式

Carnegie Mellon University 卡内基梅陇大学“ Submit your current Resume. Outline your education, research experience, work experience, publications, scholarships awarded, prizes and honors received, society memberships, and any other extracurricular activities.”

Emory University 埃默里大学

Resume/CV

Your resume or CV should highlight relevant experience. You may wish to include:

- academic awards and honors, including honors projects;
- independent research experiences;
- publications and presentations;
- volunteer and extra-curricular experience;
- internships and work experience; and
- membership in professional and academic organizations.

Rensselaer Polytechnic Institute 伦斯勒理工学院

Resume or Curriculum Vitae

Your resume should include details about your education, employment, and internship history and any pertinent research experience. International students in the U.S. on OPT or CPT should include details about their current activities.

School of Visual Arts 视觉艺术大学

Resume/CV

Applicants must submit a resume which should include professional experience as

well as related activities, such as research, awards and exhibitions.

Princeton University 普林斯顿大学

Resume/Curriculum Vitae

Your resume/curriculum vitae should include employment, activities, community service, education, academic or professional honors and you will be required to upload it with your electronic application in the space provided.

Stanford University 斯坦福大学

Resume or Curriculum Vitae (CV)

Your resume or CV serves as a good supplement to your statement of purpose and other application materials. In it, you can summarize all of your qualifications, honors, educational accomplishments, and interests. It provides the admissions committee with additional information to better evaluate your candidacy.

Tufts University 塔夫茨大学

Résumé/Curriculum Vitae

Your current résumé or CV including dates of your educational history, employment, academic honors, scholarships, publications and other activities should be uploaded as part of your completed application.

所以，简历应包含以下几个部分的内容：

1、基本信息：姓名拼音、电话、电子邮箱、地址；

2、概要(可选)：个人特点一句话概括，申请目标一句话概括；

3、教育背景：就读大学、专业、GPA、毕业日期

4、经历(重点)：分两个部分，一个是研究及学术经历，一个是实践或工作经历；

5、活动(重点)：重要的校园、社会活动，重点是能够体现领导力的活动；

6、荣誉和获奖(重点)：不论大小的荣誉和获奖，获奖时间；

7、其余补充内容：擅长的工具、擅长的技能；

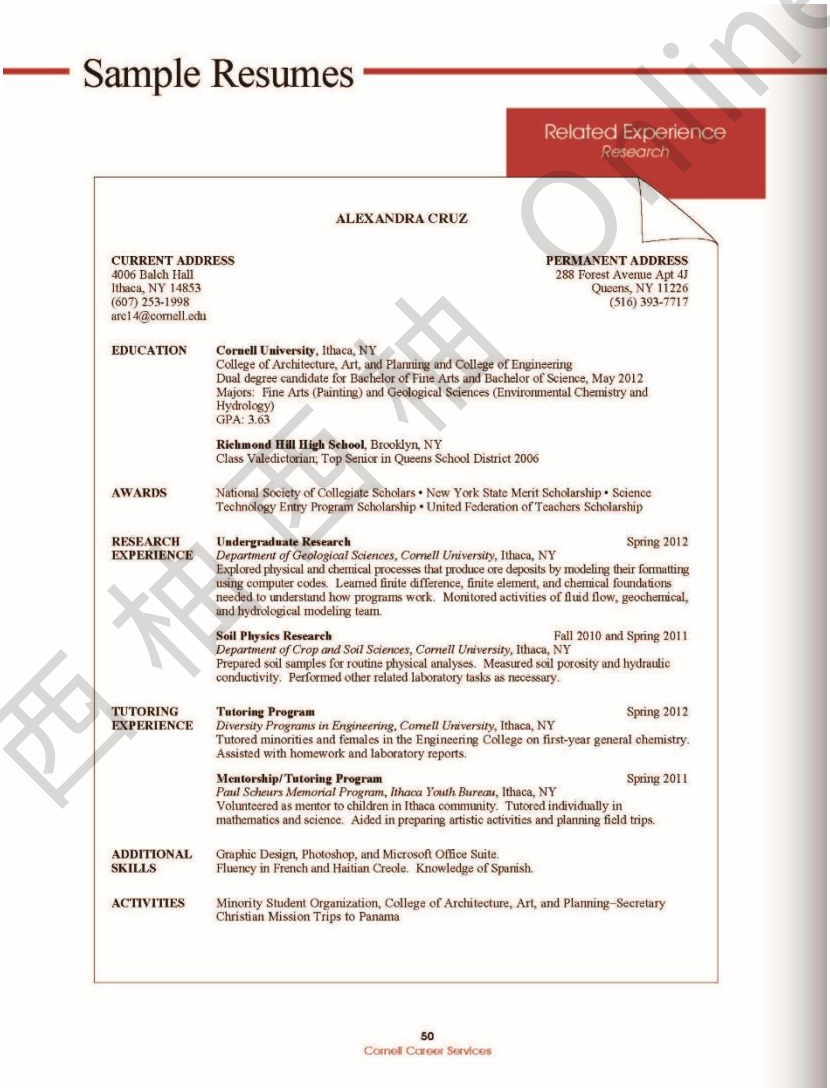
第 1、2、3、7 项的内容并不是核心，而 4-5-6 项是学校希望看到的重点，所以这个部分的内容一定要整理出来。在此基础上，我们设计《活动表单》一项档案，旨在帮助同学们把 4-5-6 项所涉及的内容详细的整理出来。在简历里面，只需要体现 4-5-6 项的概要，即参与的内容和结果。对于 4-5-6 项的内容，如果特别重要，和申请文书密切关联，就要在文书里面对具体经历、挑战、成长、收获进行描述，以便审核的老师详细了解你的背景。

Resume 和 CV 的区别

美国大学各个专业，对于简历有的提到 Resume，有的提 CV，差异就是 Resume 要求尽量精炼，大多数情况下要求一页，而如果学校提到 CV 则可以稍微详细一点，可以扩展到两页。但简历原则上不要超过两页。

简历范文参考

康奈尔大学简历样本



Sample Resumes

Related Experience
Research

ALEXANDRA CRUZ

CURRENT ADDRESS
4006 Balch Hall
Ithaca, NY 14853
(607) 253-1998
arc14@cornell.edu

PERMANENT ADDRESS
288 Forest Avenue Apt 4J
Queens, NY 11226
(516) 393-7717

EDUCATION

Cornell University, Ithaca, NY
College of Architecture, Art, and Planning and College of Engineering
Dual degree candidate for Bachelor of Fine Arts and Bachelor of Science, May 2012
Majors: Fine Arts (Painting) and Geological Sciences (Environmental Chemistry and Hydrology)
GPA: 3.63

Richmond Hill High School, Brooklyn, NY
Class Valedictorian; Top Senior in Queens School District 2006

AWARDS

National Society of Collegiate Scholars • New York State Merit Scholarship • Science Technology Entry Program Scholarship • United Federation of Teachers Scholarship

RESEARCH EXPERIENCE

Undergraduate Research Spring 2012
Department of Geological Sciences, Cornell University, Ithaca, NY
Explored physical and chemical processes that produce ore deposits by modeling their formatting using computer codes. Learned finite difference, finite element, and chemical foundations needed to understand how programs work. Monitored activities of fluid flow, geochemical, and hydrological modeling team.

Soil Physics Research Fall 2010 and Spring 2011
Department of Crop and Soil Sciences, Cornell University, Ithaca, NY
Prepared soil samples for routine physical analyses. Measured soil porosity and hydraulic conductivity. Performed other related laboratory tasks as necessary.

TUTORING EXPERIENCE

Tutoring Program Spring 2012
Diversity Programs in Engineering, Cornell University, Ithaca, NY
Tutored minorities and females in the Engineering College on first-year general chemistry. Assisted with homework and laboratory reports.

Mentorship/Tutoring Program Spring 2011
Paul Scheurs Memorial Program, Ithaca Youth Bureau, Ithaca, NY
Volunteered as mentor to children in Ithaca community. Tutored individually in mathematics and science. Aided in preparing artistic activities and planning field trips.

ADDITIONAL SKILLS

Graphic Design, Photoshop, and Microsoft Office Suite.
Fluency in French and Haitian Creole. Knowledge of Spanish.

ACTIVITIES

Minority Student Organization, College of Architecture, Art, and Planning–Secretary
Christian Mission Trips to Panama

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Cornell Career Services

卡内基梅隆大学给出的简历参考样本

Sue L. Smith

CAMPUS:
413 IS College Hall
Norm, IL 67890
(123) 123-1233

PERMANENT:
101 E. Main Street
Mytown, NC 12345
(789) 789-7899

SUMMARY: Electrical engineering internship with Nortel.
Experience with wireless, broadband, PBX, and DMS networks.
Magna Cum Laude graduate with BS in Electrical Engineering.

EDUCATION: **Bachelor of Science in Electrical Engineering, May 2001**
Illinois State University, Normal, Illinois
Graduated Magna Cum Laude with a GPA of 3.6 on a 4.0 scale

Courses taken included:

Digital Integrated Circuits	Photovoltaics
A-C Power Systems	Electronic Properties of Materials
Digital Signal Processing	Modern Photonics

EXPERIENCE:

Electrical Engineer, May 2001 – Present
Nortel (Northern Telecom), Research Triangle Park, North Carolina

- Support Wireless Network division, developing products and add-ons for digital radio and switching technology, including TDMA, CDMA, GSM, PCS, DCS and DCMA networks
- Develop test pattern reference library for all R&D technicians accessible over the corporate Intranet.

Electrical Engineering Internship, May 2000 - August 2000
Nortel (Northern Telecom), Research Triangle Park, North Carolina

- Tested new circuitry for ISO 9001 compliance.
- Developed test pattern reference library for all R&D technicians accessible over the corporate Intranet.
- Received Employee of the Month award twice – first intern ever to win the award.

Department Assistant, August 1999 - May 2000, August 2000 – May 2001
Electrical Engineering Dept., Illinois State University, Normal, Illinois (student position)

- Modified catalog course descriptions to reflect full technical content of course offerings.
- Assisted professors in test preparation and grading.
- Filled in as lecturer for professors in Intro to Electrical Engineering class.

ACTIVITIES/ AWARDS:

- Treasurer, IEEE Student Chapter, 2000-2001
- Member, IEEE Student Chapter, 1998-2001
- Eta Kappa Nu electrical engineering honors society, 1999-2001

COMPUTER SKILLS:

- Languages: UNIX, C++, Java, HTML
- Software: Windows 2000, 98, 95, 3.1, NT, Mac OS, Microsoft Office
- Hardware: NIC's, network hubs/switches modems, printers

维克森林大学给出的简历参考

First / Last Name

Current Address
(555) 555-5555
name@email.com

EDUCATION

Graduate School (if applicable) City, State
Master/Other Degree(s) *This degree program is added only after acceptance/completion of program* *Graduation Month, Year*
GMAT/GRE: XXX

Undergraduate School of Business City, State
Undergraduate Degree *Graduation Month, Year*
GPA: 4.00 scale *Never round up your GPA (drop third decimal – 3.798 becomes 3.79)*

PROFESSIONAL EXPERIENCE

Company/Organization Name City, State
Title/Position *Dates Employed*
- Description of role, responsibilities, activities, successes, etc.
- Description of role, responsibilities, activities, successes, etc.
- Description of role, responsibilities, activities, successes, etc.

City, State
Title/Position *Dates Employed*
- Description of role, responsibilities, activities, successes, etc.
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Company/Organization Name City, State
Title/Position *Dates Employed*
- Description of role, responsibilities, activities, successes, etc.
- Description of role, responsibilities, activities, successes, etc.
- Description of role, responsibilities, activities, successes, etc.

LEADERSHIP AND VOLUNTEER EXPERIENCE

Organization(s) City, State

Title/Position *Dates of participation*

- Description of role, responsibilities, activities, successes, time commitment, etc.
- Description of role, responsibilities, activities, successes, time commitment, etc.

ACHIEVEMENTS/AWARDS

- List any Achievements, Awards, Certifications, Leadership Positions, *Spring 2015*
  Student Organizations, Study/Travel Abroad, etc.
- Include descriptions, locations and dates *Summer 2015*

TECHNICAL PROFICIENCIES

- Specific software capabilities
- Specific language proficiencies

宾夕法尼亚大学沃顿商学院的简历样本

MARK N. ABRAMOVICH
2008 Walnut St. Apt. 4-R, Philadelphia, PA 19103 / (215) 498 - 4114
mark.abramovich.wg03@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, University of Pennsylvania — Philadelphia, PA
Master of Business Administration Candidate — May 2003
- Faculty selected paid positions: leadership "venture fellow" and graduate MBA student admissions officer.
- Member of the Consulting Club, Entrepreneurship Club, Veteran's Club and "Hash House Harriers" (running).
- Member of the Executive Committee, Latin American Conference: part of the Wharton Global Forum.

NEW YORK UNIVERSITY: Gallatin School of Individualized Study — New York, NY
Bachelor of Arts, History and Political Science — 1991-1995
- GPA: **3.3 / 4.0**, GPA Senior Year: **3.58 / 4.0**, Post Baccalaureate business course work GPA: **3.94 / 4.0**.

EXPERIENCE

CAREKEY INC. (Internet-based healthcare technology company) — Boston, MA
Business Development and Marketing — June 2002 – August 2002
- Conceptualized and developed e-prescription feature including technical concept; forged business partnerships.
- Identified and analyzed target market segments, evaluated potential client base by identifying strategic issues.
- Assessed Latin America as an expansion market; successfully initiated contacts with key regional players.

CIGNA HEALTHCARE: Field Application Project through the Wharton School — Philadelphia, PA
Consultant — December, 2001 – May 2002
- Assessed distribution strategy by analyzing current client base and determining profitability in relation to company size and individual distribution channel.
- Recommended a strategy that would allow CIGNA to leverage its strengths to attract higher value clients.

KOZMO.COM — New York, NY
Delivery Operations Manager, lower Manhattan and Brooklyn — April, 2000 – April, 2001
- Improved a delivery operation that was previously ranked in the bottom half of 19 delivery operations. nationwide to consistent first or second place nationwide rankings.
- Reduced post-layoff annual payroll from approximately $1.5MM to $1.0MM despite increased order volume. Initial budget had already been designed by corporate industrial engineers to be as lean as possible.
- Managed delivery operation for territory with highest nationwide order-volume, approximately 5,000 weekly.
- Responsible for staff of 80, including 3 supervisors. Consistently achieved 95% plus on-time delivery target.

AIRBORNE EXPRESS — New York, NY
Field Services Supervisor — Feb, 1999 – April, 2000
- Jointly responsible for an operation with an average daily volume of 20,000 pieces of freight.
- Improved station's performance on several national quality of service standards: reduced misroutes by 50%.
- Managed 70 drivers, customer service agents, and dispatchers: Consistently near 100% on-time statistics.

UNITED STATES MARINE CORPS — Camp Lejeune, NC
Combat Engineer Officer, Rank: Captain — Sep, 1995 – Jan, 1999
Platoon Commander, Alpha Company, 2d Platoon, 2d Combat Engineer Battalion (07/96 – 09/97)
- Led and trained 35 Marines, responsible for their health, morale and welfare.

Executive Officer, Engineer Support Company, 2d Combat Engineer Battalion (09/97 – 09/98)
- Deputy Commander of 200 Marines and over $20MM in assets and equipment: annual budget $415,000.
- Organized, planned and executed tactical operations as well as official policy and procedure for the planning and execution of major deployments involving Engineer Support Company.

Civil Processing Officer, (09/98 – 01/99)
- Liaison between Federal and State authorities and Armed Forces personnel and their commands on Marine Corps Base Camp Lejeune. Conducted legal research and investigations for the civil law office.

ADDITIONAL INFORMATION
- Past Treasurer: Washington Square Park Dog Run Association, a non-profit organization (1999 – 2001).
- Interests: Running (marathon, countless 5K, 10K, and ½ half marathons), PADI advanced SCUBA diver.
- Extensive Travel in Latin America, Conversant in Spanish.

在制作简历的时候，最好是能够参考学校给出的样本，这样才能知道学校希望看到的格式和内容是什么样的。

第四章：推荐信范式

推荐信的作用和推荐人的选择

在美国研究生院委员会 Council of Graduate Schools 对美国大量研究生院录取的调查来看，推荐信的作用在初审阶段处于第三位，在录取决定环节处于第二位，在发放奖学金环节，也处于第二位。可以说，推荐信是非常重要的。

在全部的申请文书里面，推荐信占比可能没有那么大，因为每一份推荐信不过 300-500 字，内容并不多，但是其在申请中起到的作用却是非常靠前的。

推荐信到底有什么作用呢？我引用 New York University 纽约大学对于推荐信的要求来加以说明“Letters of recommendation from persons who know your **academic qualifications** are required. Recommenders should be chosen from people **most familiar** with your **former studies, research interests, or work**, including at least one instructor in the institution you last attended. The Graduate School prefers recommendations from **instructors** familiar with your work in the **field** in which you **expect to study**. If you have been out of school for some time, a letter from an employer or supervisor should be provided”。

研究生的推荐信，是作为申请的大学，其研究生院对于申请人“Academic Qualifications”的考察。Academic Qualifications 学术资历，体现的地方有很多，包括 GPA、TOEFL/IELTS、GRE/GMAT、研究或项目经历，都可以作为 Academic Qualifications，但是这些是自己提供的，尤其是对于文书里面个人研究或项目经历的描述，并没有得到侧面的印证。推荐信最大的作用，就是站在老师的角度，对申请人在学术上的成就，同时其余方面进行印证。所以，学校对于推荐人的要求也是“people most familiar with your former studies, research interests, or work”对于以往的学习、研究兴趣(感兴趣的研究)、研究工作/全日制工作非常熟悉的老师，因为这样的老师对于学生的 Academic Qualifications 最为熟悉，可以印证学生所从事的 Study and Research 的真实性。

所以，美国大学研究生院对于推荐人的要求，一般倾向于“prefers recommendations from instructors familiar with your work in the field in which you expect to study”对于申请人，在研究生阶段期望学习和研究的领域，以往所做的工作(学习和研究)非常熟悉的授课老师。

引用宾夕法尼亚大学的表述“Recommendations should be from faculty familiar with the applicant's academic abilities”推荐人要是对学术能力非常熟悉的老师

另外，推荐信还可以极大的弥补背景的不足，比如布朗大学对于推荐信的看法“In fact, letters are so important, even a bad transcript can be offset by them. I know a student who got into a fine graduate program with just a 2.67 GPA. This is because his 2.67 was special: he aced hard classes and got bored in easy ones. His letters presumably said so, and illustrated this with several anecdotes. So, not every 2.67 is equal, and your student's may be of just the right kind; but we won't know that without your letter. ”答哥译：事实上，推荐信非常重要，甚至可以弥补成绩(GPA)的不足。我知道有的同学以 2.67 的 GPA 录取到研究生，因为他的 2.67 的 GPA 有很大的不同：他的课程非常难，他不喜欢简单的课程。在他的推荐信上有这样的描述，并且推荐人用几段事实来做了解释。因此，并不是所有的 2.67 的 GPA 都是一样的，你的学生可能就是这种(虽然 GPA 不高，但是非常有能力，勇于挑战高难度课程)，但是如果你的推荐信不告诉我们，我们就无法知道这些。

推荐信的重要性需要引起足够的重视，也需要去探究推荐信的范式(大学对于推荐信的内容要求、建议)，让推荐信能够为自己的申请加分。

推荐信内容范式

推荐信在申请的过程中，在众多的文书里，往往没有得到应有的重视。另一方面很多同学在大学期间和老师并没有太多的接触，导致推荐信的内容非常空洞，都是一些套话，没有细节和实质性的内容。

长期积累下来的习惯，也使得很少有人去寻求推荐信的范式，认为推荐信不过就是把学生本人夸赞一番，这其实是很大的误区。还有的因为确实和老师没有什么接触，对于推荐信能够体现的内容非常少，就算有也是一些比如：学习认真、课堂上认真听讲、和同学相处融洽等，非常空泛。

美国大学，对于推荐信的内容其实是有建议的，比如，加州大学伯克利“Mixture of academic and industry letters is ideal. They should include details about your goals, accomplishments, technical and leadership skills, academic work, etc.”学术上的，工作方面的推荐信都是理想的，推荐信需要陈述你的目标(学习和职业)、成就、技术上的技能、领导力、学术工作等。

埃默里大学“We require three professionals with knowledge about your academic performance to write letters that evaluate your research potential and your teaching experience.”提到了推荐信要描述研究潜力和教学的经历。伊利诺伊大学的要求也类似“The letters should address your academic and research abilities and your potential to be successful at graduate level academic performance.”

从麻省理工学院对于推荐信的建议，我们可以看到更具体的推荐信写作指导：

Please choose recommenders who are able to provide specific answers to the following questions:

- How long and in what capacity have you known the applicant?认识的时长
- How does the applicant stand out from others in a similar capacity?和同等环境学生的对比
- Please give an example of the applicant's impact on a person, group, or organization. 申请人对团体、组织产生的影响(实质是领导力)
- Please give a representative example of how the applicant interacts with other people. 和他人交流的例子(沟通能力)
- Which of the applicant's personal or professional characteristics would you change?你对申请人个性或职业特点的改变
- If you are an academic/technical recommender, please tell us how well the applicant

mastered the subject you taught or supervised and in what ways the applicant demonstrate this mastery.如果你是学术或技术的推荐人，告诉我们申请人在你所授专业领域精通的情况，申请人又是通过什么形式展现出这种精通的

- Please tell us anything else you think we should know about this applicant.其余的信息

当然，对于推荐信的建议还有更多可以采纳的信息，基本上每所大学、每一个专业都对推荐信的内容提出了或多或少的建议。

申请人应当帮助推荐老师完成推荐信，比如布朗大学的教授谈到“Ask Your Student for Help”、“I tell my students to give me a list of everything about them that they think is relevant. I explicitly tell them to brag (some students are shy and may not give themselves enough credit otherwise): filtering their input is my job, not theirs, and I say so. Sometimes I do get items that are over-the-top, but no harm done. Much more often a student will remind me of something they did that I had forgotten, but was well worth remembering. In particular, for my top research students who are currently working with me, I have no shortage of information. But for the others, or ones I haven't worked with in a while, this helps immensely. Some item suddenly brings them alive after several years, helping me reconstruct forgotten details and provide an illustration or two.”申请人其实是可以向推荐老师提供一些素材，帮助老师回忆和申请人接触的经历，而且“I explicitly tell them to brag”老师明确告诉学生要多夸赞自己，至于信息的真实性老师会自己甄别。

当然，纯粹的杜撰肯定是不可取的，我们的建议是：针对所申请大学对于推荐信的要求和建议，挖掘有针对性的素材，协助老师完成一份高质量的推荐信。

第五章：申请文书范式

研究生申请文书有哪几种

申请美国大学的研究生专业，不管是硕士还是博士，最主要的文书就是申请的主文书，美国大学的申请，都会包含 1-2 篇主文书，再加上若干小文书、问题回答、活动整理、获奖与荣誉整理、出版物以及论文或其余发表的文章整理等，需要写作的工作。

申请主文书，大致的形式有三种：SOP、PS、Esaay。其中 PS 是我们比较常提及的。

SOP，全名 Statement of Purpose，可以翻译为目的陈述，也可以翻译为读书计划，目前美国理、工、农、医，以及部分文科、社科、商科、艺术专业所要求的文书题目形式。我主张理解为“读书计划”，因为这类专业、这样的文书题目形式，非常注重未来对于学习的兴趣点、原因、申请的动机、学习的计划、研究的计划、和专业的匹配程度等讨论。一些注重学术的专业，还有那些排名靠前的研究型大学，都采用这类文书题目做要求。

PS，全名 Personal Statement，个人陈述，目前是美国商科，部分文科、社科、艺术专业所要求的文书题目形式。

Esaay，小论文，目前是商科主要的文书形式，以及在别的专业申请中作为补充的文书形式。

SOP/PS/Essay 有什么区别

从目前的申请来看，Statement of Purpose (SOP)是被采用的最多的文书题目形式，这主要是美国大学对于学术越来越看重，SOP 除了要交代用于支持自己申请的 Academic Qualifications，各种有利于获得录取的背景等涉及到过去的文书内容，还需要讨论自己的学术与研究兴趣、申请的原因动机、学习和研究计划、为什么适合于该学校和专业、职业规划等涉及到未来的文书内容。

Personal Statement (PS)个人陈述，主要涉及的内容是自己的学习经历，当然也包括学术研究经历，以及个人经历对于申请研究生的促进动机、职业规划等内容，但是对于学术上的兴趣、计划、专业匹配度的讨论等，可以不开展。

SOP 是一个探讨未来规划性的文书，而 PS 是让人回溯过去、展现过往优秀履历的文书。

几乎所有专业的文书都会采用 SOP 形式，尤其是那些注重学术研究的专业和学校。相对而言，少数的专业申请会要求 PS 的文书形式，而且主要是那些职业型专业，比如商科等。

Essay 小散文，一般字数要求在 500 字左右，而且一般是特定命题，相当于是从 SOP 和 PS 中，抽出其中学校比较看重的方面，单独命题文书。比如，有的学校会要求学生写 500 字以内的 Essay，阐明所申请的专业对自己的职业规划有什么帮助。

我们可以这么来看，SOP 涵盖 PS 涵盖 Essay。PS 主要涉及个人背景和未来的目标等内容。SOP 则需要在此基础上增加读书/学习/研究的计划、为什么要选择申请这个专业、自己和申请的专业有什么关联性等讨论。Essay 我们可以看做是 SOP 和 PS 各个部分单独的内容，比如有的学校的文书仅要求写一份 300-500 字的职业规划，或者用 300-500 字讨论为什么要申请这个专业，这个专业对你有什么帮助等单一方面的内容。

SOP 和 PS 可以看做是由若干个 Essay 组成，在素材准备阶段，可以多采用 Essay 的形式，把申请文书需要的各个主要部分做充分的讨论，这样准备更加充分，而且更加灵活。 **西柚留学 在文书准备阶段就更多采用 Essay 形式，在提交申请阶段则 SOP 和 Essay 结合，在必要的情况下再采用 PS 的文书，这样的安排使得文书质量更高、更灵活、更有利于申请。**

SOP 的文书范式

SOP，Statement of Purpose，可以看作为：读书计划、申请目的陈述，是目前高排名、研究型大学、研究型专业主要采取的文书形式。采取 SOP 的研究形式，主要是希望了解申请人的申请原因、读硕士/博士的目的、职业规划、个人背景等信息。

在咨询过程中，经常发现有的同学写作文书很随意，想到哪里写到哪里，并没有一定的规范，更不参考学校文书的题目。这其实就是不了解文书的范式。

所谓文书的范式，就是大学对于申请文书的格式、内容的具体要求。我们参考几所有代表性的文书题目，来帮助大家分析 SOP 的范式。

Brandeis University 布兰迪斯大学，研究生院的文书 Statement of Purpose 要求是 Please attach a statement of purpose in essay form, indicating your reasons for undertaking graduate study. In addition, please describe your qualifications for the master's program and your objectives in undertaking this program. You should discuss your plans for your academic and professional career and how the degree will help you attain your goals.

Cornell University 康奈尔大学，研究生院的文书 Statement of Purpose 要求是 The statement of purpose is your opportunity to help reviewers better understand your academic objectives and determine if you are a good match for the field to which you are applying…The statement of purpose should include your reasons for undertaking graduate work and an explanation of your academic interests, including their relation to your undergraduate study and professional goals.

Duke University 杜克大学，研究生院的文书 Statement of Purpose 要求是 Write a statement (1-2 pages, single-spaced, in a 12-point font) indicating your purposes and objectives in undertaking graduate study, your special interests and plans, and your strengths and weaknesses in your chosen field. Briefly describe any research projects or any independent research in which you have actively participated and indicate how this has influenced your career choice and desire to pursue graduate studies.

Harvard University 哈佛大学，研究生院的文书 Statement of Purpose 要求是 Describe your reasons and motivations for pursuing a graduate degree in your chosen program of study at Harvard. What experiences led you to your research ambitions?

Concisely state your past work in your intended field of study and in related fields. Briefly indicate your career objectives.

Massachusetts Institute of Technology 麻省理工学院，研究生院的文书 Statement of Objectives 要求是 Please explain why you are a good candidate for graduate school. You should describe why you wish to attend graduate school, what you would like to study, and any research experience you have. Describe one or more accomplishments you are particularly proud of that suggest that you will succeed in your chosen area of research.

Northwestern University 西北大学，研究生院的文书 Statement of Purpose 要求是 All applicants are required to upload a Statement of Purpose while completing the online application. Your Statement of Purpose should describe the following: Your purpose and objective for undertaking graduate study. Any special research interests or qualifications you possess. Why you chose to apply to Northwestern University. Write a statement (1-2 pages, single-spaced, in a 12 point font) explaining your interest in and objectives for pursuing graduate study. You may also wish to include other information, such as any undergraduate research experience, internships, or other experiences you have had to demonstrate your preparedness for graduate study in your chosen field.

Stanford University 斯坦福大学，研究生申请文书 Statement of Purpose 要求是 The Statement of Purpose should describe succinctly your reasons for applying to the proposed program at Stanford, your preparation for this field of study, research interests, future career plans, and other aspects of your background and interests which may aid the admissions committee in evaluating your aptitude and motivation for graduate study.

University of California, Berkeley 加州大学伯克利，研究生院的文书 Statement of Purpose 要求是 Please describe your aptitude and motivation for graduate study in your area of specialization, including your preparation for this field of study, your academic plans or research interests, and your future career goals. Please be specific about why UC Berkeley would be a good intellectual fit for you.

University of Michigan Ann Arbor 密歇根大学安娜堡，研究生院的文书 Academic Statement of Purpose 要求是 The Academic Statement of Purpose should be a concise, well-written statement about your academic and research background, your career goals, and how this graduate program will help you meet your career and educational objectives.

University of Virginia 佛吉尼亚大学，研究生院的文书 Statement of Purpose 要求是 The Statement of Purpose should describe your reasons for applying to the proposed program at the University of Virginia, your preparation for this field of study, study and research interests, future career plans, and other aspects of your background and interests which may aid the admissions committee in evaluating your aptitude and motivation for graduate study. Your commitment to a selected field of study is assumed; we want you to discuss some of the problems and issues that particularly engage your mind.

可见，在基于背景的基础上，SOP 还需要讨论学习/研究的兴趣和计划，学习计划，申请的动机，职业规划，与申请专业的匹配度，专业对于实现学术/职业目标的帮助等方面内容。

这是针对 SOP 的题目要求，另外有不少大学和教授，都对于文书的写作、内容提出范式的要求。

比较有代表性的有 University of California, Berkeley 伯克利加州大学研究生院给出的 Statement of Purpose 写作范式。Writing the Statement of Purpose：

Part 1: Introduce yourself, your interests and motivations 第一部分做自我介绍，兴趣和动机

Tell them what you're interested in, and perhaps, what sparked your desire for graduate study. This should be short and to the point; don't spend a great deal of time on autobiography.

Part 2: Summarize your undergraduate and previous graduate career 第二部分阐述职业规划

a) Research you conducted. Indicate with whom, the title of the project, what your responsibilities were, and the outcome. Write technically, or in the style of your discipline. Professors are the people who read these statements.

b) Important paper or thesis project you completed, as well as anything scholarly beyond your curricular requirements.

c) Work experience, especially if you had any kind of responsibility for testing, designing, researching or interning in an area similar to what you wish to study in graduate school.

Part 3: Discuss the relevance of your recent and current activities 第三部分讨论背景活动经历

If you graduated and worked prior to returning to grad school, indicate what you've been doing: company or non-profit, your work/design team, responsibilities, what you learned. You can also indicate here how this helped you focus your graduate studies.

Part 4: Elaborate on your academic interests 第四部分讨论学术兴趣

Here you indicate what you would like to study in graduate school in enough detail to convince the faculty that you understand the scope of research in their discipline, and are engaged with current research themes.

a) Indicate the area of your interests. Ideally, pose a question, define a problem, or indicate a theme that you would like to address, and questions that arise from contemporary research. This should be an ample paragraph!

b) Look on the web for information about departments you're interested in, including professors and their research. Are there professors whose research interests parallel yours? If so, indicate this. Check the specific program; many may require you to name a professor or professors with whom you might work.

c) End your statement in a positive manner, indicating your excitement and readiness for the challenges ahead of you.

Essential Tips

1. What the admissions committee will read between the lines: self-motivation, competence, potential as a graduate student.
2. Emphasize everything from a positive perspective and write in an active, not a passive voice.
3. Demonstrate everything by example; don't say directly that you're a persistent person, show it.
4. If there is something important that happened to you that affected your grades, such as poverty, illness, or excessive work, state it. Write it affirmatively, showing your perseverance despite obstacles. You can elaborate more in your personal statement.
5. Make sure everything is linked with continuity and focus.
6. Unless the specific program says otherwise, be concise; an ideal essay should say everything it needs to with brevity. Approximately 500 to 1000 well-selected words (1-2 single space pages in 12 point font) is better than more words with less clarity and poor organization.

通过大学给出的范式，我们才能知道应该在文书里面写哪些内容，讨论哪些要点。同时也算要明了文书的内涵：招生官希望看到学生的自我动机、毅力和作为研究生的潜力，所有的写作内容都必须要是从积极的角度展开，有例证、精炼。

伯克利加州大学 Dr. Gloria Chun 教授也谈到自己对于 Statement of Purpose 写作的理解：

Things to Keep in Mind

• What they read between the lines: motivation, competence, potential as a graduate student.

• Emphasize everything from a positive perspective and write in an active, not passive, voice.

• Demonstrate everything by example; don't say directly, for example, that you're a persistent person—you must demonstrate it.

• You don't want to make excuses, but you have talk about the mistakes you've made as a learning experience.

• If there is something important that happened (poverty, illness, excessive work, etc.) which affected your grades, go ahead and state it, but write affirmatively, that is, in a way that shows your perseverance.

• Make sure everything is linked with continuity and focus.

• 500-600 words, 1 to 1.5 pages single spaced, typed.

Writing the Statement of Purpose

Part 1: Introduction 文书的开端介绍

• This is where you tell them what you want to study. For example, I wish to pursue a MS degree in Mechanical Engineering with an emphasis in controls.

Part 2: Summarize what you did as an undergraduate 本科经历的概要

• Research what did during your undergrad career. Describe your best project(s), indicating with whom, the title of the project, what your responsibilities were and the outcome. Write technically, professors are the people who read these statements.

• Important class or classes you took which stimulated your desire for graduate study, or a specific project for a class.

• Work experience, especially if you had any kind of responsibility for testing, designing, or researching a product or apparatus.

Part 3: If you graduated and worked for a while and are returning to grad school, indicate what you've been doing while working.

• You can discuss your company, work/design team, responsibilities, what you learned, etc. You can also indicate here how this helped you focus on your graduate studies.

Part 4: Here you indicate what you want to study in graduate school in greater detail. 研究生期间想要学习的内容

• This is a greater elaboration of your opening paragraph.

• Indicate area of interest, then state questions you might have which are associated with the topic, i.e., what you might be interested in studying. You should have an area of emphasis selected before you write the statement.

• Call the department or look on the web for information about the professors and their research. Are there professors whose interests match yours? If so, indicate this, as it shows a sign that you have done your homework and are highly motivated. (Be sincere, however, don't make up something bogus just to impress people.)

Part 5: Conclusion

• End your statement in a positive and confident manner with a readiness for the challenges of graduate study.

这样我们通过一所大学研究生院申请的文书题目要求、大学对于文书写作的范式建议、教授对于文书写作的范式建议，我们就可以很好的分析针对一所大学的申请文书应该怎么写作。

PS 的文书范式

PS，Personal Statement 个人陈述，是大家常见也是常提到的文书形式。计划出国留学的同学，提到文书的口头禅就是“PS”，但可能多数同学对 PS 应当怎么写还是没有明确的概念。

PS 的写作也有相应的范式，我们通过几个有代表性的大学，研究生申请对于 PS 的要求来做了解。

Columbia University 哥伦比亚大学，研究生申请文书 Personal Statement 的要求是 Your academic and professional accomplishments. Your overall career goals and specific goals in pursuing the M.S. Program. Your preferences for concentration tracks within the M.S. Program. Any other information that you feel can help us evaluate your potential to succeed in the program.

University of California, Los Angeles 加州大学洛杉矶校区，第二篇文书 Personal History Statement(同样适用于伯克利等其余 UC 校区)要求是 This statement should not duplicate the Statement of Purpose, if one is required by your proposed major. If in doubt, please consult the requirements for the major. Describe how your background, accomplishments, and life experiences led to your decision to pursue the graduate degree for which you are applying. Include any educational, personal, cultural, economic, or social experiences, challenges or opportunities relevant to your academic journey. In addition, please describe any aspects of your personal background, accomplishments, or achievements that will allow the department to evaluate your contributions to the University's diversity mission. Contributions to diversity and equal opportunity can take a variety of forms, such as efforts to advance equitable access to education, public service, that addresses the need of a diverse population, or research that explores inequalities.

University of Illinois at Urbana-Champaign 伊利诺伊大学香槟校区，研究生申请文书 Personal Statement 要求是 Please describe your previous academic work in your proposed field of study and include a personal statement regarding your goals for graduate study and a professional career. Please also describe any relevant research experience and what you have learned from it, and other educational and life experiences that you feel are important and relevant. If you have specific interests in your proposed field of study or are interested in working with any particular faculty members, please tell us about them.

Word maximums may vary by program. Please review program application

instructions for more information.

University of Southern California 南加州大学，研究生申请文书 Personal Statement 要求是 The personal statement should describe succinctly your reasons for applying to the proposed program at the Viterbi School of Engineering, your preparation for this field of study, study interests, future career plans, and other aspects of your background and interests which may aid the admissions committee in evaluating your aptitude and motivation for graduate study.

Yale University 耶鲁大学，研究生申请文书 Personal Statement 要求是 Your personal statement of purpose will aid the Admissions Committee in evaluating your application. Please compose a succinct statement of 500-1000 words concerning your past work and preparation related to your intended field of study, your academic plans for graduate study at Yale, and your subsequent career objectives.

从这些大学的文书题目来看，PS 主要关注以往的经历，不论是学习的经历还是生活的经历，其中的重点是学术经历和取得的成就。Diversity 是个人背景经历里面一个非常重要的因素，所以西柚的文书体系会把 Diversity 的背景单独提出来，作为一个 Essay 进行写作。

Northwestern University 西北大学对于 PS 的写作建议：

A well written personal statement can strengthen your application and open opportunities for you. Some application reviewers only skim through the personal statement, while others read it carefully. Since you have no way of knowing how your personal statement will be read or the weight it carries at each program, it is in your best interest to develop a high quality personal statement.

Know your audience:

You are writing for the residency program director, your interviewers and perhaps other members of the selection committee. The reviewers use the personal statement to learn more about you as an individual to help them determine if you have the qualities they are seeking in a future resident. Your personal statement will support your application if it conveys to your audience that you are a mature, thoughtful, enthusiastic, responsible, and stable individual.

In addition to using your personal statement for your residency application, supply your personal statement along with your CV to those who are writing letters of recommendation for you.

Questions to address in your personal statement:

- Why am I interested in the field I have chosen?
- What am I looking for in a residency program?
- What are my professional goals in the field I have chosen?
- Why should a residency program select me?
- What are my accomplishments that are relevant to my career?
- What contributions can I make to the specialty?
- What contributions can I make to the residency program?
- What outside interests do I have?
- How have I grown during the clinical years of my medical education? (Do not focus on pre-medical school years).

Do not feel you have to answer all of these questions in your personal statement, but be sure to strike a balance between past, present, and future as well as between professional and personal realms. Work with you advisor to make sure your personal statement is relevant to your specialty area.

Well written personal statement:

- Be sure to create a logical flow in your personal statement. Do not jump from one topic to another. Include transitions between sentences and paragraphs.
- Create a strong structure with each paragraph focused on a central idea.
- Be concise and direct in your writing.
- Check for spelling and grammatical errors.
- Do not use clichés, tired analogies or metaphors.
- Vary your sentence structure. Do not begin every sentence with "I."
- Back up descriptive comments about yourself with specific examples.
- Do not exaggerate; for example you should not overstate your role in a research project. Do not lie in your personal statement.
- Make sure your personal statement is distinct from your CV; the two should not be similar. You can use your personal statement to expand on something if it will add to your attractiveness as a candidate. Be sure to include information that is relevant to the specialty for which you are applying.
- Begin and end the statement in a strong, positive and engaging manner.
- A statement should emit confidence and self-worth, not arrogance.
- Your tone of voice should be personable yet professional.
- If you feel you need to discuss serious weaknesses in your application, handle them carefully, quickly and positively.

• Stay away from financial and lifestyle reasons for choosing a specialty.

Avoid Taboo Topics

• Religion

• Political Beliefs

• Romantic Relationships

• Opinions about sex, abortion or other political issues

Getting Started on Your Personal Statement

• Begin by brainstorming answers to all of the questions to be addressed in a person al statement. Don't sensor yourself – write out everything you think of as an answer to th e questions.

• Identify which of your answers are most relevant or most important to your perso nal statement. Be sure to include what interests you the most, what excites you.

• Once you know what is most important for your personal statement, identify the t heme or thesis of your personal statement. Write an outline for your personal statement b ased on this thesis. The thesis will unite your answers and give you direction.

• Write your personal statement. Rewrite your personal statement. Write your perso nal statement a third time. Be sure your writing is clear and succinct.

• Have others proofread your statement for clarity, grammar and spelling. Have you r advisor read your statement for feedback regarding the content.

Essay 的文书范式

在美国大学研究生的申请中，只采用 Essay 文书形式作为申请文书唯一要求的学校较少，而且大多为商科专业。大部分研究生专业要求是 SOP 或 PS，但商学院会要求写 Essay 申请文。

非商学院要求 Essay 文书形式的情况：

Carnegie Mellon University 卡内基梅隆大学，工程学院的研究生申请，就是提交 2-5 篇 Essay。包括 Other than reputation, what most interests you about attending this graduate program in the College of Engineering at CMU? 300 words remaining。What are your expectations of this program and how will our graduate degree help you to achieve your immediate and long-term career objectives? 300 words remaining。Describe an experience with leadership, mentoring, community service, etc. What was the role and how did it impact you? 300 words remaining。每一份文书的字数都是 300 字。

Dartmouth College 达特茅斯学院的研究生申请文书 Essay 要求是 Please write a brief essay describing your research interests and career goals, and the reasons you wish to pursue graduate work at Dartmouth College. Include any special information that does not appear above that will help us evaluate your application.

George Washington University 乔治华盛顿大学，研究生申请一般要求就是只写一份 500 字以内的 Essay，In an essay of 250 to 500 words, state your purpose in undertaking graduate study at The George Washington University; describe your academic objectives, research interests, and career plans; and discuss your related qualifications, including collegiate, professional, and community activities, and any other substantial accomplishments not already mentioned. 在这 500 字内，需要浓缩提到的很多内容。

要求 Essay 作为补充文书的情况：

Stanford University 斯坦福大学除了 SOP 之外，还要求写作 Diversity Essay：Stanford University regards the diversity of its graduate student body as an important factor in serving the educational mission of the university. We encourage you to share unique, personally important, and/or challenging factors in your background, such as *work and life experiences, special interests, culture, socioeconomic status, the quality of your early educational environment, gender, sexual orientation, race or ethnicity*. Please

discuss how such factors would contribute to the diversity of the entering class, and hence to the experience of your Stanford classmates.

明尼苏达大学也要求补充一份 Diversity Essay：Enrolling and graduating a diverse student body is central to the University of Minnesota's mission. Please write a statement that identifies the distinctive qualities, characteristics, and life experiences you would contribute to your graduate program and to the education of fellow students at the University of Minnesota. You may wish to include examples that address your contribution to the diversity of the student body and illustrate your motivation to succeed by setting high standards for accomplishing intellectual and other goals, overcoming obstacles to achievement, and/or helping others to gain access to the resources necessary for success.

商学院 Essay 要求范式题目参考：

Massachusetts Institute of Technology 麻省理工学院 Master of Finance 简短的 Essay 要求包含：Please discuss past academic and professional experiences and accomplishments that will help you succeed in the MFin program. Include achievements in finance, math, statistics, and computer science as applicable. Describe your short-and-long-term professional goals. How will our MFin degree help you achieve these goals? Share personal qualities that will enable you to contribute to the advancement of our mission.三部分内容。

Columbia University 哥伦比亚大学 Master of Science in Financial Economics 要求写两份 500 字以内 Essay，Essay 1：In 250–500 words please describe your educational goals and those academic and/or professional achievements which have contributed most to your development. Essay 2：In 250–500 words please indicate your expected career track (examples include, but are not limited to, consulting, banking, asset management, research and modeling, risk management, etc.) and describe how the Master of Science in Financial Economics will help you attain your career goals. Please be specific.概括起来说，就是写关于学习目标、职业规划两个方面的两份 Essay。

New York University 纽约大学的 MS in Accounting 会计硕士只需要写一份 500 字的 Essay，包含 Why do you wish to pursue this degree? What do you see yourself doing professionally upon graduation? 其实也是择校原因和职业规划的问题。

普林斯顿大学对于 Essay 的写作建议

Essays and personal statements afford you an opportunity to present your personal, educational and professional background while sharing your motivation to pursue an advanced degree — in essence, to tell your story.

Know the Goal

Admissions committees evaluate not only credentials, but also your ability to express thoughts and opinions in a clear, concise manner. Reflect on the uniqueness of your background. Be specific about your goals. Your essay should convince the committee that you would be a valuable new member of their program.

Write a Winning Essay

An effective personal statement or essay employs effective storytelling. This includes providing an introduction that draws your reader's attention, paragraphs with main points and supporting details and a strong, persuasive conclusion.

Begin with brainstorming.

Ask yourself a few questions to get the ideas flowing:

• How has Princeton prepared you for graduate study? Consider your courses, independent junior- or senior-year research and academic achievements.

• How has work experience prepared you? Consider your internships, summer jobs and volunteer work.

• What are your influences? Consider courses, teachers, special programs and community service.

• What do you hope to gain? How will graduate study advance your goals?

• What motivates you to pursue an advanced degree? Consider your unique interests, skills and values.

• Where do you see yourself headed? How does this degree allow you accomplish your goals?

• Why here? Why are you interested in this particular graduate program and specific institution?

Create an outline.

Using your responses to the questions above, create an outline for your essay.

• Focus. Select three or four main aspects of your background that you want to highlight in your essay.

• Showcase qualifications. Match your background and goals to the mission of the program.

• Be memorable. Illustrate that you are a unique candidate using relevant skills, abilities and accomplishments.

Follow directions.

Schools often have different requirements for essays or personal statements. Review them carefully for each program to which you are applying. It is very important to address all aspects of the questions or topics they present, while staying within stated length requirements.

Be concise, specific and complete.

You will need to cover a range of topics in a limited amount of space. Focus on themes and specific goal statements rather than attempting to provide a biography. Provide specific, unique examples — and don't generalize. Instead of saying "I like to help people," showcase volunteer work and articulate how that experience influenced your decision to enter your chosen field.

Revise, and then seek feedback.

With a first draft complete, revise and edit. Focus on the details and structure of your argument. Share it with others. Outside readers can help you make improvements.

• Leverage your network. Faculty, friends and family are great possibilities.

• Visit Career Services. Schedule an appointment with a career adviser.

• Applying to business or law school? PreLaw and Pre-Business Advisors are available.

• Applying to medical school? Consult the Office of Health Professions Advising.

Develop a final draft.

Having shared your draft, revise as you see fit. Ultimately, you need to feel confident that this is the best reflection of you and your background.

Proofread!

Be sure to proofread the final draft several times before submitting your personal statement. Your essay must be error-free.

第六章：经典案例文书分析

Accounting 会计硕士

基本情况：潘同学，北京航空航天大学会计本科，GPA 3.5，TOEFL 104，GMAT 710
录取学校：University of Illinois—Urbana-Champaign Master of Science in Accountancy
Personal Statement (maximum 1,500 word statement)
Your statement should describe your reasons for pursuing the degree as well as your personal and professional goals.

There is no room for adventure and excitement in your comfort zone. When I learned swimming, I just swam in the shallow waters by the river side, unwilling to go deeper into the middle of the river. “Don’t stop! Keep swimming!” once my father required me to do so. Unwittingly, I arrived at the right center of the river, struggling to confront the stronger current. Suddenly, I realized it is my inner fear, not the outer danger that confined my potential. Ever since I became more enthusiastic to take risks and enjoyed a more exciting life.

Stepping out of my comfort zone, I saw a larger world. My hometown Ganjiang is a small city. I used to spend most of my time in the little world, in which a single road connected my primary school and middle school. In 2008, I went to America, travelled around Los Angeles, San Diego, San Francisco, New York and Washington, etc, and visited world-leading universities including Harvard, MIT and Columbia. Young as I was then, I was deeply shocked by the beautiful environment, diverse culture and dynamic life of these metropolises. This eye-opening experience ignited my passion to see the outside world. After that, I told myself to learn English well so as to pursue overseas study in the future. By diligent work, I made remarkable progress in English study, and became the English Class Representative who led others to learn English together.

Moving out of my comfort zone, I grew into an all-round developed person. Since kindergarten, I showed noticeable artistic talents and kept learning piano and vocal music. By persistent endeavor, I excelled in various art performances, obtaining the National Level 10 Certificate of piano playing and Level 9 of vocal singing. Seeing in me a potential singer in the future, the teachers recommended me to pursue a music career. However, I wanted to make a breakthrough. Therefore, I chose a more intellectual-challenging major in college, which not only consolidated my knowledge ground, but exposed me to a

fascinating accounting world. In the winter of 2016, I interned at Deloitte as an auditor. There, I sorted the documents of the customer companies being audited in recent years, and got a basic understanding on the development process of the companies from start-up to getting on the public, and relevant contract terms, corporation regulations, and shareholding structure, etc. Besides, I did voucher sampling, sent and received external confirmations and compiled simple working paper. I also translated a whole auditing report into English. In leisure time, I watched how the manager and senior negotiate with customer companies, and learned valuable communication skills.

As a person fond of taking challenges, I experienced a quite different undergrad period from my peers. At Beihang University (BUAA), I initially entered the School of Humanities and Social Sciences, which provided basic courses on Chinese and Western History of Civilization, Artistic Appreciation, and Introduction to Economic, Management and Social Principles. Through one-year extensive study, I identified my true love for accounting and applied for a major transfer. The cost was to redo the freshman year. I restudied Advanced Mathematics, Linear Algebra, and Probability Statistics, which consolidated my mathematical foundation. Simultaneously, immersing in the cross-disciplinary knowledge of School of Economics and Management, I laid basic groundwork in economics, management, and accounting. Our Dean is a statistical specialist. In the Applied Statistics course she taught, I learned how to address practical problems via data analysis in real cases. As an engineering-featured university, BUAA got me access to courses on mechanical design, aeronautics and astronautics, and opportunities to do metalworking internships at manufacturing workshops, which gave me a unique background of engineering.

My father admires the United States and the principles it stands for. In my childhood, he told me and my elder brother that America advocates a democratic and free society, and meanwhile plays an active role in maintaining the world's peace and stability. All the time, he expected us to pursue overseas study in this advanced country, and widen our horizon in the melting pot of cultures. Now, my brother has successfully fulfilled his American dream after earning his master degree in England. My sister-in-law, the CFO of a public company who earned her Accounting degree in America, illustrated to me the promising future of accounting career by her personal example. Deeply influenced by my family members, I decided to pursue this master's degree to grow into an international accounting talent. Coincidentally, through my past academic years, I found my inner passion towards accounting and made targeted preparation for a master's degree.

Breaking out of my comfort zone is the primary way that I grow. To further unleash my potential and explore more possibilities, I turn to your reputed UIUC, a dynamic community full of opportunities and challenge. UIUC's Master of Science in Accountancy (MSA) fits well my educational and personal needs. First of all, the MSA will lay me the academic foundation, including accounting theory, legal and taxation knowledge, and analytical tools, to succeed in accounting careers. Meanwhile, it prepares me for the CPA exam. Besides, the Enrichment Experience will offer me abundant opportunities to balance the development of my cultural, leadership and soft skills. I am eager to gain insights and practical advice shared by highly regarded business leaders in the professional business leadership development program. Moreover, the dynamic UIUC community presents me rich options of student activities, countless networking opportunities and diverse cultural events to facilitate my personal growth. Upon graduation, I wish to enter a Big Four Accounting Firm and thrive into its Senior Associate with enhanced hands-on skills and professional network; after 5 to 10 years, I will join a consulting company to make financial analysis and strategy to support investment decision-making; in the long run, I dream to start up my own consulting company to create value for more investment actions. While seeking for personal and professional growth, I will bring my cross-disciplinary background and multi-perspective mindset into your class, and contribute to your diverse community with my wide range of hobbies.

Architecture 建筑学

基本情况：赵同学，UCB 建筑本科，GPA 3.635，TOEFL N/A，GRE 319
录取学校：University of Pennsylvania Master of Architecture
Personal Statement
You must upload a personal statement, no more than 500 words long, describing your background, interest in your field, and your academic and career objectives. Your personal statement should describe your background, your interest in the field to which you are applying, and your academic and career objectives. You should be as specific as you can about the area in which you plan to study. If you are an MFA applicant, you should include your ideas, as well as the stylistic and conceptual priorities for your work.

Involves long hours in studios doing design is normal for me, and I often get too concentrated on the work that I forget about the tiredness. In order to gain design capability beyond textbooks, I work for my parents' company, architectural design

company in China and Feldman Architecture. Although I was new, but the architects actually consider my immature ideas in design. At Feldman, I involved from implementation, design, to management of projects clarified my understanding of the building industry.

My experiences helped me to identify my academic interests and future career goals in early stages of college, and make me ahead of my classmates. However, it's not enough for my goal is to become a creative designer can imbue architecture with cultural rather than who is easily satisfied with finishing design projects. I believe that architecture is a type of artwork with functions, a well-developed building accommodates the needs and aesthetic standard of people while reflecting the culture and historical background of the locale. This prospect inspires me to focus on art culture and technology, and I hope to deepen my knowledge in these areas.

I also interested in sustainable design. If the buildings where people live can save and recycle energy, everyone would benefit. Through advanced study, I hope to acquire knowledge on ways to conserve energy through design, such using natural light and wind power reasonably to minimize energy consumption according to its natural geographical location. Apart from using natural light to realize energy conservation in buildings, I also interested in make people feel happy by use of light in design. In graduate school, I hope to learn the use of various forms of light to make my design incredibly pleasing, I conduct research into the effect of light and shadow through different experiments to accumulate enough experience that I can maximize to enhance the acuity of my design.

To search for answers to my questions, I have chosen to apply for admission to the University of Pennsylvania. The Master of Architecture program focuses on visual, studio, historical and technical, aspect of architecture is perfectly fit with my interest. The admission to the School of Design will be very competitive, and I confident to be a qualified candidate. My undergraduate courses are diverse, and the studio I chose helped me in surface design in architecture, especially in terms of adjusting indoor ventilation and sunlight. I'm in front of my class so that my library design was selected for the annual Circus Recognition at the College of Environmental Design, which involved professors, leading designers in the construction industry, landscape architects, and urban planning officers as reviewers for the projects. The current studio I am engaged in focuses on designing appropriate buildings according to research conducted in the construction site. These experiences have greatly promoted my ability to excel in graduate school.

Business Analytics 商业分析

基本情况：郭同学，Pepperdine University，Integrated Marketing Communications，GPA 3.66，TOEFL N/A，GRE 318

录取学校：University of Rochester MS in Business Analytics

Essay 1 (Required): Describe your short-term and long-term goals for post-MBA or post-MS. Given the fluctuation of economic and industry hiring trends, identify a back-up plan should your short-term goal not be immediately attainable. How does your past education and experience support your career objectives? Lastly, what aspects of your intended Simon Business School program make it a good choice for your graduate study? (250-500 word limit)*

I will return to my company, Twinn Palms Inc., after graduation as part of our employment agreement. I have helped Twinn Palms grow with my skills, by undertaking new data analysis projects and pioneering the company's work in online marketing, which led to 5% growth in eligible host family sign-ups. In return, they are paying for my graduate school. I am expected to come back as a manager of the data team, with a new set of skills to make us more effective in data management, overcome obstacles in sharing data between headquarters and branches, and undertake more advanced analyses. This why I am applying for admission to Simon's MS in Business Analytics program. The curriculum designed around business, statistics and analytics fits these goals.

Everything I learn at Simon will expand the contributions I can make for our company. In graduate school, I want learn more about analytics and data management as well as mathematics and statistics in use. I plan to conduct research on data management systems to further improve our company's efficiency and eventually lead a team to develop a new system for our company's host family management division. I hope to find more commercial value in our data through technical analysis and then help employees better understand what the data means. In the long term, I am interested in focusing more on technology commercialization, especially the commercial application of education software and customer data analysis technology.

The degree's courses in programming for analytics, data management for analytics and advanced information technology are valuable for me to achieve my goals. Having studied Media Technology at Michigan State and Integrated Marketing Communications at Pepperdine, I intend to focus on more advanced topics in graduate school, including social media analytics, marketing strategy, and advanced marketing analytics. Simon's

reputation in marketing is a key factor in my decision.

Studying Media Technology showed me how it could be used to present business ideas, while I used my time at Pepperdine to further learn how to develop business strategies, and did a minor in Computer Science since programming is becoming essential to executing business strategy. Since I come with a multi-disciplinary academic and professional background, I am able to be more creative and see things from multiple perspectives. When I launched advertising projects, as an example, I took user interface, information structure, processing structure/time and other aspects into consideration, so as to make our products both imaginative and memorable.

Although there is no chance that I will not return to Twinn Palms after graduation, there is a chance that I would not be a manager straightaway. In that case, I will lead data analysis and database management projects until I am promoted.

Essay 2 (Required): In 25 words or less, provide us with an interesting fact about yourself not expressed elsewhere in your application. (25 word limit)*

Others often look at me as a quiet girl, but I love boxing; it is a fantastic way to exercise and release stress.

Essay 3 (Optional): Share additional information you think is important in the evaluation of your application, including any concerns you think the Admissions Committee may have regarding your candidacy. (500 word limit)
In my minor of Computer Science I have studied core courses of Formal Methods, Discrete Structures, Computer Science I and Computer Science II, Data Structures, as well as elective course of Programming Paradigms. This courses gives me plenty training in computer and programming in C, C++ and Java.

With my technical skills, I served as the co-founder of Malibit when I study at Pepperdine, I worked with several peers to design an app on the iOS platform to make it easy for the audience of a comedy club to check the show schedule and book tickets. I was in charge of user interface design, information structure design, and coding the ‘upcoming events’ and ‘contact us’ sections. In the design process, I downloaded apps that provided similar services, such as Fandango, Ticketmaster, and Stubhub, to identify the optimal user experience and structure. In order to provide the best user experience, I programmed

redirects to the website of the comedy club and designed the UI and information structure of the app based on the club's business goal.

As a team leader, I was responsible for assigning tasks to team members and arranging weekly meetings to discuss and solve the technical problems that we encountered. After we decided to use Swift to design the app, we learned the functions of Swift and its coding standards, and also conducted research to resolve our coding, testing platform, and function realization problems. As a team, we also encountered teamwork problems like different coding styles and constantly changing member schedules. I took the initiative to organize discussions to set coding norms and firm deadlines. Due to our joint effort, we successfully finished the design of the app. This was an invaluable experience to me since it not only challenged me to quickly master a new programming language, but also improved my teamwork and communication skills.

Another technical experience I want to share with you is when I working in Twinn Palms Inc. I found that despite the fact that the number of students and host families was increasing, the attrition rate was also increasing. After analyzing the data of the new host families and returning host families, new students and returning students, I found that Florida exhibited the highest attrition rate. I was not able to find the reason for this through the data available, yet this problem was negatively influencing the sales and brand of the company. In response, another business analyst and I went to the schools in Florida, consulted the conditions of our international students in each grade, and gathered data. After running the statistics on the feedback, we found that the main reason for the problem was that one school's international student coordinator had treated the students inappropriately, violating the original contract and leading to the negative evaluations of both students and host families and thus attrition. After providing feedback on these problems, the attrition rate of Florida decreased at the beginning of the spring term in 2017. By using data, we found a problem, and then had to search for additional data to identify the root cause; without the initial data analysis, however, it would have taken much longer to narrow down the topic for further investigation and find a solution.

Civil Engineering 土木工程

基本情况：李同学，安徽建筑大学，建筑环境与能源工程，GPA 3.65，TOEFL 91，GRE 324
录取学校：Purdue University, West Lafayette MS Civil Engineering

My training experience in ENN Energy Holdings Limited ("ENN") gave me positive influence for me arise the interest in renewable energy technologies. I participated in a 10-day "Energy Star" summer training at ENN, during which I had a deep understanding of Pan Energy Net. As a pioneer in promoting Pan Energy Net, ENN delivered various training programs on Pan Energy Net to us. Pan Energy Net is a highly integrated net of information network, energy network and Internet of Things, for distributing the energy within the region, in particular renewable energy, to use energy efficiently and intelligently. The concept of Pan Energy Net and related knowledge, innovation and prospect all fascinate me very much. I was told by the trainer of ENN during the training that Pan Energy Net is the future of energy development and the technologies involved are state-of-the-art, for example, Smart Energy Network and Distributed Energy Resources. We were encouraged to go to the USA for study as USA is leading in the research on these technologies and later come back to China to make our contributions to national energy undertakings. This experience gives me the momentum to work harder in exploring the new technologies for energy saving in future and also to prepare for the study in USA.

I majored in Building Environment and Energy Engineering in my bachelor degree education, which mainly focuses on building energy and energy saving issues, in particular indoor environment and HVAC of buildings. I attach great importance to the energy consumption by air-conditioning of buildings as where there is an air-conditioner, there is energy consumption. As life is getting better, people set higher standards for living quality and also for air cleanliness. In future, people will set higher standards for environmental quality. I, as a student concentrating on the learning of HVAC, have a deep understanding on these aspects. I hope I can further study energy saving and new energy technology during the master degree education, so as to promote the development of green building, save energy and improve the living environment and living quality.

I am planning to work for energy-related company as R&D personnel after I complete the master degree education, and devote myself to exploring the technology for improving indoor environment, so as to minimize the energy consumption by buildings. I hope all

my green building design proposals will be well received, and I intend to make green building universal across the country. I am also planning to take part in the Certified Equipment Engineer and LEED examinations after working for a period, and intend to establish my own green energy consulting company after I am prepared well both in knowledge and experience, to provide high-quality services for energy saving.

All these plans urge me to learn more new knowledge in USA. I will firstly focus on the research of Energy-efficient Buildings, especially HVAC and Indoor Environmental Quality. The purpose of our major is to create better indoor environment of buildings for more comfortable living quality. As air-conditioning system is the largest consumer of energy and nearly takes up a majority part of energy consumption by buildings, the biggest challenge for our major is energy consumption and our target is to make energy saving possible in future. I hope I can devote myself to improving the efficiency of energy utilization, minimize the energy consumption by air-conditioning system to reduce the energy consumption by buildings and also to create a more comfortable living environment to improve the living quality and sense of happiness. I am planning to take courses in relation to green buildings and energy consumption by buildings during my master degree education, and make a deep exploration in the research on air-conditioning system and the improvement of efficiency of energy utilization and indoor air quality, etc.

I also anticipate mastering the knowledge of Sustainable and Green Engineering, in particular, the next generation of innovative energy technologies. I was aware of the importance of new energy technology during my special training at ENN. What we need to solve now is how to utilize energy in multiple levels and use clean energy. Currently, the major energy used in China is natural gas. It is hoped in future that progress will be made in the development of Pan Energy Net to improve the efficiency of energy utilization and save energy. I am planning to acquire knowledge about energy power and energy utilization to inspire my thinking during my master degree education. I hope I can conduct a deeper exploration in energy source, multi-level utilization of energy, improvement of energy utilization rate and utilization of clean energy, etc.

Purdue University, West Lafayette is the university I am looking for in USA that can help me make the above study plan possible. Purdue University excels in engineering education and the researches on indoor environmental quality, HVAC and thermal control systems, indoor air quality and ventilation, solar heating and cooling systems, innovative renewable energy technologies in buildings and sustainable and green building design covered by the

Architectural Engineering discipline of Lyles School of Civil Engineering are perfectly fit in for my background and interests. Moreover, the Center for High Performance Buildings of Lyles School of Civil Engineering is the ideal place for me to conduct my research. All these combined make Purdue University the perfect university for me to foster the capability to actualize my goals.

My study in Anhui Jianzhu University prepares me well for my further study in and application for Purdue University, West Lafayette. I had a systematic exploration in air-conditioning engineering during the bachelor degree education, including air-conditioning refrigeration technology, heating engineering, engineering thermodynamics and fluid supply network. I became an intern at Anhui Shenghui Mechanical & Electronic Engineering Co., Ltd. during the summer of junior, and during that time I joined in the preparation work for the bidding for central air-conditioning system in the aspects of quantity calculation, cost budgeting, equipment listing and CAD drawing, and understood the air-conditioning proposal preparation and air-conditioning system design for a project. The quantity calculation is the most basic work and also the most important work, requiring both time and patience to prevent any error and have a clear understanding of drawings and good command of expertise to calculate the relevant quantities from the drawings for cost budgeting. This practice enhanced my ability to carry out field work related to air-conditioning.

My study in Architecture Environment helps me acquire basic knowledge about outdoor environment of buildings, indoor air quality, thermal and humid environment of buildings and acoustic environment of buildings and a deep understanding of building environment, which also raises my interest in the improvement of building environment. As the living standard is improved, a higher standard is set on building environment. Therefore, we need to focus on not only the outdoor environment of a building, but also the temperature, humidity, airflow velocity and cleanness of indoor environment of a building. It is necessary to minimize the energy consumption to achieve sustainable green development while improving the indoor environment of a building.

I understand the law of heat transfer caused by temperature difference through my study in Heat Transfer Theory and know that there are three basic ways for heat transfer: heat conduction, convection and radiation. I am also aware of the importance of Heat Transfer Theory in daily life and further study. Heat Transfer Theory is one of basic courses of our major, and is also covered in the professional courses and curriculum design later. For

example, the heat transfer of building envelope is very important for analyzing the air-conditioning system. These professional courses prepare sufficient knowledge for future study and research.

Computer Science 计算机科学

基本情况：景同学，北京邮电大学，计算机智能与科学，GPA 2.55，TOEFL 90，GRE 308
录取学校：Wake Forest University MS in Computer Science (全奖$48364 美金)

My interest in Computer Science goes back to high school. In 2009, I competed in the China Youth Science and Technology Innovation Contest. My entry was a laser- fiber referee system for a volleyball court to judge if a ball was in/out of play. The design won excellent feedback from the judges, all renowned scientist and inventors. This experience let me to choose Computer Science in university.

After high school, I attended Beijing University of Posts and Telecommunications and majored in Intelligence Science and Technology. Since then, I absorbed knowledge of professional courses in as much depth as possible. Pattern Analysis provided me with the access to Artificial Intelligence, and ignited my interest in the field. Machine Learning taught me how to build a machine that could acquire knowledge automatically. Natural Language Processing and Understanding allowed me to learn a plenty of theories and approaches which could be used to keep efficient communication between human being and computer. Through learning these courses, my passion towards Computer Science has grown stronger and stronger. I can't wait to dig into this subject in more depth.

Work Experience
In February 2012, I was accepted by the China National Petroleum Corporation to work as an intern. Under the guidance of a direct supervisor, I was involved in the entire process of management and maintenance of user information. This let me see clearly how Computer Science is an indispensable part of commercial operations. Take Pattern Recognition for example; the decision tree method can be applied to detect potential problems in a website, establish a more credible and efficient supervision and diagnosis mechanism, and thus lessen the costs on website operators.

However, because of the limited achievements in computer science in China, the nation's enterprises have no option but to spend a large amount of money on buying advanced software from developed countries. In the same way, having no matching maintenance technology in China, enterprises have to invest capital for updating and further development. Thus, in the future, I aspire to be an engineer to develop domestic technologies and thus benefit China's market.

Research Experience

To be an excellent computer engineer requires outstanding innovation ability, and I have worked hard to cultivate it. For instance, I was involved in the National College Student Intelligent Design Competition. With a team, I developed an Android-based Intelligent Personalized Clothing Management Applications. The system can score clothing choices and recommend the most suitable clothes for the users in accordance with their personal preferences. I used JAVA language in Eclipse to design Android UI, and BP neural network algorithm for empirical rule scoring module. To train the system, I score 1400 sets of clothing manually. At last, the 97% accuracy proved the excellent performance of my design. It won 2nd prize in the contest. Through this project, I have found my interest in Artificial Intelligence and also deepened my understanding about Machine Learning and JAVA programming language.

From August 2012 to January 2013, I was honored to participate in the National Natural Science Fund research project, Fault Diagnosis in Train Bearings via Audio Scan, supervised by Doctor Chen Bin of the Chinese Academy of Sciences. I took part in testing train bearings, data analysis and paper composition. I treated the experimental data with Matlab, and set the standard of defect classifications. In doing so I not only improved my proficiency in Matlab, but also realized the key attribute of a researcher - dedication and precision.

To improve my programming ability, in my junior year, I led a group to focus on a project of developing a pedestrian flow statistic display system for our dining hall. We used a camera to collect statistics of the people flow rate, and aimed to realize the system by image recognition. I was responsible for labor assignment and the programming and algorithm optimization of the visitor statistics module. It was difficult because the video stream was successive and continuous, and the detection and segmentation needed to be calculated in every frame of the specific motion area. But through continuous efforts and exploring techniques of identification algorithm and detecting algorithm for skin color, I

finally made a breakthrough on recognition rate. To achieve this, I spent a month studying Learning OpenCv（Chinese Version）, and integrated that knowledge with Pattern Analysis. I also enhanced my skill in C++ programming at the same time.

The whole project is still in progress, but the section I finished has already been put into service, and has exerted an influence on campus people flow. I have gained a lot in this program, but I also met confusion. For example, the scope of the camera, which is over the door of the dining hall, has limitations. To broaden the detection scope, we have to join two or more video images - but this lowers the system's accuracy. I am unsure at present how to solve this and hence I am eager to deepen my study in future to solve this problem.

Future Goals & Interests

Through internship and research, I have seen how high quality of life and rapid development of enterprises and economy can be driven by advances in Computer Science. I have also become clear about my own lack of advanced professional knowledge. But computer development and application is limited in China too, and that is why I feel I need to do further research in America rather than China. Wake Forest University has had an illustrious history of educational excellence since its founding in 1834. I believe the Computer Science program at your university will broaden my scope and update my computer skills. Through the research experience, I hope to become an outstanding computer engineer and make the breakthroughs that will help my country develop.

I am interested in Artificial Intelligence, especially Machine Learning. My past research and studies have enabled me to undertake solid academic preparation for learning this. And I have also cultivated a research attitude of diligence and preciseness through these experiences. I am sure these preparations will exert a positive influence on my graduate study. Moreover, as an international student, I can contribute to your diversity, and I believe connections between different cultures can foster marvelous innovations. Studying at Wake Forest University would be excellent preparation for me to realize my dreams and I am looking forward to joining your program.

基本情况：郭同学，University of Hong Kong，B.Eng. Computer Engineering，GPA 3.76，TOEFL 105，GRE 325
录取学校：University of Illinois at Urbana Champaign PhD in Computer Science (全奖 $61600 美金)
The rapid development of computing power increased the attention afforded to computer science. This challenging field will bring dramatic changes to lifestyles despite possible difficulties. As a person who takes delight in solving difficulties, I hope to explore problems in networks and build robust and reliable network systems.

Grew up in an academic family, I am also ready to devote myself in teaching at university, conduct research focus on network and systems, and even set up my own laboratory. To obtain doctoral degree and accumulate valuable research experiences at UIUC are critical to the realization of my goal. My one-year exchange experience at UIUC exposed me to the outstanding progress the Computer Science Department have accomplished. This experience greatly inspired me and motivated me to pursue doctoral research at UIUC, and conduct researches as follows:

Mobile and Ubiquitous Computing and Wireless Sensor Network. My research interest includes mobile or wireless applications on networking and sensing. Numerous mobile devices are connected to networks and the number of mobile users will continue to grow. My research vision is to make fast and robust wireless mobile networks to make everyday things smart and connected. Besides, I also wish to develop emerging ubiquitous applications, such as mobile sensing and wireless localization.

Network Economics and Algorithmic Game Theory. I am interested in applying game theory to create social products in network systems. In particular, I am currently working on and will further focus on incentive mechanisms designing for mobile crowd sensing systems, which would serve a wide spectrum of applications in healthcare and environmental monitoring. I am also interested in designing online algorithms in distributed systems to achieve optimal object value, such as resource allocation and management of cloud computing systems, and multi-queuing scheduling of wireless networks.

Datacenter Networks and Cloud Computing. I am interested in building fast and robust network for data centers and cloud computing systems. The huge amount of data flowing in and out of data centers resulted in routing, traffic management, and load balancing

maintenance problems. The development of software-defined networking facilitates the possible integration of a central control in a distributed system and sheds light on obstacles of data center networks. Excitement fills me at the thought of conducting relevant research and making contribution to SDN.

Reinforcement Learning for Networks and Systems. My vision of applying machine learning methods to networks and systems is based on the availability of big data in networks and emerging data analysis/machine learning methods. My goal is to develop reinforcement learning techniques to solve problems in networks and systems, such as virtual machine scheduling in data center and real-time bidding for on-line advertisement auction. Finding the exact representation of such problems and deriving optimal value functions are challenging. These problems can be addressed by approximating value functions on a smaller state space with reinforcement learning and deriving tight bounds for such approximation. Exploring and learning from huge data could assist in designing reliable and efficient network systems.

UIUC is the holy place for my dreams. The research activities in the Systems and Networking group are in line with mine. Particularly, I am interested in Professor Klara Nahrstedt, Professor Tarek Abdelzaher, and Professor Haitham Hassanieh's research work. Finishing my Ph.D. in Computer Science program study at UIUC will undoubtedly actualize my academic and career goals.

I have obtained competitive academic preparation, and also seized the invaluable opportunities to develop my research interest. On account of my academic performance, I gained entry into the Undergraduate Research Fellowship Program (top 5%), finished my research at UIUC and published my papers. At UIUC, I joined Prof. Klara Nahrstedt's work on Multimedia Operating Systems and Networking Group (MONET). Our research centered on building a stable wireless sensor network with high efficiency and high rate of fault tolerance to realize data collection and environment monitoring.

During the research, I conducted largely independent work on the design and optimization of the resilient data collection protocol, which would preprocess collected data from the sensor, and thus reduce unnecessary data transmission and find problems in the environment. The research comprised three objectives. First, building an efficient ad hoc data reporting structure in the network to quicken data collection. Second, organizing and preprocessing the network data to achieve on-siting environment monitoring. Third,

enabling the system to identify alternative relies for disconnected children sensors and thus avoid massive data loss when some sensors failed in the network.

Separating each component was easy, but ensuring that each part functions simultaneously was difficult. Fortunately, reading substantial literature and referring to related research enabled me to introduce a tree-based multi-sink structure to improve the speed of data collection. I incorporated quorum scheme to gather highly-correlated data in network for preprocessing based on the geographical features of the sensors. Finally, the resiliency issue was addressed by exploiting optimal redundant connections in the sensor networks.

The results of this project have been published as a workshop paper wherein I am the first author. Through this independent research experience, I fostered my ability to propose questions, search for solutions, and collaborate with others, as well as express ideas and write papers. Also, in the process, I have realized that the essence of solving problems in network lies in exploring ways to distribute limited resources under various restrictions to obtain the maximum effect, and also the distributed feature of network augments the difficulty of such kind of optimization problems. I am interested in tackling those challenging tasks. My interest in building faster and more stable network system is also intensified in this project.

My experiences demonstrate my capability of taking new challenges and finishing doctoral study at UIUC. Through my experience in research and as laboratory assistant, I have improved my communication skills with teachers and peers. If admitted, I am confident that I will quickly adapt to the research work and contribute to the department. Thus, admission to UIUC will set me on track in career.

基本情况：孙同学，南京大学，软件工程，GPA 3.71，TOEFL 105，GRE 325
录取学校：Johns Hopkins University MS in Computer Science
In episode of the television show, The Big Bang Theory, the four scientists turned off their lamps at home by controlling satellite signals. Someone asked why they did not just walk to the lamp and turn it off. Their answer was, “Because we can”. I think this is cool. I really like what the technology brings for us, and I hope I can become such a cool person.

The story highlight the changes technology can bring, especially computer technology has made it possible to achieve powerful features. “Simplicity is Good” is my motto, I really like the value computer technology bring to us by concise tools of programs and

mathematics. In a number of areas of computer science, Data Science is one area that I consider to be in line with this feature. We can harvest high value by mining plain and primitive data, the more data there are the broader the application field of data science will be. This motivated me explore the field of data mining further.

My interest in data technologies can also be traced to my internship experience in a communications company. My job involved conducting Big Data analysis on the consumer terminal and handling the optimization of big data visualization products. The product is designed to mine the data necessary for users from the TB-level data and create chart-based visual presentation. Among my tasks is to use Bitmap to optimize the process of performing a simple logical operation on a particular type of data. The bit-based operation is a common method for improving the calculation speed. As I completed my tasks, I pondered on some questions on data processing, such as how more complex operations can be optimized and how more complex data can be analyzed when decision making is involved. I hope to find the answer in graduate study.

As a future graduate student, I look forward to improving my knowledge of statistics and anticipate gaining further skills understanding of algorithms, particularly the algorithms of machine learning, such has neural networks and reinforcement learning. As I progress in my master's studies, I will gradually deepen my study of this field, from theory to algorithms to the realization of algorithms. In addition, I will upgrade my mastery of data mining and data modeling techniques through considerable practice and will ensure I review the utility of tools such as data mining tools and Matlab, and languages such as Python, C++ and Scala.

Data management also plays a significant role in data science. I will also seek to broaden my knowledge base in this area, and accumulate knowledge on the construction and architecture of distributed systems and understand the principles and approaches in distributed system design. In recent years, I have attempted to store data using relational and non-relational databases, hoping to learn further about the underlying principles and potential optimizations of different types of databases and different engine storage. Through further advanced studies, I hope to learn independent data processing or part of the process, identify performance bottlenecks, and solve the problem of performance optimization. I will also study about data visualization because the ultimate goal of data mining and analysis is to support decision-making. In the process of data presentation, the interaction of users with data management system and visual operation process is also

worth discussing.

These goals explain my reasons for choosing to apply your Master's degree in Computer Science. The researchers conducted by the Machine Learning & Data Intensive Computing Group, Systems Group, Institute for Data Intensive Engineering and the Science and Data Management Systems Lab fit my interests very well. The research-based master's degree and the long-standing research capabilities of Johns Hopkins University can help me develop into a great data scientist and achieve my goals.

And I am qualified for the study of data science. As a software engineering major, I possess a strong background in computer which gives me an advantage in terms of familiarity with software architecture, statistical methods of software engineering, computer organization and structure. I have mastered efficient software construction methods that can be applied to defensive programming that deal with possible coding errors and exceptions in practical applications and enable high-quality software construction. I also possess a mastery of classical discrete and continuous random variables distribution function, mathematical expectations, variances, and other commonly used calculation methods of random variable digital features, variance analysis, and regression analysis methods.

Likewise, I am highly familiar with algorithms, which I gained through my involvement in an algorithmic design and code development project for two semesters. The project was later rated a provincial innovation project. Through the study of stock strategy, I summed up the rules of quantitative trading of stocks, set up stock quantitative trading platform and was responsible for the realization of stock strategy and back-testing of several algorithms. The Stock Strategy Analysis System is a web-based application system. The backend uses python programming language and Django framework, while the front end uses BootStrap framework and Ajax technology. My responsibilities included the design and implementation of the morphology strategy module. The module includes three strategies, a stock strategy named 3K5K, Glanpearl averages strategy, and gap strategy. My exploration of the stock strategy yielded two achievements. First, the 3K5K stock strategy can be started from the K-line mode, and the traditional experience-based stock manager's winning strategy is machine-oriented, which can be improved through more intuitive and detailed strategy. Second, combined with the direction of data mining, the stock strategy can systematically analyze the technical indicators of stocks and use relatively mature data analysis algorithms to draw valuable conclusions.

Working on a three-month software development project in the laboratory of Professor Zhang has given me considerable skills in mining techniques. The project team is dedicated to software process mining, which seeks to determine the typical behavior model of software development based on existing data mining methods. Comparing the different behavior patterns with the development results, the software development behavior model is set up and used to guide the enterprise software development process. I compiled the 2016 DevOps China Practice Report by analyzing the questionnaires from DevOps practitioners in China, reviewed several graduate-level papers, and published outstanding papers on data mining and software process analysis. The mining methods accumulated through this experience will be very helpful in my study of data mining and data analysis.

Another advantage I bring with me is my experience in product development in large enterprises. For a period of three months, I worked in Nanjing Huawei for the development of HA big data visualization products. As a Java engineer, I completed significant technical work that provided me with a thorough understanding and advanced skills in product development.

In addition to becoming an engineer, I also hope to become a data science artist. Thus, I will strive to pursue cutting-edge knowledge in data science and work in an enterprise that fosters respect for technology and encourages innovation. My plan also includes pursuing PhD studies after accumulating practical experience because I need the ability to serve in the colleges through the accumulation of learning, work and research. Graduate education in Johns Hopkins University will greatly help me achieve these goals.

Communication 传媒学/传播学

基本情况：雷同学，对外经贸大学，工商管理，GPA 3.2，TOEFL 102，GRE 314
录取学校：Northwestern University Master of Science in Communication

After one year's working experience in Business Development, I reconsidered my career development. In work, I handled affairs about corporate communication, public relation and business negotiation, which intrigued my interest in communication and aspiration to join an international environment. In future, I expect to work in a multi-national enterprise to solve problems about global culture, media, corporate communication and business

negotiation.

According to my goal, I would like to strengthen my ability in culture, communication and media in Northwestern University by pursue the MS in Communication program. Specifically, I want to learn how multi-national enterprises make communication strategy in different countries, market promotion, foreign customer management and sustainable business development to enhance their competitiveness in global environment. Based on my business and marketing background, I found that by combining marketing with communication, the promotion effects can be maximized. The core of promotion in global environment is cross-cultural communication strategy to let consumers understand the culture of the enterprise. I also want to learn how cultures facilitate management in a cross-cultural environment as well as media communication in global environment. The MS Communication program in Northwestern University fits my goal well.

My background can support me to pursue further education and fulfill my dream. Being majored in Business Administration in undergraduate stage, I earned an all-around academic training, including marketing, management, and human recourses. These experiences gave me a good mastery of business promotion and workforce constitution. Interestingly, communication has played a core role in all these areas because it covers the entire process of information collection, management, integration and output. As the study progressed, I devoted more time in communication study such as corporate communication, cross culture communication and management of cross-culture communication.

Due to my rich experience in event planning, I obtained the internship at WEPLUS and worked as a business manager after graduation. I succeeded in organizing several events such as a Halloween party for 200 participants, and more than 50 different theme events at WEPLUS co-working space. I was also a supporting role in events concerning enterprise culture such as a lecture in which over 40 HR managers from varied enterprises shared their thoughts and a salon on dress code for workplace people. These experiences inspired me in forming my own toolkits in work. Firstly, it is important to work with a comprehensive-perspective. Before starting a project, I make detailed plans, taking into consideration of site layout, possible scenes in event, budget control, personnel ratio etc. Moreover, I developed strong skills in team management. For instance, when allotting assignments, I talked more about how members would exercise their capabilities instead of ‘working for me’ (Psychological Egoism). I informed them about workload and why

they were chosen to do it (Pygmalion Effect). In such ways, my team always stood out with better performance. Those experiences have sharpened my planning and leadership skill, moreover, raise my enthusiasm in combine communication, culture and media in business promotion.

I anticipate joining your Master's in Communication program to get enough training in communication, business, research and practice to actualize my goals. The opportunities interacting with peers having diversified backgrounds also benefit with my global awareness.

Data Analytics 数据分析

基本情况：郭同学，Pepperdine University，Integrated Marketing Communications，GPA 3.66，TOEFL N/A，GRE 318
录取学校：University of Pennsylvania M.S.Ed. SMART (Master of Science in Education in Statistics, Measurement, Assessment, and Research Technology)

A statement of purpose is required for all applicants. This is your opportunity to address your academic, personal, and professional goals and aspirations. It should reference relevant examples from your background and highlight your character and accomplishments.
CRITERIA:
• In 750 words or less, address the factors that have encouraged you to seek an education from Penn GSE. You may also wish to address your background, significant personal and professional experiences related to your program of study, important aspects of your academic record and your professional goals upon completion of your desired program. See exceptions below.
• If you are applying to multiple programs, tailor each statement of purpose to the individual program.

884 words
My jobs in the last year is just use statistical and computer methods in data analysis work for an educational company named Twinn Palms Inc., I am responsible for analyzing data to create tailored marketing campaigns for the recruitment of host families, among other technical works. All these experience inspire me a goal of peruse a graduate degree in quantitative analysis and better be in an educational school.

My thinking about this motivated me apply for the SMART Master in the Penn Graduate School of Education. What interests me in study in your graduate school are skills in data collection, management, and processing, and statistical analysis and reporting provides by your SMART Master. Because I hope to find more commercial value form educational customer data through technical analysis and then help employees better understand what the data means. I plan to conduct research on data management systems to improve our company's efficiency and eventually develop a new system for our company's host family management division. I will also be able to serve as a dependable liaison on data management issues between my company's U.S. and Chinese teams. In the long term, I am interested in focusing more on commercial use of Educational IT Technologies.

Once in work I found that despite the fact that the number of students and host families was increasing, the attrition rate was also increasing. After analyzing the data of the new host families and returning host families, new students and returning students, I found that Florida exhibited the highest attrition rate. I was not able to find the reason for this through the data available, yet this problem was negatively influencing the sales and brand of the company. In response, another business analyst and I went to the schools in Florida, consulted the conditions of our international students in each grade, and gathered data. After running the statistics on the feedback, we found that the main reason for the problem was that one school's international student coordinator make serious mistakes and leading to the negative evaluations of both students and host families and thus attrition. After providing feedback on these problems, the attrition rate of Florida decreased at the beginning of the spring term in 2017. By using data, we found a problem, and then had to search for additional data to identify the root cause; without the initial data analysis, however, it would have taken much longer to narrow down the topic for further investigation and find a solution. Through these works I realized the value of statistical methods for data analytics. I also have helped Twinn Palms grow with my skills, by undertaking new data analysis projects and pioneering the company's work in online marketing, which led to 5% growth in eligible host family sign-ups. And, Twinn Palms Inc. is willing to fund my education in data analytics master's to expand the contributions I can make for our company.

All my experiences, like switching my major, taking internships and work in marketing analytics position, have led me to learn more about methods use for educational company. I studied Media Technology at Michigan State University for two years and learned how

it could be used to present business ideas. After I transferred to Pepperdine University, I studied Integrated Marketing Communications to further learn how to develop business strategies, and did a minor in Computer Science since it very helpful in executing business strategy. Apart from academic training in calculus and statistics, I also have good performance in core computer courses such as formal methods, discrete structures, data structures and programming paradigms, as well as C++ and JAVA.

I have already accumulated experiences in applying statistical methods to business and advertising and using different ways to visualize data, which makes me confident that I can be successful in Analytics. For instance, I used Adobe Illustrator and Adobe InDesign to turn tedious facts and figures into lively information. With my knowledge of business strategy, marketing strategy and advertising planning, I can not only use mathematical and statistical methods to analyze data, but also can connect the problems presented by the data to a company's or a brand's development. An example of this was when I identified the changes in one year of sales data and compared it to the company's various promotional methods, tests, or products to understand the root cause of the change. As a result, the data analysis practically reflected the company's problems instead of remaining at the theoretical level.

My studies of IMC major and CS minor also taught me to be creative and to see things from multiple perspectives. When I launched advertising projects, I took user interface, information structure, processing structure/time and other aspects into consideration, so as to make our products both imaginative and memorable. Also, when taking charge of technical work, like writing programs for our website or app, I always tried my best to enhance the aesthetic level of the application to ensure the effectiveness of transmitting information as well as keep my code simpler and more efficient. Each step has featured the use of technology to execute strategy, and I would like to take this a step further with a SMART master in the University of Pennsylvania, I wish to make contribution to your program and get success in the future.

基本情况：孙同学，南京大学，软件工程，GPA 3.71，TOEFL 105，GRE 325
录取学校：University of Chicago MS in Computer Science Specialization Data Analytics

Please limit your responses to the following essay questions to 300 or fewer words.
1. Please describe your career goals, both short and long term, and how earning a MS in CS from the University of Chicago will help you to achieve these goals.

After I experienced many projects in undergraduate and internships, I got interested in Data Analytics and plan to be an expert in this field. My interest in data technologies can be traced to my internship experience in a communications company. My job involved conducting Big Data analysis on the consumer terminal and handling the optimization of big data visualization products. The product is designed to mine the data necessary for users from the TB-level data and create chart-based visual presentation. Among my tasks is to use Bitmap to optimize the process of performing a simple logical operation on a particular type of data. The bit-based operation is a common method for improving the calculation speed. As I completed my tasks, I pondered on some questions on data processing, such as how more complex operations can be optimized and how more complex data can be analyzed when decision making is involved.

I hope to find the answer through study the 12-Course MS in Computer Science Specialization Program, and focus on Data Analytics. My academic goal in graduate school is to gaining further skills understanding of cloud data, machine learning algorithms, data management and advanced analytics methods. The curriculum of this program fit with my goal very well.

I hope to become an artist of Data Science in addition to an engineer in the future and hope to work in an enterprise that respects for technology and encourages innovation spirit. At this position, I can good at use of data mining in distributed computing, optimize of different types of databases and engine storage, and specialize in data analytics for decision-making support. The academic study and the unique internship opportunity offered by the University of Chicago can help me achieve my career goals more successfully.

2. Describe a project, either academic or professional, that you are most proud of.

I am highly familiar with algorithms, which I gained through my involvement in an algorithmic design and code development project for two semesters. The project was later rated a provincial innovation project. Through the study of stock strategy, I summed up the rules of quantitative trading of stocks, set up stock quantitative trading platform and was responsible for the realization of stock strategy and back-testing of several algorithms. The Stock Strategy Analysis System is a web-based application system. The backend uses python programming language and Django framework, while the front end uses BootStrap

framework and Ajax technology. My responsibilities included the design and implementation of the morphology strategy module. The module includes three strategies, a stock strategy named 3K5K, Glanpearl averages strategy, and gap strategy. My exploration of the stock strategy yielded two achievements. First, the 3K5K stock strategy can be started from the K-line mode, and the traditional experience-based stock manager's winning strategy is machine-oriented, which can be improved through more intuitive and detailed strategy. Second, combined with the direction of data mining, the stock strategy can systematically analyze the technical indicators of stocks and use relatively mature data analysis algorithms to draw valuable conclusions.

基本情况：杨同学，U of California, San Diego，Math，GPA 2.751，TOEFL N/A，GRE 308
录取学校：Northeastern University MS in Data Analytics Engineering

I have always looked for an area which can maximize my potential. Throughout my study at UC San Diego, I designed my own study plan that allowed me to learn a broad range of mathematical and statistical tools drawn from such diverse fields as mathematics, statistics, economic theory and computer science. I graduated from UC San Diego with a Mathematics degree and a minor in Economics. The study of statistics is closely interrelated with mathematics, and excites me due to its potential for practical applications to such varied academic fields as insurance and economics. I thoroughly enjoyed my course, Actuarial Mathematics, which exposed me to the statistical application of risk probabilities in the field of insurance and it ability to calculate everything from life expectancy, to homeowners insurance risk, to catastrophe probabilities and damage estimates. This course, combined with other courses in economics cultivated my interest in mastering analytical methodologies.

Upon graduation, I successfully found a job of rate analyst. Through analysis work, I helped our customers to save cost, and also my conscientiousness and efforts in work guaranteed my good performance and earned the recognition of our company. This working experience gave me a strong sense of achievement and also motivated me to further explore my potential in data analysis so as to bring more profit for company and gain greater achievement. Meanwhile, I realized that although I have learned a series of mathematics, statistics, economics, and computer science courses, still, I need to upgrade my knowledge background in statistical analysis and computer applications in data analysis. To have a more systematical learning of statistics and data analysis

methodologies, I can profoundly improve my ability to build models, collect and process data, and extract more useful information from data. Besides, I hope to strengthen my study of theories alongside sharpening my application skill. Therefore, I am motivated to apply to master's degree in Data Analytics.

I choose your MS Data Analytics Engineering program since I know it can fill the gaps of my knowledge and also challenge me to improving myself in every aspect. For instance, although I learned and mastered the utility of certain data analysis tools in work, I aspire to strengthen my study of the theories and academic knowledge of Data Analysis. So in graduate study, I will emphasize my study of statistics' application in data analysis, big data analytics, customer and market analysis, prediction and etc. Also, since my current work is about extracting and analyzing information from finance and accounting data, I anticipate enhancing my study of apply statistics for Financial Analysis to reinforce my work capability. I will also endeavor to improve my mastery of data analysis programming and tools, such as Statistical Computation, R and SAS. Moreover, in work, I experienced data analysis with cooperation of different departments, so in graduate study, I expect to learn database and web, in order to advance my data analysis ability.

Your program perfectly fits in with my academic goal and my professional goal is to hone my ability to utilize statistical and computing tools to process and analyze data, and to use this knowledge to create more business value for enterprises. After graduation from Northeastern University, I will devote myself to data analysis work in investment, finance or marketing companies. I have found my passion for analysis, to help customers and enterprises to maximize their profit, and I hope I could further improve my professional skills. In the long term, I want to work on providing support for decision making through data analysis, including financial analysis, risk analysis and control, and product development. I am confident that this program will augment my analytical and technical abilities and give me the ability to design effective studies, make inferences from raw data, and translate those inferences into meaningful solutions. I know the graduate experience in Northeastern University will be a great asset for my career development.

As my preparation for graduate study, I finished my undergraduate study of Mathematics with a minor in Economics from UC San Diego. I have excelled in my mathematics training at UCSD especially in courses relevant to the use of statistics in economics and business. I gained substantial knowledge from courses like Actuarial Mathematics, Mathematical Statistics, Mathematical Reasoning and Microeconomics, and performed

well in these courses. I also have practical experience in this field when working as a Finance Executive Assistant in the summer of 2015. In this position, I was responsible for analysis of financial data, and utilized Matlab and Excel applications to analyze large amounts of data in a commercial environment. This internship taught me the invaluable lesson of how rigorous and efficient handling of large amounts of data and patience are essential for data analytics to be used to identify actionable solutions. I also enjoyed the opportunity to work with other young professionals, and built my interpersonal and communications skills.

After graduation, I work as a rate analyst in Conservice Company. I researched and analyzed utility provider's current and proposed rates, rules and rates structure. I applied mathematics and analyzed the collected data to understand how rates affect cash flow and calculate for different sizes of enterprises, and to update rate sheet according to the utility provider's approved rates, rules and government regulations. Based on the states' different laws, I communicated with legal department and adjusted rate sheet into billable charge. When dealing with some peculiar rate sheet of utility provider, I contacted the provider to get and analyze relevant data, such as winter average consumption. Meanwhile, I would maintain close communication with the billing manager, like asking for tax bills, confirming account number, and checking construction status for new construction. At last, through the learning of provider's billing structure and the analysis of obtained data, I would update rate sheet.

In work, I also analyzed utility provider's bill to make sure the accuracy of rates and billing structure on rate sheet. Once, I spotted a utility provider's billing error. Through their customer service representative, I got contact with their financial manager and corrected the error. Also, after this incident, I checked the rate sheet and bills of this utility provider for other clients, identified and corrected several billing errors, which helped our clients to save $13,000. As I finished checking all the data and updating the rate sheet, I would upload it to our company system. The billing manager would also upload a billing summary regarding my rate sheet. Then, I would conduct quality control of the summary. By going through every charge and also contacting the billing manager to correct all the errors in new and previous rate sheet, I timely updated the information and also made the billing recovery rate become more ideal. Now, I am preparing for the training of rates audit or budget forecast, all of which will boost my strength in data analysis and statistics.

This work experience greatly sharpened my data analysis ability, improved my

communication skills, and upgraded my pressure resistance and time management abilities. Through daily work and company training, I advanced my comprehension of data analysis, gradually mastered effective ways to seize useful information, collect and analyze data, and also increased my work efficiency. Also, by communicating with customers, utility provider, government, and different departments, I improved my English speaking skills. Moreover, I boosted my ability to handle multi-tasks and special projects, and to meet my own deadline as well as assist my colleagues with their work.

I am confident that I have the foundational skills and passion to take the next step on my path to become a data analyst. Yet, I am also aware of the necessity to equip myself with more statistical and computing training to meet the challenges of a dynamic environment overwhelmed by data. My goal is to use my statistical training received at Northeastern University to leverage my expertise in statistics to secure a successful career that contributes to commercial work.

Economics 经济学

基本情况：郑同学，对外经济贸易大学，国际经济与贸易，GPA 3.55，TOEFL 104，GRE 320
录取学校：Georgetown University M.S. in Economics

Attending the 2015 summer school that provided by the University of International Business and Economics (UIBE) with professors coming from various countries strengthened my determination to pursue a master's degree in Economics. On Professor Peter Franklin's Leveraging Culture in International Management course, I experienced the attractiveness of varied cultural differences and learned the subtle but essential influences that different cultural backgrounds exerted on our behaviors and values, as well as on corporate's culture and management. And on Professor Sergio Paba's Industrial Organization course, I researched and mastered the performance and application of economic theories like monopolistic advantage theory and bundling theory in real-world multinational companies' business strategies.

The experience not only provided me with a valuable chance to gain some exposure to diverse cultures and results of cutting-edge economics research, and more importantly, it motivated me to further build my knowledge of comprehending and applying economics

theories, and to equip myself with the strength to better analyze or even change the world that we live in. As many American universities have spent great efforts both in respecting for and nurturing diversity of culture and in carrying out researches in varied economics fields, I aspire to pursue my graduate study in the United States.

Quantitative methods of Economics such as Econometrics that applies in industry is my major research interest, and I enjoy and also excel in, utilizing mathematical modeling and statistical tables and graphs to analyze data and do research. With the aim of fostering my ability to conduct economic analysis and forecasting in corporations engaged in import and export trades, international economic and technical cooperation, or transnational investment and transnational operations, I am aware that it is essential for me to not only advance my learning of Economic Statistics and Econometrics along with the features of economic data so as to grasp more business analysis techniques during graduate study, but also take full advantage of internships or research opportunities to progressively build up my empirical research experience and my capability of performing independent research. Besides, considering that the mastery of varied software programming such as Stata and Eviews is critical to the advanced study of Econometrics, I will spare no efforts to cultivate my good programming habits and skills.

To constantly explore my potential to make contribution to the improvement of our social life is my long-term goal, as well as that of any economists. In 2013, I leaded a group of volunteers to edit our own English teaching textbook and taught English course in the Hongqi Primary School in Chaoyang district for half a year. Both their eagerness for knowledge and their harsh living and education conditions engraved on my mind and inspired me time and again to find ways to deal with the poverty problem. Being realized that poverty problem is more than a question of economics, I will also enrich my knowledge of political science, sociology, and the law to expand my horizons and form deeper visions.

In order to achieve both my short-term and long-term goals, I have made efforts to seize every opportunity to test my mastery of the knowledge that I learned from attending courses or by self-study, and I have faith in myself that I am capable of smoothly completing my graduate study at your university. In the first term of my junior year at UIBE, I took the Econometrics course and learned to find the relations between different variables by utilizing diverse methods of regression analysis to process and analyze the massive but random data. On the strength of my sound mathematical foundation that I had

built through the learning of series of mathematical courses such as Linear Algebra, Probability and Mathematical Statistics, Advanced Mathematics, and Applied Statistics, it was easier for me to quickly be proficient in leveraging tools such as simple and multiple regression analysis, panel data analysis and test, binary response regression analysis and test, and instrumental variables regression analysis and test, to quantify and analyze economic theories.

Plus, I taught myself to use statistical software like Stata and SPSS to perform empirical analyses. For instance, in my final paper for Econometrics, I collected a large amount of data about China's eleven regions' GDP and education development status from China's National Bureau of Statistics website, used Stata to analyze the data and conduct multiple regression and panel data analyses, and studied their interrelations. Through the research, I nurtured the habit of systematically sorting and recording the data and gained advanced comprehension of varied regression analysis methods, and more importantly, I learned to constantly move forward, keep perfecting my research methods, and never take anything for granted.

Also, the study of Econometrics further boosted my confidence in applying mathematical and statistical methods to analyze economic or social problems. In 2016, I leaded two peers to participate in the Mathematical Contest in Modeling (MCM) and conducted a research on the refugee crisis in Middle East and the flow of refugees. After reading amounts of related documents and news, I proposed constructive predictions and feasibility analyses of our research direction, selected out six critical flight routes, and used Stata to conduct regression analysis of each route and obtained a plausible modeling after countless attempts. Then, we utilized the Network Modeling to classify the source of the influx of refugees and gathered an effective matrix that could be substituted into our regression equation and came to a gratifying network modeling, and thus designed the best flight route. The research paper that I wrote was awarded the Honorable Mention. Through the MCM experience, my problem-solving ability in a given time period and my team work spirit were enhanced, and what's more, the research of refugee crisis stimulated me to study its economic, political, and social roots, and deepened my commitment to solving the poverty problem.

My capability of applying mathematical and statistical methods to quantify and analyze economic problems and phenomena was also strengthened by the learning of courses like Intermediate Microeconomics and International Economics. For example, the use of Slutsky equation in the decomposition of substitute effect and income effect indeed gained

more detailed and precise results and advanced my understanding of economics. The Georgetown Masters Degree Program in Applied Economics perfectly fits in with my interests and study plan. Through taking advantage of the well tailored coursework, I will be able to build up my capability to comprehend economics theory and also to apply econometric techniques and perform data analysis. Besides, with the access to interact with instructors with abundant professional experience, I believe that I will be greatly inspired. My experience at Georgetown University will certainly be a great asset to my further study.

Education 教育学

基本情况：唐同学，四川外语学院，西班牙语，GPA 3.9，TOEFL 102，GRE 318
录取学校：University of Pennsylvania M.S.Ed. Teaching Learning and Leadership

I come from a family with a long tradition of being teachers. Both of my parents have been doing related job for more than 20 years. The family influence has imperceptibly active on me since my childhood. But I did not realize the real importance of education until one day I went to my mother's office. My mother was working as a member of the admission committee of a key middle school, which would recruit students through rigorous exams every year. One day when I went to my mother's office, I saw a man begging my mother to offer seats for his children to study in her school since they failed to pass the exams. In his words, we learnt that those children were from poor mountainous areas. Although they were the best students in their areas and studied really hard, they could not pass the exams as the urban children due to the limited educational level. What surprised us most was that the man was not their family member, but a businessman sponsored their study. Moved by the kindness of the businessman and the strong desire to learn of the children, my mother finally persuaded the school to admitted them and provide them a tuition waiver.

It shocked me for that I first experienced the important role education plays in one's life, especially for the children who are eager for changing their fate. By participating in many volunteer services, I am always seeking better ways to help others. Until that day, I stared to realize that the best way to help others is to provide better education. Therefore, I want to make my contribution to bring a little change to the education of China, especially the higher education, by improving teachers' sense of responsibility, increasing education

investment and offering fairer and broader higher education to more students in poor areas. That is also the major motivation for me to apply for the XXX program of XXXX University.

In my graduate period, by learning and experiencing the most advanced teaching methods of the world, I want to obtain a solid foundation on how to apply theories of student development and learning to administrative, programming advising, policy-making, and faculty roles on behalf of students from diverse groups at varied institutions of higher education. I also want to acquire the knowledge on higher education administration, institutional strategic planning and human resource management.

After graduation, I would like to start my job in an educational institution of United States to apply my knowledge to practice and to get to know how it works from inner perspectives. When I gain a well-defined development and acquisition of the administrative skills, I hope to come back to China and worked for an international school assuming leadership position. I will try my best to provide more opportunities for Chinese student to get access to advanced and global teaching methods, and create more opportunities to corporate with entrepreneurs, who can offer more fellowship and financial aid for excellent students from poor areas. In the long run, I hope to be an Educational Policy Maker in government and continue seeking to change the lives of students, improve the field of education, and make the world a better place.

I study Spanish at Sichuan International Studies University. Mastering a language means knowing a culture which is of astronomical favorableness if I want to pursue my goal in education. Under the influence of the University's overall academic atmosphere, I have been developed morally, intellectually and physically with firm conviction, a global outlook, talent in communications and creative spirit. I had a GPA of 3.95 and ranked the top 10 among the students in my department. Due to my outstanding academic and research performance, I was granted Academic Scholarship and PRIMEROS Scholarship issued by my university.

In order to better master the Spanish language and experience a different culture, I applied the exchange program between Sichuan International Studies University and Universidad de La Habana in Cuba for my freshman year. During the one year study in Cuba, most of our courses were taught with the aim of improving our listening, speaking, reading and writing skills of Spanish, thus my Spanish proficiency was greatly increased. In the six

courses I took, I got three 5 remarks and three 4 when 5 equals outstanding and is the maximum rating. At the same time, I enjoyed experiencing and immersing in a totally different culture.

I came back to China in my sophomore year. By taking the courses like Basic Spanish, Oral Spanish, Spanish Listening, Spanish Reading and Spanish Writing every semester, I have been cultivated with high-quality Spanish proficiency and got the interpreter skills. In my junior year, I also choose Portuguese as an elective course.

In the Introduction to Spanish Culture and General Situation of Spanish-Speaking Countries of Latin America courses, I have got a comprehensive understanding about the culture and education of Spain and Latin American countries. In Introduction to Spanish Culture course, I conducted a research on Spanish education situation, in which I gave a detail analysis on the education system of Spain. During this research, I worked as the team leader in charge of dividing work and giving a presentation of our research in the class.

For me, the most important significance of learning one language is not learning a communication tool, but learning a way to being immersed in another culture. I believe it would be strength for me in my future study of education for I have the advance to communicate with people with different backgrounds.

I first engaged in the education field in 2009 summer vacation, when I worked as a teaching assistant in Crazy English Summer Camp, a very popular camp among teenagers in China for its interesting and high efficiency.

My main work was to teach students English pronunciation, grammar and reading. Quite different with the traditional teaching method, Crazy English, which pays much attention on learning through lively activities, required teachers full of passion and designed each class carefully. The work was busy and hard for a first time teacher. I gathered students together in the middle of the classroom and gave lectures in the middle rather than on the platform, so that I can be close to the students and well observe their reactions. I designed games and speech topics, in which students could easily master the content of courses without feeling boring. I got only four to five hours to have rest every day and got a sore throat because we were required to lead the students read out every word aloud in the class. One day, when I was having lunch, one of my students gave me a packet of medicine

soothes sore throat. At that moment, I suddenly felt the happiness of being a teacher. Gradually, I realized that the happiest time for me has changed from taking breaks to the time when I saw the inquiring twinkle from students' eyes. Finally my student won the first prize in the English speech contest hold by the camp and I was awarded the title of Excellent TA. I also applied the teaching experience in another camp when I interned in the Beijing Mind Education Co. Ltd.

With the desire to learn more about how an education institution operations, I applied the internship in the NEWOPEN Education Group as an English teacher in the Summer & Winter English Learning Camp.

Before I stepped onto the platform, I went through a one-month harsh training during which I competed with 30 outstanding trainees. With my efforts, abilities and persistence, I finally proved myself adequate and made my way to the platform as the top 1 in comprehensive performance evaluation among all the trainees. In the winter and summer vacation, I taught 3 classes. Facing tight schedules and fast work pace, I did not surrender, but prepared for every class earnestly and corrected every assignment conscientiously. Besides English, I also infected students with my passion, teaching them how to care about and cooperate with others. When the term came to an end, I was happy to see they had changed surprisingly.

In the summer vacation of 2012, I got an opportunity to work as a teaching assistant for foreign teachers in Bachuan International School affiliated to SISU. My passion drove me to commit my heart and soul to work and infected my colleagues and students as well. In order to well coordinate between students and foreign teachers, I made friends with the students and tried my best to help them solve problems in both study and daily life. When I finished my internship, in order to extend their gratitude to me, they left me messages, made thanks-expressing videos, and sent me T-shirt with their own painting on. Their sincerity was so touching that I deeply felt honored to be a teacher.

基本情况：冯同学，安徽师范大学+东北师范大学，英语+语言学，GPA 3.01，TOEFL 100，GRE 313
录取学校：University of Florida PhD program in Curriculum & Instruction with an emphasis in English Education

The importance of the word "diversity" is evident in my fondness for travel, which has

taken me to nearly all over China. In particular, I have developed affinity for cultural monuments, appreciated the exhibits, and learned about history in museums. Such diverse influences permeate my entire being. Moreover, my enthusiasm for education and teaching was inspired by Anhui Normal University (ANU), which is renowned for teacher training. ANU trained me to be a meticulous scholar and motivated me to pursue Northeast Normal University's Master's in Foreign Linguistics and Applied Linguistics program.

After completing my graduate study, I was employed as a high school teacher in Northeast Yucai School in Shenyang City, where I have taught English for five years and encountered numerous challenges and accomplished substantially. As a teacher, I realized that China's secondary school system faces such problems as stagnant teaching methods, outdated teaching materials, and lack of scientific management. Hence, I am optimistic that I will be sufficiently trained to participate in implementing reforms, particularly those related to English teaching methods. My current school is renowned for its internationalization initiative, thereby motivating me to further pursue a career in English teaching in international standards and further manage an international high schools. Accordingly, I aspire to go to the US to obtain a PhD to improve my English teaching skills and learn popular teaching methods. Thereafter, I will perform a comparative study of Chinese and American secondary school systems to substantially improve high school teaching in China. Eventually, my optimism in developing into a competent educator and decision-maker in education rests on obtaining a PhD in Curriculum & Instruction program with a concentration in English Education from the University of Florida that will facilitate the achievement of my goals.

Meanwhile, my PhD study will enable me to focus on pedagogics, research methods and other innovative English teaching methods. As a high school English teacher, I have implemented the situational teaching method to develop language teaching activities. Through constant reflection on the outcomes of these processes, I will endeavor to enhance such teaching methods to make language classes effective and fun. I hope to study the process of combining emotional or imaginative thinking with abstract thinking in the context of the situational teaching method, thereby promoting student cognition and achieving optimal results. Hence, I will systematically study research methods, second language acquisition and teaching, adolescent psychology, and cognitive linguistics. Moreover, I intend to study different teaching methods, specifically for Chinese students, to learn the different facets of English.

For Chinese students, English teaching will inevitably use bilingual teaching methods, thereby enabling me to focus on bilingual education in graduate school. My academic background and professional experience have provided me with a wealth of bilingual teaching experience, given that I was a French minor. As a native Chinese speaker, I am determined to make theoretical and practical improvements in bilingual teaching through non-native language learning.

Despite my extensive academic and practical training in English teaching, the associated theories in this field are still limited. Therefore, I will exert effort to study the teaching of adolescent English literature to guide students to read and write and enrich the requirements of basic education in research-based learning. This endeavor will facilitate the improvement of the connection between basic and higher education for young people in China and develop their critical and logical thinking skills. However, one issue that I intend to explore is enabling teachers establish English literature teaching courses to make adolescent students interested in and gradually accomplish the goal of literature teaching. Accordingly, I need a systematic study of research, second language teaching, and reading and writing teaching methods to develop effective teaching strategies.

Apart from my theoretical knowledge, my practical skills have been substantially enhanced through effective engagements in actual teaching and research. I have been engaged in academic research since I was a graduate student, in which I assisted the instructor in preparing teaching materials and translation questions for TEM-8. My outstanding achievements enabled me to receive an internship opportunity in the Middle School Attached to Northeast Normal University and assisted the instructor to implement his project in middle school. This two-year internship deepened my teaching and research aspirations and enabled me to obtain practical understanding of the curriculum setting and research, school and student management, and student association activities in domestic secondary schools.

In Northeast Yucai School, I continuously cultivated my passion for education and improved my teaching and research skills. I learned that most Chinese high school students have difficulties, even fear, in learning English as a second language, thereby resulting in challenges in my teaching. However, I engaged in various undertakings and realized the importance of nurturing student awareness in learning. Moreover, the need to understand the application of flexible teaching methods led me to test various techniques to enhance my teaching and enhance student initiative. To illustrate, I designed a course

on reading original English novels called the “English Reading Hub,” which drew lessons from Oxford’s reading activities, to cultivate interest in reading. In the weekly reading presentations, the students shared their opinions and ideas, thereby immensely improving their confidence and passion for reading English. Accordingly, the students’ progress eventually expanded this course’s influence and attracted new teachers and students across grades to adopt the method. My effort was rewarded when I won multiple provincial and national teaching competitions. Meanwhile, I insisted on cultivating student service and responsibility to society by supervising various volunteer activities.

My achievements in teaching provided me with the opportunity to host a national research project sponsored by the Chinese Education Society. Research on the Enforcement of the Chinese Advanced Placement (CAP) General Academic English Courses began in 2014 and aimed to provide outstanding students with access to college English courses. We focused on methods to enhance student acceptance of CAP courses and guide them in maximizing the benefits of these courses. I used various teaching practices to design and systematize the Trinity CAP General Academic English System that combines curriculum, evaluation, and teaching systems. Our curriculum includes four reading and writing sections, namely, argumentative essays, research papers, English descriptive text, and literature review. My reading training methods involved the use of text comprehension and language focus, while my writing training methods concentrated on combining student writing skills alongside topical discussions. Meanwhile, I exerted effort to use group presentation and class discussion to familiarize students with writing methods and prepare them for writing classes. One year of learning enabled students to master English writing styles and literature review skills, thereby strengthening their foundation for writing English speech papers.

Overall, my curiosity toward the unknown and the world has enhanced my global vision, multi-dimensional thinking, and acute logic. Hence, I am confident of my capability in completing your PhD program and eventually enable me to share my specialized knowledge and skills to teachers and students. Moreover, I will continuously exert effort to develop into an outstanding educator and immerse in the promotion of education.

Electrical Engineering 电子工程

基本情况：李同学，复旦大学，电子工程本科，GPA 3.69，TOEFL 105，GRE 328
录取学校：Purdue University, West Lafayette Ph.D. in Electrical and Computer Engineering

My keen interest and strength in Electrical Engineering are tempered through leading team to participate in scientific research innovation contest and performing researches under the supervision of faculty. It is also through such kind of practices that my determination to pursue a doctoral degree in Electrical Engineering is strengthened. I expect to equip myself with the leading-edge knowledge and research methods pertinent to communications and networking, particularly, in optimization.

In recent years, 5G innovation has compelled the attention of researchers and engineers from all over the world. The blueprint of 5G combines massive MIMO with Heterogeneous Networks (HetNets), which relies on ultra-dense and irregular operator-deployment of Base Stations (BSs) together. However, such combination leads to certain problems. For instance, with the growing number of BSs, the electricity bill has become a major part of the operational expenditure of cellular networks. Meanwhile, on one hand, massive MIMO can significantly improve the spatial degree of freedom and thus bring higher throughput; on the other hand, the super-fast data rate leaves the network controller a huge challenge: how to make the network stable with limited loss in performance?

From my current knowledge, the soaring electricity bill could be solved through the using of smart grid. While, with only limited (or none) knowledge of the distribution of the harvested energy in the network planning of smart grid, a stochastic optimization problem could be formulated. And to solve this problem, an online Stochastic Gradient Decent (SGD) solver or the Lyapunov method could be employed. The Lyapunov method minimizes the drift plus penalty and can guarantee the strong stability of the queues with only a bounded loss of performance. Considering the virtue queues of Lyapunov method and the subgradient of SGD are mutual connected, one of my future goal is to identify these connections.

At graduate school, I will put effort into the research on Convex Optimization, Stochastic Optimization, in addition accompanied by Machine Learning and Online Convex Optimization. I have ever performed mixed integer programming in the joint base station

activation project, and have a grasp of Convex Optimization and Stochastic Optimization. Through graduate work, I also want to take into a deeper dive into related fields, and position myself for cutting-edge researches in network planning and design, for example, massive MIMO, integration of renewable energy/smart power grids and wireless communication, beamforming, power allocation, design of sensor network, and so forth.

Based on the above factors, I have decided to apply to the PhD in Electrical and Computer Engineering program in your ECE department. The researches in the field of Communications, Networking, Signal & Image Processing in your department can satisfy my interests and fulfill my study plan. Particularly, after carefully reading your faculty's websites, I am interested in Professor Borja Peleato-Inarrea's research in convex optimization, as well as Professor Saul B. Gelfand and Stanley Chan's research in optimization. I am looking forward to getting more exposure to their research and performing doctoral study under their guidance.

My undergraduate experience has well prepared me for further studies in the aforementioned areas. To be specific, the bachelor's curriculum has familiarized me with the concepts and methods in linear algebra, signal and system, digital signal processing, probability, principles of communication and signal detection. Furthermore, a thorough understanding of theorem proving processes and derivations of conclusions strengthened my knowledge. Making mention of programming, I have a good command of MATLAB and C++ skills, and I am proficient in applying them to deal with real problems. Besides, my mastery of hardware description languages and assembly language can add to my qualifications to fulfill your program.

With an inner drive, I conducted researches in the areas I am passionate about. In my junior year, I worked alongside a faculty advisor and a graduate student in a project centered on joint base station activation and downlink beamforming in HetNets. At the beginning, we developed a mixed integer programming, and reformulated the problem to a semidefinite programming (SDP) at a later point. However, the simulation results got from both attempts were not satisfactory. To make improvements, we employed Gibbs sampling, yet the results were still not as ideal as supposed. Through a further analysis, I found that the reason led to such results was that we had oversimplified this problem, for which we could not make the best of spatial degrees of freedom.

I also had research experience concerning uplink power allocation. To get a thorough

understanding of certain system and identify the underlying factors that influence the performance of uplink cellar system, I conducted a simulation using MATLAB, assuming the number of antennas is extremely large at BS and only one antenna at each user equipment. The total power is limited in one cellar and equal power allocation among users. Based on the results achieved, I noticed that with MMSE receiver, if the channel is estimated perfectly, the inter-cell inferences do not have too much impact on system performance. However, when there exists pilot contamination with MMSE channel estimation, a gap between single cell and multicells cellar systems would emerge. Thus, I demonstrated the demand of the uplink power allocation and pilot design in multicell-multiuser massive MIMO systems.

To earn a PhD degree from Purdue University will be a big challenge for me. But, on the strength of my strong passion for and academic background in performing research, I have faith in myself that I will thrive as a researcher who can lead innovations in communications and networking, and through my experience of Purdue.

基本情况：张同学，北京邮电大学，电子工程，GPA 3.68，TOEFL 101，GRE 326
录取学校：Columbia University M.S. in Electrical Engineering

My pursuits of science, music, as well as sports have constantly brought fresh vitality to my life and motivated me to keep challenging myself, learning and growing from my failures. Teaming up with my friend to participate in singing contests held by our university taught me to step outside of myself, to indeed think, and work as a team, so that we could give full play to our strengths and accomplish our goals. Also, spending great effort on practicing aerobics and partaking in national competition with my teammates, I was keenly aware of and moved by the power of team work. More importantly, what I have learned from my interests has also guided me to insist in both independent and collaborative researches.

In graduate study, I plan to focus my research on Signal and Information Processing. During my undergraduate study of Electrical Engineering at the Beijing University of Posts and Telecommunications, I was exposed to Signal and Image Processing through courses like Signals and Systems and Principles of Communication. The course Digital Signal Processing was especially useful, as I learned what work was being done in Image De-noising and Binary Images Processing. Seeing how effectively image sharpness was transformed after the de-noising process by using a computer, CCS2.0, and a simulator

based on DSP piqued my interest in pursuing this as my career, particularly when I discovered its extensive application in our daily life, like in fingerprint, face, barcode, and iris recognition.

The M.S. in Electrical Engineering in your Department of Electrical Engineering can meet my interest in Signal and Information Processing. Professor Shih-Fu Chang's research in multimedia search and retrieval, image and video analysis, signal processing and computer vision, are what I anticipate to pursue in my graduate study. Through making full use of your well-structured resources, I believe I will successfully complete my graduate study plan in your department.

In graduate study of Signal and Information Processing, I hope to address questions like the Image Search. With the rapid development and increasingly wide application of technologies like multimedia, image information, and networks, the scale of image databases is also expanding. Thus, an urgent solution is needed for effective management of visual information. My research goal is to build my strength in search and be able to manage massive visual data swiftly and efficiently. From there, I would like to extend my research into the field of Computer Vision, which is correlated with Artificial Intelligence and Pattern Recognition. Based on my current knowledge and research experience, I think the main three aspects that hinder the development of Computer Vision are limited computing capacity, undetermined cognitive theory, and a tradeoff between precise recognition and fuzzy features. I look forward to performing research on human neural networks and mastering more knowledge of Deep Learning to model high-level abstractions in Data, and then building a neural network that can learn and process data such as images, audio, and text, following the mechanism of human brain.

As part of my preparation for graduate study, I have participated in a project on developing the Embedded Video Image Enhancement Platform in the Key Laboratory of Opto-Electronic Information Processing, Chinese Academy of Sciences, since October 2016. Throughout the study of Guided Image Filtering, the using of MATLAB to test my mastery of algorithms, as well as the input of codes into Digital Signal Processor, I have not only acquired a clearer and more direct perception of Image Processing, but also fostered a rigorous research attitude and boosted my confidence to perform more researches. Besides, through coursework the MCM/ICM competition, I have cultivated my logical thinking capability in mathematics. The 2016 MCM/ICM competition was especially valuable, as I led the team on a project to keep the temperature of water in tub

as close as possible to its initial one over a given period of time. To test our assumptions and modeling, I taught myself to use the MATLAB Curve Fitting Tool, Plot function, and Regression function. Additional, in order to distinguish our model from others and also to better meet the demands of consumers, I added a priority of fuzzy control on the main topic. At last, our efforts paid off, with our paper being awarded the Honorable Mention.

As an Electrical Engineering major, I also practiced and improved my programming skills through various research projects and contests. The most significant of these was the Students' Scientific Research Innovation Project held by our university, with the goal of building a detection system for determining whether a ball had hit the line in ball games. As the project leader, I took charge of designing the single-chip microcomputer program and the signal detection of sensor. In order to enhance the precision of our detection system, we put our focus on the design of the sensors' configuration and the topological structure of circuits; to actualize our goals, I taught myself to utilize the experiment board of single-chip microcomputer and KEIL to build projects. Through the project, I have formed my own way of mastering the knowledge of single-chip microcomputer program, and above all, learned to be persistent and patient when dealing with setbacks.

A life full of vitality and vigor is my goal, and electrical engineering has provided me such an opportunity to date. Moving abroad, joining discussions and immersing myself in cutting-edge research results of Signal & Image Processing, whether in the classroom or at seminars with my peers and professors, will serve to expand my knowledge and brighten my life. Having heard about the excellence of American universities' strong academic atmosphere and cultural diversified environment from my uncle, I cannot wait to see it for myself.

Engineering Management 工程管理

基本情况：张同学，北京邮电大学，电子工程，GPA 3.68，TOEFL 101，GRE 326
录取学校：Johns Hopkins University Master of Science in Engineering Management

I often think about how to make production, especially in Manufacturing, more efficiently. Based on my strength in communication, organization, management and self-regulation, I have carried out lots of attempts to improve the efficiency of technicians. Actually, I have strengthened my knowledge of Organizational Behavior through arranging diverse group activities. For instance, as the president of our college students' union, I organized

orientation, traveling and picnics, and other activities among the freshmen to mobilize their passion for life and then their enthusiasm for study. Also, being skilled in cooking, I often gathered my classmates and cooked meals together, to bring us closer and consolidate our relationships. I believe that highlighting human’s social attribute is of great significance to increase a team’s or an organization’s study and work efficiency. During summer vacations, I also leaded peers to participate in social practice to promote our awareness of social responsibility. All my efforts are well paid off with building up an active and engaging environment among my peers.

My experiences and attempts also stimulated my interest in management, particularly in the management of technology. The studies of Modern Shipbuilding Engineering and Offshore Platform Design courses developed my interest in engineering management. On the Modern Shipbuilding Engineering classes, I familiarized myself with the concepts and implementation of engineering project and the contents of engineering management in various sections, like the project bidding, design, evaluation, construction and quality examination. And I also got exposed to the management approaches and procedures in shipbuilding engineering, bridge engineering and railway engineering. Besides, on the Offshore Platform Design classes, an interesting and yet demanding engineering management course, I grasped many useful analysis and computing methods in evaluating engineering projects’ strength, life-span and reliability, such as the FOSM, JC, and Monte Carlo methods.

The learning of these two courses nurtured my strength and interest in technical management, and enlightened me the significance of project management in production and technology development. The mastery of construction costs and finance knowledge can help to make more reasonable budget and save costs; the refinement of production process can increase the productivity and quality while the quality management will facilitate the production quality; having certain knowledge of organizational behavior can build a more passionate and stronger team; and the technical management and project management can further enhance the production efficiency.

What I like to learn more is Project Management, which is the most critical part of the implementation of an engineering project. Besides from taking related courses, I have taken several internships in railway construction company and shipyards, which strengthened my interest in project management. When I interned at the Chengdu-Guiyang High Speed Railway project, I acted as the assistant for the project manager and acquired

in-depth understanding of the large-scale engineering project management. In the early phase of the project, I learned the responsibilities of all sections of the construction company, the work process and the technological points. I also assisted the manager's coordination of people, place, time and materials, and made daily record of work process and computed work efficiency to make the optimal allocation scheme. Through the project, I learned the specific construction process and operations, and more importantly, I got more exposure to the limitation of engineer or technician. The completion of an engineering project needs knowledge in fields more than engineering. Problems like the planning of place, allocation of people, time cost and engineering budget, shall all be considered. This project stimulates me to acquire more knowledge of project management.

Risk Management is another field that I aspire to spend efforts on mastering. Courses like Offshore Platform Design and Offshore Platform Structure and Strength that I have taken during my undergraduate study are closely related with the risk assessment of projects in engineering management. The Offshore Platform Structure and Strength course integrated the knowledge of materials mechanics, structure mechanics and theoretical mechanics, and guided us to learn and compute the strength of varied structures, to analyze multiple failure modes like strain, collapse and buckling. Through those practices, I realized the importance of risk assessment in completing engineering projects, and also motivated me to master more knowledge of risk management.

Realizing the significance of engineering management in the application and innovation of technology, as well as my strong point in mobilizing team members' passion, I adjust my career plan and hope to join in the field of engineering management. The technical high speed development promotes the improvement of engineering projects' precision and modernization, which starts to demand more accurate and elaborate assessment of projects, including quotation, bidding and risk evaluation. I will work to be a senior project manager in a top-notch enterprise, being capable of performing comprehensive evaluation of engineering projects. After equipping myself with abundant professional experience, I want to focus my work on providing management consulting services, and hope to start my own consulting company. Understanding that such kind of job requires us to have an interdisciplinary background and excel in the management of technology, I aspire to pursue a master's degree in engineering management, obtaining the systematical study of technical management while utilizing the practices to temper my leadership and management skills. The completion of engineering management study at your university will be the strong support for me to launch a career in technical management.

For the study of your program, I have made a good preparation. Throughout undergraduate study of Naval Architecture and Marine Engineering, I have built up a sound engineering background and a good mastery of mechanics analysis methods and computer-aided calculation. Meanwhile, I have taken full advantage of research experience and internships to extend both my engineering and project management knowledge.

The experience of leading my team to apply for a patent demonstrates my research ability as well as my resolution to solve problems. I teamed up with my classmate and spent two years on accomplishing the project of designing the balloon-pump autonomous surface sediment sampler, and eventually obtained a patent and made a sampler prototype. The research process was full of difficulties, but we worked out all of them through joint effort. Our project involved in using Anasys, SolidWorks, Single Chip Microcomputer and IAR programming. At first, my programming codes often couldn't work, but in order to find the errors, I conscientiously ran each and every line and wrote down the logic errors and deviant language, as well as studied the profiles and performed rough treatment of data accuracy. Through the project, not only did my programming ability get improved, but also my perseverance facing the difficulties and my sense of responsibility and executive ability were cultivated, which I believe can facilitate my graduate study and research.

My several internships in shipbuilding companies strengthen my interest and capability in engineering management. In the internship at the Chengxi Shipyard Co., Ltd., I used computer to perform the simulation of a whole ship design processes, from learning customers' needs to putting the ship in the water and making outfitting, and also used Fastcam to conduct nesting to realize the efficient utilization of steel materials. Those practices enlightened me the significance of engineering management in the application of new technology as well as the realization of energy saving. Also, what I cherish most about my internship at the Tsuneishi Group (Zhoushan) Shipbuilding is my exposure to the modern project management in construction site design, safety management, time management and coordination among different departments. Their cultivation and efficient management of engineering teams indeed motivated me to keep enhancing both my technical and management skills.

Having those valuable experiences and strong engineering background under my belt, I am confident that I am qualified for your program and will make full use of your resources to build up the strength to actualize my goals. Apart from the above experiences, what I

can contribute to the diversity of your student body are my interpersonal skills and creativity in organizing activities to unite teams and complete tasks in a timely and efficient manner. So I expect to join your program to interact with faculties and peers from diversified education and culture backgrounds, to bring into full play my soft skills as well as to jointly explore the most efficient ways to promote technical management.

Environmental Science & Engineering 环境科学与工程

基本情况：江同学，北京大学，化学，GPA 3.6，TOEFL 103，GRE 319
录取学校：Columbia University Ph.D. in Earth and Environmental Sciences

Because my career objective is to do research in the field of environment, I am applying for your Ph.D. in Earth and Environmental Sciences program in your Department of Earth and Environmental Engineering. My plan is to acquire advanced knowledge of environmental science and engineering, first at the master's level to set my research direction, and then at the doctoral level to put forward new parametric models and theories to push the field forward.

In July 2014, I participated in the Global Research Experience in Advanced Technologies (GREAT) Program jointly organized by Peking University and UC Davis. During the two months, I have consulted with many professors about the respectable American universities in the research of environmental health, pollution and climate risk, they suggest me consider Columbia. After careful research on your website, I found that the research in Environmental Health Engineering and Water Resources and Climate Risks at the Department of Earth and Environmental Engineering are very suitable for me to continue my research in environmental governance. The research environment in your department offers outstanding faculties and facilities which will help me prepare to be a researcher. Meanwhile, I can get to know the latest developments and theories in the field and hone my research skills with experienced professionals. In the future, studying in the Columbia will lead me to be able to offer better suggestions for the policy making of environmental improvement based on concrete findings from the laboratory.

Research Interests
The macro orientation of my interested research comprises the problems of environment related to health and economy, including the influence of air, water and other

environmental systems on human health and, more broadly, on society and economy. While the micro orientation of my research at present is (1) the ingredients of atmospheric particulates and their toxicity in the human body and (2) searching for alternatives of certain pesticides, the macro orientation is critical because these problems are all closely related to our daily life and are issues that people pay attention to. With the constant renewal and development of new material technology, the related environmental problems are growing, with air pollution becoming serious enough in recent years that even the government has attached importance to fixing the problem. If breakthrough developments can be achieved on these aspects, it can greatly improve people's livelihood, which is my biggest hope and ultimately guides my research.

With regards to my specific research interest areas, I am most interested in using environmental models to study air and water pollutants and their related environmental influences. Especially for some tough environmental issues, such as energy utilization and water resource pollution, we can give better guidance to people to treat these problems through introducing and adjusting accurate environmental models. Besides this, I am curious about the treatment of environmental problems produced by nanotechnology, the environmental problems of energy, and so on. My final research interest area is in the chemical behaviors of the pollutants, especially the related chemical kinetics processes during the formation, movement, situation and transportation of pollutants in air and water because this aspect is closely related to environmental treatment options. If we can know the various changing processes of the pollutants, we can effectively control or prevent their formation and spread. Together and separately, researching these topics will contribute to improved understanding of environmental problems and solutions, and improved environmental policy making.

Research Plan

Although there has been a lot of research done on the components of atmospheric particulates, there is not a good bridge between the chemical components and their toxicity. In spite of the fact that the sources of particulates can be analyzed and identified through the model of the chemical ingredients, it is usually difficult for people to connect these sources with effective policies that would reduce their emission and thus lessen their harm to the human body. This is partially because there is not a good understanding of the relationship between particulates' ingredients and their toxicity. Therefore, this research is very necessary to environmental management and making effective policy.

Because of this, my plan in graduate study has two main aspects. The first is research on environmental toxicity, including the toxicity of atmospheric particulates on the human body and the residual pesticide toxicity in soil. The second is further study on some innovative pretreatments for environmental samples and how we can use analytical chemistry and environmental science research methods to determine them. Along with this research, I also plan to gain advanced knowledge in environmental economics and link my scientific research to concrete environmental treatment options.

The details of my topics mainly focus on the following:

- Quantitative analysis of toxic pollutants;
- Analysis, detection and toxicity research of micro-pollutants in soil, air and water;
- Research on the mutualistic effect on organisms of different pollutants;
- Research on the influence of new pollutants caused by new materials or new technologies;
- Research on how to make target objects easily determinable when testing by using new pretreatment methods for different environmental samples (such as atmospheric samples);
- Environmental policy-making and environmental economics.

Research Experience

During my undergraduate period, I participated in four main research projects.

The first was a study of the characteristics and toxicity of the atmospheric particulates in different places in China. In this research, my main work was to measure the toxicity of different particulates through cell experiments. In this process, I learned various experimental methods and some related instruments of cell experimentation, including flow cytometry and microplate readers. Then I analyzed the toxicity of the particulates by myself and set the foundation for future related research. When doing cell experiments, I found out that they do not compare well to chemical experiments with regards to preparation. Instead, a large number of samples needed to be made every time for horizontal comparison, rather than my being able to draw hasty conclusions by using only vertical comparison of each batch of cells. The quantitative features of cell experiments were also bad; though we could see the difference of the toxicity, we could not quantify the degree of the particulates' toxicity according to the measured ROS, inflammatory factor or cell mortality rate. This also increased the difficulty of studying the relationship between the ingredients and their toxicity. In order to facilitate the analysis, I tried to build a function model on the parameters of each batch of cells and the exposure concentration of the particulates, so as to measure the toxicities of different concentrations of one sample,

but I found out that cells of different generations do not lend themselves to a quantitative relationship between concentration and toxicity. Thus, the method of mathematic modeling was unusable.

These gains led me to independently design my second experiment, making comparisons between a newly designed thermal precipitator and the traditional filter collector. In this study, we developed the thermal precipitator, a promising particle collector, and compared its features with the traditional filter collector. During the research, I took charge of comparing the particulates' properties between the two devices and measuring the toxicity of particulates from each. In this experiment, I learned the basic methods for chemical research of atmospheric environment, such as how to collect atmospheric particulates and how to analyze chemical elements; at the same time, I learned some methods for dealing with statistical issues and learned statistical software R. Our findings showed that the thermal precipitator could avoid the defects of the traditional filter collector regarding the distribution of the particulates and maintenance of their features. This research required a great deal of independent thinking and problem solving. The best example of this was when I found out that the newly designed thermal precipitator still had many defects, the most important of which was solving the problem of the low flow rate and particulates' size distribution. The size distribution of the collected particulates depended highly on the flow rate, so the rate had to be stable at a certain value. And because the temperature appeared in an even gradient in the vertical direction, it resulted in too many particles at the front end of the precipitator and too few particles at the back end, meaning there was too little differentiation of particles. Therefore I developed a method using the even change of the temperature in the vertical axial direction to secondarily separate the particles. Through the layered and cylindrical thermal precipitator, the temperature differences between the cold plate and hot plate in each layer led to differential movement of the particulates; therefore, the part with the small temperature difference mainly gathered superfine particulates, while the part with big temperature difference mainly gathered fine particulates. In this way, we acquired the desired effect.

This year has included two more projects. From March to June 2014, I worked in the State Key Laboratory of Environmental Chemistry and Ecotoxicology, where I participated in scientific research related to environmental sample pretreatment. During the three months, I studied many instrumental analysis methods, such as XPS, MALDI-TOF, multi-channel ICP-MS, and FTIR etc. Not only have I learned the application and principles of these instruments, but it also made me deeply understand how to represent different issues

through various analysis methods. It has contributed to improvement in my experimental design and given me various analytical chemistry methods to draw from when I encounter problems with my experimental results.

From July to September 2014, I conducted research in UC Davis on alternatives for chlorpyrifos in California. My three main jobs were collecting literature and refining data, building a database, and analyzing the acquired data through meta-analysis. Chlorpyrifos is a widely used pesticide, especially in California, but it has high environmental risks, so looking for its alternatives has become very important. There are two criteria for a feasible alternative; the first is its efficacy cannot be lower than chlorpyrifos, the other is it should possess lower environmental risks. In order to get more accurate and effective results about these factors, data needed to be integrated from large amount of literature. We collected 96 studies from the last 10 years that included quantized efficacy comparisons between chlorpyrifos and other pesticides. Then we entered the acquired data into the computer and set up a database with the efficacy comparisons. After this, we conducted a meta-analysis using software R to get a series of potential candidates so we could compare the environmental risks and get a realistic series of promising alternatives.

Through this project, I gained the following beneficial skills and knowledge. First is an understanding of the research approaches of environmental modeling, which can provide definitive results by collecting and dealing with large amounts of information. Second, I have become more adept at collecting and processing information from different sources. Finally, I am now able to deal with large amounts of data and can use the related statistical analytical methods. A secondary benefit was that my English scientific research writing ability improved due to several oral presentations and the final poster.

Academic Preparation

As my main major is chemistry, my professional courses were not closely related to environment, especially the atmospheric environment; however, I have taken additional courses to supplement my chemistry studies. Specifically, I selected some graduate courses related to environment, biology and statistics, including courses on applied mathematical statistics and aerosol principle and technology. I have earned good marks in these courses and built strong relationships with my professors.

My laboratory work has also helped to prepare me for understanding and applying various techniques for atmospheric environmental research. The experimental method mainly

includes sample collection, treatment and analysis, followed by statistical treatment. I also picked up some biological experimental methods on measuring toxicity from my cell experiments. Due to my major, I had conducted all kinds of chemical experiments, so learning related methods and gaining basic knowledge of cell experiments was valuable for me to be able to conduct environmental science experiments by myself.

In related experience, in spring 2014, I served as the teaching assistant of an important compulsory course of undergraduate in the College of Chemistry, Chemistry Today. Taking this job not only improved my professional ability, but also improved my ability to communicate and express difficult concepts in a simple way. In my free time, I downloaded and read literature related to environmental science. By comparing the idea and methods of the literature, I got to know some cutting-edge research results and learned some ideas and methods of experimental design from them. Reading the literature also made me familiar with professors in the field and set good foundation for my scientific research in the future.

Career Objectives

In the next 5-10 years, I hope to become a professional talent in environmental science and engineering. My studies to date have been incredibly interesting, so I am sure that will continue to motivate my future research in graduate school. After finishing my doctorate, I will come back to work in a Chinese university, teaching and engaging in laboratory research that will influence environmental policy makers. Because my dream is to make outstanding contributions to environmental development and treatment and make people have a better life, I am encouraged to pursue this related research at the highest level.

To realize this goal, I have to complete graduate studies. I know that the education and research quality of American universities are rather high, and there were many professors and graduates with a high level of knowledge in the environmental field when I was at UC Davis. I expect that learning from them and communicating academic questions with them can greatly improve my level in this field. Of course, my professional knowledge in the related field also needs to be accumulated, and I plan to increase that through my coursework, research and professional affiliations. Searching for related materials and becoming informed about the large amount of literature related to environment can deepen my understanding about the research methods in environmental field; meanwhile, I can find out what problems have not been researched well. Based on this, I can design experiments to conduct research according to my own thoughts, or even come up with

new environmental analytical models or new research methods. All these activities are oriented toward and support my future career goal.

Finance (Financial Mathematics/Engineering)金融/金融数学/金融工程

基本情况：马同学，中山大学，软件工程，GPA 3.4，IELTS 7.0，GRE 325
录取学校：University of California, Los Angeles Master of Financial Engineering

Essay 1

Financial engineering requires a combination of mathematical/quantitative abilities and creative thinking. Describe a project you worked on, either as a student or professional, than demonstrates your analytical and creative problem-solving skills. Tell us why this project was interesting to you. (Maximum 750 words)

Having a keen interest in Financial Engineering, I have seized every opportunity to hone my quantitative ability in every possible way. In March 2016, after I learned that Professor Eric See-To at The Hong Kong Polytechnic University was recruiting undergraduate students to conduct researches on consumer behaviors through the application of data science techniques, I immediately contacted Professor See-To. After two rounds of online interview, I became an intern on Professor See-To's research projects.

From March to September in 2016, under the direction of Professor Eric See-To, I participated in two projects. First, I studied the relationship between social media comments and the price of stocks. I was in charge of analyzing the comments that Prof. See-To collected from thirty companies, and trying to build an emotion model through data processing and mining. In this financial sentiment analysis project, I first tried our several algorithms and recorded the accuracy rate of each algorithm, and at last, chose the Naive Bayes to grade the consumer comments. Later, I also learned to use Lexicon to grade the comments. Through this project, I have advanced my understanding and utilization of algorithms and also trained my skills of using Python to analyze data.

In the second project, I analyzed consumers' comments on restaurants' services, in which, I further enhanced my ability to apply different methods of sentiment analysis like Continuous Bag of Words (CBOW) and Skip-gram. Prof. See-To has rich professional

experience for international firms in the banking and finance industry. Thus, through our interactions, he gave me many constructive suggestions and guidance, which indeed strengthened my determination to launch a career as a financial analyst.

Essay 2

Why does a career in quantitative finance appeal to you? Based on your abilities and what you know about careers in financial engineering, why do you think this is the right career path for you? (Maximum 750 words)

My goal is to become a financial analyst in an investment bank, security company, fund, or investment firm. Conscious that quantitative analysis plays a vital role in financial analysis, at Sun Yat-sen University (SYSU) I have taken a series of mathematics courses and achieved high marks in them, including Calculus, Linear Algebra, Discrete Mathematics, Probability and Statistics, and Engineering Mathematics. In computer science, I have studied in-depth C, C++, JAVA, data structures, operating systems, database management, ERP, WEB development technologies, information security technology, computer network technology, workflow technology, etc. to enable me to quickly master software applications like Matlab, R, SAS, and S-PLUS. Besides, with my experience in cross-platform coding, programming debugging, and testing of Windows and Linux, I am confident that I can perform advanced cross-platform operations of analysis tools.

However, I am well aware that to fulfill my goals, I need to acquire more advanced quantitative analysis tools and methods. Also, considering that some of the knowledge I have attained at SYSU, such as computational methods, matrix analysis, stochastic process, statistics, and data analysis, did not apply to finance, during my graduate program I will combine them with the study of financial analysis to learn how they apply more directly to finance.

Data Analysis and Data Ming also lay a solid foundation for financial analysis, so apart from course study and class projects, I have sought opportunities to conduct research in the application of data mining to finance. In Fall 2016, while participating in our School's Software Engineering Training, I teamed up with two schoolmates and signed up for the Micro-Loans User's Credit Prediction Competition, using the given data of users to forecast their credits. As the team leader, I took charge of the data mining and the progress

of our project. At first, we used single model to process and analyze the data. After we submitted our results, although the effect of the training set worked well, the scores of our work were not high. Serving as the head of our team, I could not just give it up halfway through and organized several group meetings to discuss and analyze the places of our work that could be improved. After some brainstorming, we found the limitations of using single model, so we tried out the integration of models. We applied several algorithms, such as the Logistic Regression, SVM (Support Vector Machine), RF (Random Forest) and XGBoost, and eventually adopted the results from RF and XGBoost algorithms to carry out the convergence training. At last, our work earned a quite good score in the competition. This experience is of great value to me since it has not only given me the opportunity to improve my mastery of algorithms applied to data mining, but also tempered my ability to communicate and work with others.

I strongly believe that I am well prepared to pursue UCLA Anderson's MFE program. I am certain that I will make full use of the resources offered at UCLA to build the knowledge I need in order to prepare for my career goals.

Personal History Statement

Under my family's constant influence, I started to plan my career path to become a financial analyst during high school. My mother worked at the People's Bank of China and would often talk with me about taxation, financial risk management, and how the circulation of money influences the inflation rate. When she transferred to a commercial bank, I learned from her about savings, loans, commercial mortgages, financial asset management, and credit ratings. Later, when she served as the general manager of an investment company, I got the chance to dabble in risk investment and became familiar with products like stocks, securities, and funds. All that financial knowledge intrigued and encouraged me to grasp more of it.

My mother began to discuss my career path with me when I was in high school and offered me many great suggestions. The original plan was for me to study finance for both my undergraduate and graduate degrees to form a comprehensive view of the finance field and sharpen my financial analysis ability from every possible aspect. However, we adjusted this plan when I learned from my teachers that to better master Financial Engineering, it is essential to build a sound mathematics and computer science foundation. Additionally, many American universities, they said, preferred Financial Engineering

graduate applicants to have a strong background in mathematics and computer science.

So I was thrilled be admitted to major in Software engineering at the Data and Computer Science School at the Sun Yat-sen University (SYSU). I have spared no effort to actively participate in class projects and undertake independent research to advance my understanding of mathematics and computer science applications.

In my spare time, I taught myself finance and economics courses such as Principles of Finance, Microeconomics, and Macroeconomics. Through these courses, my interest in Quantitative Financial Analysis, Financial Products, Derivatives Pricing and Trading, and Risk Management grew progressively stronger. To become an outstanding financial analyst, I can see clearly that I need to master Quantitative Analysis, Risk Analysis, Pricing Methods, Asset Allocation, Investment Strategies, and Numerical Valuation. This is why I want to pursue the Master of Financial Engineering program at UCLA, to become thoroughly equipped with the tools and concepts I will need as a financial analyst, and subsequently take the CFA test. I will also take advantage of my computer background and concentrate on the study of Financial Programming and Financial Software Development.

基本情况：苏同学，UC San Diego，B.S. Applied Mathematics & B.A. Economics，GPA 3.2+3.59，TOEFL N/A，GRE 321
录取学校：University of Illinois at Urbana Champaign MS in Financial Engineering

Though challenging, managing a double major in Applied Mathematics and Economics is extremely rewarding. Throughout the four years at university, I have unremittingly experimented with the broad range of mathematical and statistical tools drawn on from applied mathematics, computer science, statistics, and economic theory. Maintaining right at the “cutting edge” of modern uses of mathematics has flourished my keen interest in this field and pushed me to achieve self-transcendence through pursuing a higher degree.

My previous academic and professional commitment and the great growth I have gained can provide the staunchest support for my academic pursuit.

The course, Mathematical Modeling, first opened my sight to the extensive application of mathematics in both financial sector and various other aspects of daily live. For example,

in order to solve the soaring ticket prices in some scenic spots, I attempted to build a ticket pricing model with the Analytic Hierarchy Process to help the scenic sports set up reasonable ticket prices. With the frequently happened traffic accidents, I adopted the probability model, statistical regression model and differential equation model to calculate the safe vehicles distance on the super highway. In addition, I had also used the Brownian motion process to describe the price fluctuations of the stock and the hypothesis testing to assess the validity of claimed effects of medical products.

My rising interests in applied mathematics and statistics motivated me to select a long list of relevant courses such as Multivariate Calculus, Vector Calculus, Differential Equation, Linear Algebra, Mathematical Reasoning, Applied Linear Algebra, Ordinary Differential Equation, Real Analysis, Stochastic Process and Mathematical Statistics and broadly engaged myself in relevant workshops available. Upon the broad exposure to mathematical knowledge and techniques, I developed strong analytical skills, problem-solving abilities and an appreciation of the importance of logical reasoning and became proficient in modeling real world situations and developing solutions with mathematical and statistic tools to in an efficient and reliable manner.

Not content with the width and depth of the knowledge provided by context book, I set my sight on the opportunities outside university to cater to my interests.

I secured an assistant position at Beijing Sunrise Investment Management Inc. in September, 2014. Working alongside the senior investment analyst, I engaged in conducting research on various organizations of different industries such as, banking, insurance, and real estate. This allowed me to broadly involve in financial data analysis and provide key information for company in developing investment strategies. Though challenging, I greatly contributed to three eco-city housing development projects that were finally approved by company and will be carried out soon. As a result of this internship, I am more skillful in analyzing and interpreting data and making comparative analyses to provide trends and forecasts.

My extensive exposure to both academic, practical and professional aspects of mathematics and statistics intrigued my interests in embarking on a career in finance. As far as I know, the Private Banking industry in China is burgeoning in recent years but still in its infancy, which will bring more job chances with unlimited development prospects. With enormous interest in this area, I plan to set my sight on private banking industry in

the US. My short-term goal is to enter into a private banking or investment management firm and hone myself to be a financial analyst, specializing in providing constructive investment advices for high-net-worth individuals or companies. While working, I plan to complete the three level exams for Chartered Financial Analyst within three years. In the long run, I plan to return to China and set up my own investment consulting firm with the concentration on providing diversified investment portfolio for clients both China and abroad.

As an additional value for my career pursuit, I can be more fluent technically with the strong computer skills including programming, and mathematical and statistical software packages I have accumulated.

For example, I am proficient in conducting matrix computation with MatLab and collecting, sorting and analyzing information and data with STATA. I had also done R simulation for Normal, Uniform, Exponential, Poisson distribution, plot probability density function and plot histogram. In my on-going course, Debugging Arrays and Working with Strings, I have developed the skills of debugging a Java file with both compiler and runtime errors and writing a basic Caesar Cipher program to encrypt/decrypt text. Besides, taking more course on R language is within my schedule during next semester. I believe my outstanding computer skills can facilitate my future career path in finance.

As of now, I have accumulated a set of skills required to be a financial professional. Despite such, I am well aware of the need to equip myself with more global practices and experiences to meet the challenging financial industry that is poised to be more competitive in following years. I am taking the MSc in Financial Engineering program at UIUC to leverage my expertise in mathematics and statistics and secure my career success in future.

I desire the MSc in Financial Engineering program with its emphasis on mathematical modeling and on the application of quantitative techniques associated with optimization, probability, stochastic processes, and statistics to the design and operation of systems. I can cater to my academic pursuits with the rigorous courses in the core areas of Applied Mathematics, Economics, and Statistics as well as an interdisciplinary team of professors and financial industry professionals. By taking the rigorous curriculum, I aim to study more sophisticated mathematical concepts and tools and develop strong analytical and

technical capabilities required to be a mathematically sophisticated finance professional. In particular, enriching my knowledge in the areas of Derivatives/Derivatives Pricing, Econometric Modeling, Mathematical Modeling, Optimization, Stochastic Modeling would be my greater priorities while studying. I desire to apply the concepts of equity research, valuation and portfolio management to a real world investment fund during capstone research projects. In particular, I am most captivated by UIUC's location and most important, its partnership with industries. With these advantages, I can have unsurpassed access to the leading-edge financial institutions and practitioners. Besides, I highly appreciate the worldwide alumni of UIUC and aspire to leverage the UIUC's brand to find internship at leading financial institutions.

To conclude, I believe the UIUC's experience would be a milestone throughout my financial career.

Human Resource & Labor Relations 人力资源/工业劳动关系

基本情况：苏同学，UC San Diego，B.S. Applied Mathematics & B.A. Economics，GPA 3.2+3.59，TOEFL N/A，GRE 321
录取学校：Cornell University Master of Industrial and Labor Relations

I am a challenging loving girl. I earned a bachelor degree in June 2012 from the University of International Business and Economics - Best Business University in China, with a major in Business English (Management Orientation). In this major, I took the main courses in Human Resource Management, Practice in Business Communication, Sociology and etc.

Based on my undergraduate study, my interests and experiences of campus leadership developments and internships as showed in my resume, I chose the challenging Human Resource Consultancy as my profession and started my career as an Associate Consultant in Michael Page International, world leading middle-level recruitment consultancy globally. In the first 6 months, I was quickly promoted to be the youngest Consultant. After one year's work in Michael Page, I followed my Manager to join Robert Walters International, which is the largest international headhunter in China. In the initial half year, I remained in the TOP 3 Billers in mainland China and ranked first place in North China. Due to my excellent performance, I was quickly promoted to be Senior Consultant within

one year. As the youngest Senior Consultant in the history of Robert Walters, I led a team of three consultants, responsible for Sales Function recruitment for nearly 100 multinational clients based in North China. So far, I continuously received honors namely Star Member and Prize awarded by the Managing Director in both companies every year. Last year, I finished a report on Salary Survey China for the industry of Fast Moving Consumer Goods.

When recalling these experiences, I think it's my challenging spirit that resulted in my good work performance. The achievements from work make me believe that I have the interest, talent, passion and competency to do well in Headhunting Consultancy. However, the intense work also presented me challenges, difficulties and concerns. With limited professional knowledge and theory of human resource, it's hard for me to advise clients most professionally and efficiently, and I noticed there are complaints from clients about a common phenomenon of this industry of lacking professional talents. In addition, headhunter consultancy is a unique and immature industry in China at this moment, demanding professionals with international vision and higher education background. Those factors inspired me that I need to explore further graduate-level learning of human resource management to fill my knowledge gap and it is the right time for me to do a systematic study. The Master program of Industrial and Labor Relations (MILR) at Cornell University ranks No.1 worldwide. Therefore, I decided to pursue my graduate opportunity at Cornell, and I believe I am an excellent match for this MILR program.

Due to my undergraduate and working experience, I have academic interests in the following areas:

I. Intercultural Communication & Human Resource Management:

There is a trend for local multinational companies to hire foreigners. I met several cases to place foreign candidates to local enterprises, especially to some Non-profit organizations (NGOs) due to their special demanding. The culture conflict appears to influence human resource management process. Therefore, I want to learn Diversity and Inclusion, Fair Employment Practice to help me advise foreign candidates and their employers to solve the cross culture obstacles and issues. The study of communication between members of different cultural groups (including linguistic, social, racial, national, gender, and other groupings) can improve my knowledge and experience in this part.

II. Marketing and Human Resource Management:

I want to study the application of marketing technology in human resources and the establishment of “recruitment branding". In fact, my daily headhunting job is a form of marketing. I need to market “recruitment position” as a product to candidates. Meanwhile, based on my observation, it is challenging for enterprises to meet the demand of internal personnel by the market supply of external talents. These present the needs of developing the Human Resource Branding and the Employment Marketing. Improving this interest area will help me deliver better suggestions to my clients and manage my own headhunting employer.

III. Human Resource Management in Public & Non-profit Organization:

I was in charge of recruitment cases for UNICEF (United Nations International Children's Emergency Fund) and for UK-based Climate Parliament in 2013. In China, for NGOs, the employment standards and candidate pools are far from well-established, and the talent market lacks a full understanding of this special industry. A survey conducted by a Business School indicates that more and more NGOs are setting up offices in China with the needs of hiring professionals. However, it shows difficulties to find suitable candidates to work for them, and NGOs’ demission rate is higher than 40%. As far as I know, no headhunter agency explore this particular market needs. I hope that, in the future, I can build a bridge between organization and talent market. Hence, I want to explore the knowledge on human resource management of public and NGOs in the United States as well as other developed countries, especially knowledge on employment development and compensation design.

As for my Professional goal, I intend for headhunting consultancy to be my lifelong career. With my previous accumulating experiences in the two world famous headhunting companies, after studying in Cornell, I want to join one of top executive-level headhunting consultancies. With practices, I hope to be promoted to a senior management position later. In the long run, I would like to start up a boutique headhunting firm. I hope this firm will provide specialized and customized personnel service for clients, especially for China’s Public and NGOs.

Cornell’s MILR program seems “tailor-made” for me after carefully reviewing the curriculum structure and first-class expertise. I am thrill to see the chance to pursue

synthetic study in my interest areas. My working experiences, academic interests, professional objectives and challenging loving personality shape me an excellent candidate for this program. And your program is definitely a key step in my life and will help to accelerate my career progression.

LLM 法律硕士

基本情况：张同学，北京交通大学，法学本科，GPA 3.5，TOEFL 85
录取学校：Washington University in St. Louis LLM

Legal studies are as vast as the sea, and my undergraduate education has allowed me to sail along the coastline. This academic journey is fulfilling and mind-expanding, yet I am far from my goal. Eager to broaden my knowledge, I have set my sights on the Master of Law (LL.M.) program in the United States. Studying law in the United States will enrich my understanding of the Anglo-American legal system and international laws and eventually set the stage for a J.D. degree and a successful career in law afterwards. Specifically, my short-term career goal is to become an attorney in a reputable law firm in China and to focus on international civil and commercial arbitration and litigation. In the long term, I intend to start an "Internet plus" legal services corporation, which will provide individuals and organizations with free or low-cost online legal solutions on business fraud, intellectual property infringement, and financial scam in the international business environment, as well as advance the cause of justice and rule of law in Internet practices. The professional knowledge, language skills, and global savvy developed through the LL.M. program of Washington University can aid me tremendously in reaching these goals.

In graduate school, I will delve deeper into two specialized areas, namely, international business regulation, litigation, and arbitration; and intellectual property rights (IPRs). The application of international trade rules involves negotiation, signing and fulfillment of contracts and agreements, dispute resolution, settlement of bills and payments, anti-dumping and anti-subsidy investigations, and international investment, to name a few. Therefore, a strong command of international trade rules is a prerequisite for a lawyer to address such area. At the same time, I hope to improve my mastery of key concepts and techniques regarding the economic analysis of law. Influential US laws such as The Uniform Commercial Code emphasizes the use of economic concepts and cost-benefit

analysis to explain the effects and efficiency of laws. Given that the legislative purpose of modern commercial laws is to promote the convenient and safe execution of commercial dealings, this inherent consistency between commercial laws and the economy determines the need for the economic analysis of commercial laws. In today's world, laws are inseparable from economic development. Therefore, studying law is crucial in understanding the ways in which transactions in mass production drive the evolution of commercial laws and how commercial laws provide organizations with legal protection to guarantee transaction security and benefits. American business law is one of the most mature and effective commercial legal systems in the world because of its openness, initiative, and degree of protection. For this reason, I intend to obtain a thorough understanding of the system by obtaining the LLM for Foreign-Trained Lawyers Program at Washington University.

Another area of interest is intellectual property law, which has an increasingly vital role in the context of international business. In the last decade, China has made a quantum leap toward the protection of IPRs. However, compared with that in developed countries, the intellectual property legislation and promulgation in China are still in the fledging phase, featuring a lack of intellectual property awareness and a disconnect between legislation and application in technology, economics, and international trade. Moreover, legal loopholes and inadequate law enforcement have increased intellectual property crime and the cost to safeguard IPRs. In promoting innovation and the global competitiveness of domestic enterprises, talented and ethical IPR practitioners with exceptional expertise and a global perspective will be in high demand. In consideration of such trend and my professional interest, I am eager to grasp knowledge of federal and international IPR laws and accumulate strong analytical and critical thinking skills at Washington University. With such growth, I make my own contribution to the innovation-driven transformation in China.

As a senior college student majoring in Legal Studies, I have built a solid theoretical foundation for graduate school. By far, I have studied 14 major courses spanning a range of fields in Chinese and Anglo-American laws. My performance in International Economic Law, Economic Law, and Contract Law prove my enthusiasm for these subjects and my capability to fulfill the requirements of the LLM program. To deepen my exposure, I have read several law masterpieces, such as The Spirit of Laws, Procedural Justice and Litigation, and The US Constitutional Experience: 25 Landmark Cases Which Shaped Modern America.

Besides, I have paid close attention to applying theory to practice. In 2016, I secured an internship in Beijing First Intermediate People's Court. By assisting judges and clerks with filing and court recording, I reinforced my understanding of concepts and caught a glimpse of the work flow of the Chinese judicial system together with the litigation and approval procedures. This real-world experience ignited my desire to identify the differences between Chinese and American procedural law. Likewise, my internship in Beijing JunZeJun Law Office afforded me an overview of another legal profession, that of finance lawyers. At the law office, I was granted precious opportunities to work under the supervision of Mr. Xiuming Tao, a legal expert specializing in finance and the senior partner of the law office. While strengthening the expertise I acquired during my first internship, I received comprehensive training in dealing with legal issues in the capital market. Furthermore, I was assured that as globalization intensifies, an international perspective becomes a core quality for an outstanding lawyer. My internship at AXA Hong Kong and my summer study of economics in the University of Hong Kong in 2016 exposed me to the latest development of the global insurance industry and economics research in the law field.

Apart from my academic background and industry experience, my leadership skills can help me thrive in graduate school and beyond. Since 2014, I have been working for the Students' Union of Beijing Jiaotong University (BJTU) School of Law, starting out as a director and then progressing to being a president. During my tenure, I initiated a social survey on the modification of China's Railway Law, taking charge of task allocation and itinerary planning. In the research process, my team traveled nearly 1,000 km to visit the Beijing and Taiyuan Railway Bureaus and the Tianjin Railway Procuratorate, where we collected sufficient data for the final report, in which we provided constructive suggestions on the amendment of the railway law. Through this survey, I realized the importance of practice for law students. Later, I exerted effort to plan and organize other activities devoted to many aspects of law. For instance, I lead my team to hold the first constitution-themed speech contest "Learn Constitution and Talk about Constitution," the "12.4" National Constitution Day events, and the campus-wide moot court competition. These activities unleashed my leadership potential and allowed me to assist students in building practical skills.

Aside from legal studies and practice, I have demonstrated talents in various fields. For example, I served as director of "Monument," a stage play presented by my school in

memory of the “12.9” Movement. As the vocal leader of BJTU Chorus and a key member of Drama Club, I worked alongside my peers to deliver public performances, such as the BJTU Welcome Party, Commemoration Event for the 80th Anniversary of Long March at Tsinghua University, and Commemoration Event for the 120thAnniversary of BJTU. In my sophomore year, I was honored to participate in the special show, “The Backbone of the Republic,” in celebration of the National Day, which was aired on CCTV3. Overall, I long to sail on the vast sea of legal studies, and I feel confident that my skills and aptitude will enable me to contribute to the intellectual and cultural diversity of Washington University.

Mechanical Engineering 机械工程

基本情况：丁同学，清华大学，车辆工程，GPA 85.5，TOEFL 96，GRE 314
录取学校：Carnegie Mellon University M.S. in Mechanical Engineering

What I learned in my time as the Deputy Director of Economic Development is that understanding the latest technologies and potential areas for investment is key to making strategic plans for growth and enrichment. The most interesting of the new approaches to technology and innovation that I have encountered in my job is the Intelligent Plant. I have been so intrigued by it as a foundation for developing our national economic districts that I submitted a proposal to study Manufacturing Management in the US and return to my position to implement the necessary elements and realize the Intelligent Plant in China. Ultimately, my goal is to foster the growth of our country in a sustainable way as an outstanding technology innovation leader. My background in engineering, project management and economic development will support my pursuit, as well a master’s degree in Mechanical Engineering from your university.

Throughout the undergraduate study of Automotive Engineering in Tsinghua University, I mastered the fundamental knowledge and skills of modern Mechanical Engineering. Hoping to build my capacity of using systematic and science-based techniques to improve decision making in technical management, I pursued a master’s degree in Management Science and Engineering in Tsinghua University. Since graduation, I have served as the Deputy Director of Economic Development in a national economic district and taken charge of laying out detailed development plans for various industries in the district and advancing relevant projects. This experience, especially as project manager, taught me to think from different angles with a rational and composed mindset, and also fostered my

pioneering spirit to proactively seek innovation, which I found in the Intelligent Plant.

Since Intelligent Plant demands the in-depth integration of internet technology with every stage of manufacturing system, including the processes of planning, design, research and development, and production, future manufacturing managers must master both sides. Thus, I expect to carry out thorough study in these two fields, by getting to know different advanced production technologies and processes, including robotics and additive manufacturing, while I simultaneously learn about the Internet of Things and Big Data. Besides, I want to develop additional skills in manufacturing management and logistics to ensure I can advise and optimize businesses we invest in.

Considering that robotics, as a prosperous manufacturing technology, plays a fundamental role in the building of the Intelligent Plant, I want to conduct research on its role in manufacturing. Although various robotic products have been used in modern industry, more diverse industrial robots of higher performance need to be developed. I anticipate paying visits to factories to form an overall understanding of their demands of industrial robots. Then, I will focus on investigating robots, not only to make them accomplish complex tasks more accurately and swiftly, but also to make smarter communication, judgment, and cooperation when constructing a systematic network in the plant. In doing this, I will strengthen my knowledge of Mechanical Design, Automation, and Computer Science to be capable of designing operating principles of high performance, compatibility and intelligence. I also hope to be able to apply what I have learned by joining in your university's or some enterprises' R&D institution while studying.

Another area which interests me is Additive Manufacturing technology, as it has already profoundly improved industries' processing precision, automation level and technique integration level, and also been a crucial part of the Intelligent Plant. But several technical problems still exist. For instance, the forming of materials is not precise enough, some kinds of materials are still not capable to be applied, and it is also difficult to mold diverse different materials during one cycle of additive manufacturing. I want to research one of these topics using microscopic observation, physical analysis, mathematical modeling and computer simulation of the materials' molding process under existing technology, to enhance industries' processing precision and speed through controlling and optimizing the key elements. Meanwhile, I expect to advance my study of Materials Science, Thermodynamics and Optics, among other Mechanical Engineering studies, and also dabble in other disciplines like Chemistry and Biology, to search for new methods that

integrate multi-subject knowledge and deal with varied materials.

As a leading research university in the field of advanced production technologies and processes, the Department of Mechanical Engineering in your College of Engineering is the ideal place for me to pursue my interests. Your research in Additive Manufacturing is just in accord with my academic interest. Your cutting-edge research directions like Professor Jack Beuth's Additive Manufacturing Mapping Method greatly attract me. I look forward to interacting with him to learn more about his research progresses in the Additive Manufacturing Lab and NextManufacturing Center, as well as his extensive product experience. Also, through conducting modeling of Additive Manufacturing, exploring its application in control system and automotive industry, and optimizing assembly for AM processes in the Lab, I will profoundly enhance both my comprehension of AM's theories and progresses, and its practical applications. What's more, your sustainable technology innovations like Professor Jeremy Michalek and Jay Whitacre's researches on electrified vehicles and battery technology intrigue me. Besides from technical innovations, they have also spent great efforts in studying macro questions like product life-cycle and policy analysis, which can help people like me who wants to be a manufacturing manager to both improve technical capability and form an all-round view of industry.

My decision to pursue a master's degree has undergone careful consideration and I am confident that I have sound academic preparation for it. During both my undergraduate and graduate study in Tsinghua University, I expended great efforts on building my knowledge of mathematics and honing my programming skills. Above all, my experience of writing two theses demonstrates my capability of performing independent research. In 2010, I built an experiment system for a PhD student's project on electric vehicle shifting without clutch motion in our department's Electric Vehicle Laboratory. I applied machine design on the control mechanism for shifting gears and some of the connecting components, used machine drawing to make manufacturing blueprints, and assembled the whole system by myself. For my graduate thesis, I independently researched the Distribution Network and Facility Location Optimization with Multi-stage Inventory. I optimized the facility location, distribution network and ordering batch of a multi-stage inventory system with safety stocks, and designed a nonlinear mixed-integer model. Eventually, I developed the single-stage inventory in Professor Zuojun Max Shen's classic model into a multi-stage one, applicable to more practical cases.

What my past research experience demonstrates is my ability to balance multiple projects and conduct in-depth investigations of topics that can have an impact on the way people live. Supporting the development of the Intelligent Plant demands not only that ability but a rich set of knowledge and skills in modern manufacturing processes and internet technology, including robotics and additive manufacturing. I am confident that I have both the willpower and the strength to earn a M.S. in Mechanical Engineering at your Department, equipping myself with the capability to realize my short-term and long-term goals.

Pharmaceutical Sciences 药学

基本情况：竺同学，第二军医大学，药学本科，GPA 3.64，TOEFL 102，GRE 323
录取学校：University of Minnesota, Twin Cities Ph.D. in Pharmaceutics 博士全奖(专业全美第三！)

It would be my honor to be able to save lives, but I am not suited to being a doctor. It is in the lab, running experiments and developing new drugs, where I can make a difference. I studied a medicine and pharmacy-related major and excelled in it; it perfectly fitted to my advantages in chemistry and biology. Both are areas that are bound up with human lives and knowing both at a deeper level is essential to achieving my goal of developing new drugs and pharmaceuticals. By studying for my PhD in Pharmaceutics, I would improve my research ability and be able to apply my knowledge, patience and skill toward drug delivery systems and pharmaceutical development.

During my undergraduate study, I actively participated in experimental research on various subjects: biological medicine, chemical pharmacy and molecular chemistry. The practice gave me insight into what I did not know and gave me a concrete way to fill in those gaps; it also trained me in basic scientific thinking, which further ignited my concentration and passion in medicine and pharmacy. Also during my research, I came to know that the Chinese pharmaceutical industry is now in the development phase. We enjoy an enormous capital reserve and huge market potential, but we lag behind greatly in the original drug development. Most of the technology we are applying now is an imitation of techniques used by the main foreign drug companies – GlaxoSmithKline, Pfizer, Abbott, Merck, and others. Yet, there is so much room for improvement in not only the types of drugs being produced, but how they are delivered. Based on my observation of the status quo of Chinese drug industry, I see a positive, fulfilling career path awaiting me after I

finish my PhD.

My first step is to become a drug or pharmaceutics developer. I will work at a large drug research institute or corporation as a researcher. After 4-5 years, I will have acquired the essential knowledge and skills needed to develop new drugs-specifically, in the field of drug discovery or drug delivery. In the long term, I wish to establish a company of my own, working on drug development or new dosage forms and making contributions to the overall development of the Chinese drug industry.

Research Interests

In my doctoral years, I will focus on Drug Discovery and Drug Deliver for my study and research experiences in Biopharmaceutics, Medicinal Chemistry and Molecular Pharmaceutics.

Drug Discovery is related to the research I have done in undergraduate. I find many concepts and a lot of thinking in this field very interesting, such as the “lock and key” mechanism, the use of splicing and the combination of molecules. Besides, I excel in mathematical logic and computer programming and it has become common in drug discovery to use the computer for drug design. This research orientation is therefore very suitable for me. Meanwhile, this research area requires a great ability to innovate and is challenging. For instance, the questions of how to search for the target of the drug molecule in a better way, how to effectively improve the efficiency of target screening and how to design molecules related to targets—all these are interesting to me, as they represent free artistic creation in rigorous scientific field. This kind of work and research is certainly quite hard and challenging and demands great attention and ceaseless trials. But it is fit for me as I always have a high standard for the work I do, and I know I must face it in the course of growth. On the other hand, I have laid a good foundation in organic chemistry as well as biology and biochemistry, making me more qualified to learn about new, relevant subjects. As the study of antineoplastic drugs is becoming a research trend, I will obtain a great sense of achievement if I contribute to the study of this field.

Drug Delivery is not only about the effectiveness of drug molecules. What dosage form a drug should take and how it accesses its targets also constitute important components of the research. Because the human body is quite a complicated system, the study of it becomes very challenging. And many other elements, such as whether a drug can

effectively be combined with its target, whether it will be absorbed by similar structures on the way to its tar-get and how long its effect will last, make the subject even more complicated though still interesting. But complexity means there are many possible resolutions and innovations. I once wondered in the process of learning whether there was the possibility of using a magnetic field to induce a drug into its target in vitro. And after consulting relevant data, I found that magnetic microspheres exist and have been used as drug carrier to effectively carry drugs to their target.

This is a great area of development in this field and I realize that innovative products may be able to be produced with the introduction of the technology of other subjects, such as engineering, to this field. I myself am very interested in interdisciplinary study and comprehensive application of different fields to drug delivery. In daily learning, I like to dip into other subjects, such as computer science and mathematics. I am also very interested in the molecular pharmaceutics of drug delivery, a field combining nanotechnology and materials science and is of great development potential, as the changes that happen in the micro study usually lead to unexpected results. To do research in this field, one should have strengths in mathematical analysis and should be able to use mathematical models to build possible drug distribution and metabolic pathways, which is in line with my ability. I believe I will also have the opportunity to greatly improve in this aspect as well, as the technology in the US in this field is the most advanced.

Academic Preparation

To prepare me for doctoral study and research, I have busied myself with academic and research activities as an undergraduate. I gained in-depth knowledge of both chemistry and biology through courses such as Advanced Mathematics, Organic Chemistry, Analytical Chemistry and Pharmaceutics. After grasping the basic operative skills, I joined experimental programs in topics such as drug discovery in medicinal chemistry, investigation of biopharmaceutical resources, study of the genetic makeup of plants through the research on molecular biology, and specific component maps of Chinese Herbal Drugs. The culmination of my undergraduate work can be found in my thesis: Disposition of Succinylcholine in Vivo and its Forensic Toxicological Approach in Chinese Journal of Pharmaceutical Analysis in March 2015. Through practical experimentation, I became skilled in HPLC and learned to operate the NMR. I also independently pursued knowledge of clinical drugs, computer technology, mathematics and management. The idea of big data in particular provided me with several ideas for my future research. I am truly looking forward to collaborating with professors and other

graduate students to exploit the latest ideas in multiple disciplines and propel the working process.

I finished my first project in May 2013, the project start in November 2012 and I participated in a survey of invasive plants on Chongming Island and the preparation of their catalogue, at the Second Military Medical University. In the process, I was responsible for conducting field surveys, taking pictures and screening and writing relevant parts of papers. In the end, I got a copy of the illustrated handbook. In the research, after local plant species were sorted out, a field survey was done along three different routes, based on the existing catalogue of existing invasive plants and relevant existing literature and specimens. Sampling inspection was done on existing invasive plant species; plant photos were taken in the field and the materials of relevant species were integrated. Finally, further analysis and predictions about invasive plants in Chongming Island were made. From this experience, I got a clear idea about the process of scientific research, from the identification of a problem, literature review, and theoretical foundation, to the development of methods and implementation of certain work, to the final conclusion.

Three months later, from September 2013 to March 2014, I participated in a university level project and was responsible for cloning and identifying genes of a key enzyme on the synthesis pathway of safflower flavones. I mainly learned relevant operations involved in molecular biology and the process of gene transfection and obtained clear ideas and ways of thinking about the work of molecular biology. The major method we adopted was to clone candidate safflower F3H gene fragments, based on similar gene fragments screened using the computer, and then to design suitable prokaryotic expression primer fragments. Then target genes were then connected with prokaryotic expression carrier pET-32(a+) to rebuild the expression carrier. The rebuilt expression carrier was introduced into BL21 (DE3) pLysS strains through IPTG-induced expression. The expressed product that had been induced for 12 hours was purified with nickel dielectric cylinder to produce the expressed protein. In the end, through protein sequencing, the induced protein turned out to be CHS, flavone analogues, thus providing a basis for later eukaryotic expression. Meanwhile, we verified the role F3H played in the synthesis of flavones compounds, which allowed me to understand the basic research process of molecular biology. During the research, I had many challenges, for example, when the primer needed a very specific design. Several other amplified fragments appeared in experiments, but they were eliminated due to their length, so our experiments were conducted successfully. The process of introducing the carrier was repeated several times, maybe because we were not

skillful enough in doing it at the beginning or because the introduction of target gene was really more difficult in practice than in theory. What I learned from this experiment was that even though creating suitable conditions for experiments is not a big subject, knowing how to do it benefited me a lot.

I cannot stop to do research, so I participated a research three months later as a member of a group. The topic was to fingerprint of the active ingredients of isoflavone in fermented soybean, last form June 2014 to January 2015. This research belongs to the pharmaceutical analysis category. Multi-dimensional cutting high-performance liquid chromatography of soy isoflavone in fermented soybeans collected from different places was established, the ESI (electro spray ionization)-MS/MS fragmentation regularity of the isoflavone compound in fermented soybeans was explored, and finally the HPLC-MS/MS quantitative analysis method of isoflavone chemical fingerprinting with the six strong peaks compound group was found. In this research, I learned how to use high-powered analytical equipment, such as HPLC and MS, to produce a corresponding chemical fingerprint, and I analyzed and processed data. As a member rather than a leader in the research, I became adept at working in a team.

I have been fortunate enough to learn under some of the best teachers at Second Military Medical University; however, I have reached the limit in what I can learn here because of the underdevelopment of Chinese pharmaceutical industry and the lack of university-industry research partnerships. Remaining here will not allow me to strengthen my independent research nor my innovation abilities. To fulfill my dream of transforming the Chinese pharmaceutical industry, I am applying to the Pharmaceutics Ph.D. Program of University of Minnesota to achieve this first step on my ambitious, but attainable career plan in the Chinese pharmaceutical industry. Your PhD program is the most essential first step in this plan, as I need to develop first the expertise and high-level research skills. I would like to do so in partnership with the best pharmacy research team in the nation at Minnesota. I would like to work with Doc. Changquan Calvin Sun and Doc. Karunya Kandimalla. I am interested in their study areas of manufacturing science and nanomedicine. With an in-depth research focus on drug discovery and drug delivery, I am convinced that I will not only acquire a wealth of knowledge but learn the tools that will help me become a more productive and diligent independent researcher. I believe that my previous preparation – both in coursework and research projects – will support my success, and that my ability to work hard and cooperate with classmates as well as my desire to achieve my goal of saving human lives will allow me to contribute to your program.

Petroleum Engineering 石油工程

基本情况：陈同学，中国石油大学（华东），资源勘查工，GPA 3.8，IELTS 7.0，GRE 323
录取学校：University of Southern California MS in Petroleum Engineering

Ever since my childhood years, I have developed strong interests to explore into the unknown world. Driven by such curiosity, I insisted on my exploration and in the process, gradually realized that geological science and petroleum engineering are subjects that fit perfectly with my personal interests. I hope to develop insightful understanding of these two areas because I was aware that the knowledge is power, these researches are meaningful as they help people to address some problems faced by all human beings, such as global warming, and allows us to make better use of our world. At China University of Petroleum, I majored in its nationally renowned Resource Exploration Engineering program. The rigorous training at our school enabled me to develop insights into many areas, such as geology, petroleum engineering, geophysics, just to name a few. As I explored deeper into these subjects, I found myself deeply attracted by their glamour and demonstrated a stronger desire to know more about them. Therefore, I decided to continue my studies in this area in the MS in Petroleum Engineering Program of USC.

I am attracted by the program because first of all, USC is a top-notch school in this area. I have learned about Dr. Kristian jessen's outstanding work in numerical simulation, geological CO2 storage and EOR; Dr. Iraj Ershaghi's achievement on naturally fractured reservoirs and Dr. Behnam Jafarpour's great work in subsurface modeling, using mathematical and physical knowledge to solve problems. The school has also provided abundant student organizations in which I could enrich my campus life. I want to join the Petroleum Graduate Student Association to connect with more talents in this area. After completing the master program, I hope to continue with my PhD study at your school, during which period I hope to perform researches independently and publish research papers on esteemed journals. In the long run, I seek to join a research institution to concentrate on geoscience and petroleum engineering, and sincerely aspire to make my own contributions to this industry.

Research Interests

If accepted by your esteemed program, my specific research interest will be focused on

the field of reservoir engineering. While studying in Australia, I participated in a project about the carbon capture and storage. This experience enabled me to get in touch with the latest advancement in the geological CO2 storage. Via core flooding and autoclave reaction and CT scanning, I have gained deeper understanding of the reaction mechanism of carbon dioxide and rock. Besides, by conducting numerical simulation, I have learned further about this kind of reaction. Though this kind of research has made huge progress, we also have some puzzling problems not being solved, such as the safety issue like the possible leakage and earthquake. This research experience aroused my interests in carbon capture and storage, as well as other sectors concerning reservoir engineering. So, in my future study, I hope to concentrate on this field.

Academic Preparation

I am confident in my capacity of being an excellent student for your program. At China University of Petroleum, I demonstrated strong learning capacity and ranked second place in the whole grade. I also paid special attention to improving my computer skills, and up till now, I have been an excellent master of data processing software and programming software, such as MATLAB and C Language, and was able to operate different software about geological mapping, basin modeling and numerical simulation.

Besides, I displayed my superior research capacity by participating in multiple projects, in which I played important roles. I altogether participated in the Geological Fieldwork Practices for twice, during which I benefited a lot from the in-depth conservations with experienced working staff and gained better understanding of various geological structures. All these practices were supervised by Prof. Song Quanyou and Xu Fangjian, from whom I improved a lot both academically and professionally

At Curtin University in Australia, in addition to the carbon capture and storage project, I also worked on another project about the relation between rock permeability and compressibility. We did a lot of measurement and calculation. Though we have encountered a lot of difficulties, thanks to the solid mathematics and computer modeling foundation skills, I successfully established the theory model and tested it with experimental data. Through this project, I learned a lot about the measurement skills on porosity and permeability.

Completed the Australia Program, I came back to China and continued my graduate study,

I took part in another project funded by the 11th Five-Year Plan of National Nature Science to work on the fracture-filled carbonate reservoir in Tahe Oilfield. A project about the petroleum system. In the preliminary session, I read a lot of research articles in this field and get familiar with the research methods. We established the fractured-filled reservoir models and used seismic, logging and geochemical data to verify our model. This research achieved remarkable success later on. We can predict the fractures in the carbonate rock quite precisely and it works well in the production.

If admitted by your school, I hope to share my personal educational background in both China and Australia and my abundant research experiences with my classmates. Learning together with the world's most intellectual minds and exchanging ideas with them would definitely benefit me in a variety of ways. Meanwhile, it is expected that by learning in your university I will possess a unique opportunity to be fully immersed in fabulous ideologies and cultures from all over the world, consciously take the essences and discard the dregs while colliding sparks of knowledge with other students. Contributing to geological science will make my life meaningful and rewarding, and this goal can only be achieved with the support of your education.

Public Affairs 公共事务

基本情况：熊同学，国际关系学院，国际政治，GPA 3.7，IELTS 7.5，GMAT 740
录取学校：University of Chicago Master of Public Policy

1. How should we evaluate a public policy? Can we know that a particular policy is right or wrong?

According to economic principles, people are always faced with trade-offs in their daily life. This is also true in public policy field. As an important tool to allocate social resources, the government needs to consider the trade-offs between efficiency and equality when making public policies. However, due to different preference toward efficiency and equality, different politicians hold different views when evaluating the same public policy. Therefore, it's hard to make a conclusion about whether a particular policy is right or wrong.

Utilitarian believes that the government's goal is to maximize the social utility of all. It

should be right and encouraged if a public policy is beneficial for increasing total social utility. But liberalism believes that the government needs to ensure that society is just and strive to improve the welfare of the poorest people in the society. The public policy should follow the principle of maximin criterion to protect the interests of the lowest income groups. According to libertarianism, as long as the allocation process is just, the distribution result is fair. Public policy should be made to ensure the equality of opportunity rather than equality of result, and the government should not change the distribution result.

In my opinion, it is not appropriate to judge whether a particular policy is right or wrong. Instead, the judging standard should be proper or not. Public policy is a government behavior. As long as this policy helps the government to solve the contradictions and problems that should be addressed, this policy is proper. Taking China's policy of improving individual income tax threshold from 2000 RMB to 3500 RMB in September 2011 for example, numbers of working class taxpayers declined from 84 million to 24 million, but tax revenue from high-income groups (monthly income more than 37000 RMB) increased in various degrees. Despite this policy resulted in declining work efficiency of high-income groups, it was worthwhile compared with China's intensified widening gap between the rich and the poor. It can be said that this policy is a decent policy in that it helps government to safeguard social equality and justice.

However, it must be pointed that the government faces different problems and contradictions in different development stages. Policies suitable for current situation may not be suitable for the past or the future situation. For example, in the early stages of national development without mature market mechanism, the government should first consider allocating the resources with optimum efficiency and then providing minimum social security when making public policy. When the market mechanism was set up and a country accumulated considerable wealth and power, public policy should focus on safeguarding social fairness and justice, preventing income inequality and reducing poverty. In this sense, there is no one absolutely right or appropriate public policy.

Motivation Statement (Masters Only)

You will prepare a brief and well-articulated response to a prompted question regarding your motivation to pursue graduate studies in public policy (300 words).

When I was a graduate student majoring in international politics six years ago, my research direction focused on soft power. I discovered soft power was an invisible attraction and if

a country has too many internal problems, the attraction of soft power will be limited. As an emerging economy, while China brings great opportunities on a global scale, it causes a number of domestic problems including a stark urban-rural wealth gap and severe environmental pollution. As I known, Most of these problems are caused by economic policies. If these problems cannot be solved properly, it would be not possible to talk about the influence of Chinese soft power. Therefore, after obtaining my master's degree in 2009, I chose to work in fiscal and taxation department and turned my research focus to fiscal and taxation policy.

Fiscal and taxation policy involves the reallocation of social resources and social justice. It is an important factor to many economic issues. In 2009, I began working in a district level tax department where I gained a better understanding of the implementation of tax policy at the grass roots level through direct contact with taxpayers. Two years later, I transferred to a municipal fiscal and tax policy research department where I spent three years learning about China's fiscal and tax system and its implementation. I also acquired a strong understanding of the economy, finance, and tax, and worked hands in the local government's fiscal and tax policy formulation, implementation, and analysis. It stimulated my strong desire to conduct public policy research. I dream of becoming an expert in public policy in China. I hope to provide solutions to China's political, economic, and social issues. This career goal has continued to become clearer with my accumulation of work experience.

Public Health 公共卫生

基本情况：张同学，UC San Diego，B.S. Biochemistry and Cell Biology+B.S.Management，GPA 3.64，TOEFL 103，GRE 330
录取学校：Brown University Master's in Biostatistics

SOPHAS Statement of Purpose and Objectives
Attending the American Society of Nephrology (Kidney Week 2015) in San Diego Convention Center gave me the valuable experience, it offered me a glance at the "dilemma" that numerous new technologies in either Europe or Asia until now can rarely pass the FDA test successfully in the US. Within this context, I am motivated to launch a career in biostatistics for health and pharmaceutical industry.

I hope to concentrate my studies in the fields of clinical trials and data analysis. In order to provide more safe medical products for patient and customer, I desire to adopt the statistic tools to design more effective and efficient biological experiments during clinical trials. My short-term goal is to find a clinical trial assistant job in a pharmaceutical company, government agency, or hospital, responsible for testing new medications and medical devices. Five to seven years later, I aspire to become a clinical data manager in one of the Fortune Global 500 and engage myself in analyzing the results of medical research studies with advanced health care knowledge and proficient database management skills. While working, I will concentrate on minimizing the anthropogenic influences on clinical trial procedures and make the medication effects more accurate with better efficacy.

My double majors in Biochemistry & Cell Biology and Management Science adding extensive professional practices within two disciplines can provide the staunchest support for my career pursuit. I am fluent in collecting, sorting and analyzing information and data with STATA during market surveys and the later taught me how to use Matlab to conduct matrix computation and carry out econometric estimations. With my keen interest in data analysis, I initiatively took the online course, R Programming, given by Professor Roger Peng from John Hopkins University. This course offered me an overview of the data, questions, and tools that data analysts work with and more important, how to use R for effective data analysis.

In addition, with theoretical study in courses like Molecular Biology, and Organic Chemistry and Nutrition, I examined in detail the major underlying principles of biochemistry and cell biology. In particular, I appreciate the laboratory classes on biomedical science I've taken, which give a head start for future career goal. For example, in Biochemical Techniques (BIBC103), I have both acquired modern experimental techniques including ImageJ, PubMed, BLAST, CLUSTAL W, PDB 3D Modeling with Jmol, ExPASy-ProtParam, etc. While writing experiment reports, I also greatly involved in interpreting experimental data with graphical display and conducting statistical analysis to make quantitative decisions. Upon unremitting endeavors in laboratory setting, I became proficient in evaluating scientific data and applying scientific methods to formulate solutions.

Inspired by my academic interests, I am determined to pursue the MPH program in Biostatistics at University of Michigan, Ann Arbor. I am captivated by the curriculum

in biostatistical theory and methods, especially, the specialized training in modern data science techniques, which perfectly caters to my academic pursuit. By studying this program, I aim to strength my knowledge of biomedicine, biotechnology and health data science and enhance my competence in solving health care issues with the advanced statistical tools. Above all, I highly appreciate University of Michigan, Ann Arbor's rich history of world-renowned research centers and desire to work with top-notch faculty in their forefront research in areas of Medicine, Public Health, and Biology. Besides, University of Michigan, Ann Arbor's partnerships beyond campus also attract me strongly, which boost my confidence in achieving success in future. I will leverage this advantage and the various other resources provided by University of Michigan, Ann Arbor to find some internship opportunities.

UM SPH Reflective Essay

I am an active and motivated person who enjoys challenging myself and pushes myself beyond the limits of my capabilities. My goals to fulfill a career in the biostatistics for pharmaceutical and health industry and to contribute my strength to the development of more safe medical products, greatly inspire me to study biostatistics and earn a master's degree from your university.

In November 2015, I volunteered to work as a Booth Assistant in American Society of Nephrology (Kidney Week) at San Diego Convention Center. There, I was assigned to help the Chinese biotechnology company to introduce their hemoperfusion product to scientists from all parts of the world. With the advantage of my biology background, I could not only explain the product professionally, but also was capable of highlighting the key functions of the products with less academic details, closer to the common language in people's lives. Moreover, I also helped the Chinese company to expedite the process of collecting data from ASN participants using software instead of tedious paperwork. This experience opened my sight to the broad range of application of biology in our daily life and inspired me to embark on a career allowing me to benefit people's lives with both my biology and statistics knowledge.

Apart from my academic ability, I also has good potential in research. It was worth mentioning that I initiatively completed a diet project on my own in spring 2016. My purpose of launching this project is to formulate a healthier diet solution for students who live under high academic pressure like me. I first reviewed extensive literature related to nutrition online to learn about the recommended values for each nutrient daily and the

nutrition contents of the common food. Then, I spent a month recording and calculating my own nutrient consumption and intake every day. Through analyzing my diet pattern and comparing it with the recommended daily values, I developed my own personalized dietary guidelines that have helped me eat healthier and more professional than before. I also referred my diet project and planned my family's diet based on their age and health conditions, which got favorable feedback from them. Through this experience, I was acutely aware of the fantastic tangible benefits the biostatistics could bring to our daily lives and aspire to learn more about it in future.

I also actively participated in various activities that held by the Chinese Business Society. Through activities like panel discussions and networking events, I got more exposure to the demands of the real-world situations, which, in return, strengthened my determination to make a difference for the promotion and application of new technologies invented by Chinese scientists and engineers. Accomplishing the MPH program at UMich is the next challenge that I am ready for. I look forward to bringing some vitality to your community with my practices and meanwhile gaining the strength to fulfill both my short-term and long-term goals.

Public Health (Biostatistics)公共卫生-生物统计

基本情况：张同学，UC San Diego，B.S. Biochemistry and Cell Biology+B.S.Management，GPA 3.64，TOEFL 103，GRE 330
录取学校：Brown University Master's in Biostatistics

Attending the American Society of Nephrology (Kidney Week 2015) in San Diego Convention Center, I felt extremely honored to introduce China's latest kidney disease treatment technologies to worldwide pharmaceutical scientists, scholars and distributors. However, this experience also offered me a glance at the "dilemma" that numerous new technologies in either Europe or Asia until now can rarely pass the FDA test successfully in the US. Within this context, I am motivated to launch a career in the pharmaceutical industry and make a difference to this status quo by leveraging the knowledge and skillset I have acquired at university.

Specifically, my short-term goal is to find a clinical trial assistant job in a pharmaceutical company, government agency, or hospital, responsible for testing new medications and

medical devices. Five to seven years later, I aspire to become a clinical data manager in one of the Fortune Global 500 and engage myself in analyzing the results of medical research studies with advanced health care knowledge and proficient database management skills. While working, I will concentrate on minimizing the anthropogenic influences on clinical trial procedures and make the medication effects more accurate with better efficacy.

Definitely, my double majors in Management Science and Biochemistry and Cell Biology adding extensive professional practices within two disciplines can provide the staunchest support for my career pursuit.

Through immersing myself in the courses such as Econometrics, Financial Markets and Marketing covered by Management Science, I developed sound abilities to critically evaluate evidence relating to management practice with quantitative skills. For example, I highly value my experiences of studying Marketing (Econ 176) and Advanced Econometrics Theory (Econ 122). These two courses expanded my knowledge about STATA and MatLab and honed my skills in collecting, sorting and analyzing the real data with STATA. With my keen interest in data analysis, I initiatively took the online course, R Programming, given by professor Roger Peng from John Hopkins University. This course offered me an overview of the data, questions, and tools that data analysts work with and more important, how to use R for effective data analysis.

In addition, my interests in biostatistics and bioinformatics have been flourished with my major in Biochemistry and Cell Biology. With theoretical study in courses like Multicellular Life and Organismic and Evolutionary Biology, I examined in detail the major underlying principles of biochemistry and cell biology. In particular, I appreciate the laboratory classes on biomedical science I've taken, which give a head start for future career goal. For example, in Biochemical Techniques (BIBC103), I have both acquired modern experimental techniques including ImageJ, PubMed, BLAST, CLUSTAL W, PDB 3D Modeling with Jmol, ExPASy-ProtParam, etc. While writing experiment reports, I also greatly involved in using graphs to display experimental data, doing statistical test to make quantitative decisions. Upon unremitting endeavors in laboratory setting, I became proficient in evaluating scientific data and applying scientific methods to formulate solutions.

Alongside the rigorous curriculum at university, I greatly emphasize on strengthening my

competence in practices.

I have volunteered to work as a Booth Assistant in American Society of Nephrology (Kidney Week) at San Diego Convention Center in November, 2015. There, I was assigned to help the Chinese biotechnology company to introduce their hemoperfusion product to scientists from all parts of the world. With the advantage of my biology background, I could not only explain the product professionally, but also was capable of highlighting the key functions of the products with less academic details, closer to the common language in people's lives. Moreover, I also helped the Chinese company to expedite the process of collecting data from ASN participants using software instead of tedious paperwork. This experience opened my sight to the broad range of application of biology in our daily life and inspired me to embark on a career allowing me to benefit people's lives with both my biology and statistics knowledge.

The research projects I've participated are critical for the build up of my academic strength. It was worth mentioning that I initiatively completed a diet project on my own in spring, 2016. My purpose of launching this project is to formulate a healthier diet solution for students who live with strong and compact academic pressures like me. I had first reviewed extensive literatures related to nutrition online to learn about the recommended values for each nutrient daily and the nutrition contents of the common food. Then, I spent a month recording and calculating my own nutrient consumption and intake every day. Through analyzing my diet pattern and comparing it with the recommended daily values, I developed my own personalized dietary guidelines that have helped me eat healthier and more professional than before. I also referred my diet project and planned my family's diet based on their age and health conditions, which got favorable feedbacks from them later. Through this experience, I was acutely aware of the fantastic tangible benefits the biostatistics has brought to our daily lives and aspire to learn more about it in future.

Given my above academic and research experience, I have developed keen interests in biostatistics, especially, its application in medicine, pharmacy and nutrition. In my future academic endeavors, I hope to concentrate my studies in the fields of clinical trials and data analysis. In order to provide more safe medical products for patient and customer, I desire to adopt the statistic tools to design more effective and efficient biological experiments during clinical trials.

Inspired by my academic interests, I am determined to pursue the ScM in Biostatistics

program with the Health Data Science track at Brown University. I am captivated by the curriculum in biostatistical theory and methods, especially, the specialized training in modern data science techniques, which perfectly caters to my academic pursuit. By studying this program, I aim to strength my knowledge of biomedicine, biotechnology and health data science and enhance my competence in solving health care issues with the advanced statistical tools. Above all, I highly appreciate Brown's rich history of world-renowned research centers such as Center for Statistical Sciences and desire to work with top-notch faculty in their forefront research in areas of Medicine, Public Health, and Biology. If admitted, I hold keen interest in following Professor Christopher Schmid and Professor Zhijin (Jean) Wu. Besides, Brown's partnerships beyond campus also attract me strongly, which boost my confidence in achieving success in future. I will leverage this advantage and the various other resources provided by Brown to find some internship opportunities.

To close, I believe the experience of Brown will be a milestone in my life.

基本情况：王同学，首都经贸大学+George Washington University，统计学，86.48+3.73，TOEFL 无，GRE 314

录取学校：University of Georgia Ph.D. in Bioinformatics

After graduating from the statistics program from the Capital University of Economics and Business in 2012, I was successfully admitted to George Washington University for my master's degree in statistics. During this period, I was very interested in data analysis. My mother is a doctor. Under her influence, I am keen on knowledge about biological medicine since childhood and my dream of becoming a biostatistician was really lit up by a professor from Harvard University who gave a report at a seminar in the spring of 2013. Afterwards, I carefully read materials about biostatistics and became increasingly enthusiastic about the knowledge in this field.

During my master's study, I sat on PhD courses and found that PhD courses were more profound and extensive than undergraduate and postgraduate courses. This could provide solid foundations for proving and deducing the various methods used in papers and enable me understand more clearly why these methods were used and how these methods were specifically used in papers. Moreover, I could use the theories learned from PhD courses to further improve those methods. The second year of my master's degree, and I am already adapt to the American culture. I appreciate American professors for their rigorous

academic style and capabilities to make innovations. In addition, the close connection between academic research and business advancements enables the teaching and scientific research of universities to be applied to practice. It's my great expectation to study for my doctoral degree under such environments. With those favorable objective resources, I know clearly that in order to become a highly qualified biostatistician, a PhD study is essential. I believe that the solid professional theoretical foundations laid during undergraduate and postgraduate studies as well as the current research in biostatistics "trying improving or using the random-effect model to analyze longitudinal data" under the guidance of the supervisor of master professors will contribute to my application for PhD study.

Career plan

During my PhD study, I will systematically study the professional theories about research projects, master the methods for analyzing data in research projects and keep track of the current trends in this field.

After finishing my PhD study, I will first work in American pharmaceutical factories or research institutions for three to five years. Then, I will return home and do work on drug development and focusing on clinical experiments in medical research institutions or pharmaceutical enterprises. For one thing, although foreign countries may have the same drugs, due to different conditions of the nations and the people, it is necessary to develop new drugs for Chinese people and by then, there will be a great number of clinical experiments to be carried out. For another, China's medical standards are not as high as those of developed countries, but they are progressing towards the world's advanced level. Therefore, there is a lot of medical problems to solve. In other words, it is necessary to carry out clinical experiments on the drugs developed for treating relevant diseases. In addition, traditional Chinese medicine is the quintessence of China and it has unique effects, which is different from western medicine. However, traditional Chinese medicine has been questioned by foreign people mainly because it is not supported by the results of data analysis based on clinical experiments. Therefore, clinical experiments on traditional Chinese medicine will allow traditional Chinese medicine to become international. Using traditional Chinese medicine to save more patients is also my dream. Therefore, conducting clinical experiments on traditional Chinese medicine is one of my important jobs after returning home.

Academic preparation& Intern Experience

Through study of Mathematical Statistics (99%), Time Series Analysis (97%), Society Statistics (96%) and Real Function and Functional Analysis (95%) during undergraduate years, I gained solid basic mathematical and statistical knowledge. Even during undergraduate years, study should not be limited to theoretical knowledge. This idea was well explained by the published papers I wrote (Influential Factors on China's Life Insurance Premiums on the Basis of Multiple Linear Regression and Comprehensive Evaluation of the Social Development of the National 30 Provincial Administrative Regions on the Basis of Efficacy Coefficient Method). The first paper was written based on the internship in the National Bureau of Statistics of China in January 2011. After exchanging ideas with the director of the Division of the Service Industry of the Department of National Economic Accounting, I wanted to make a more reasonable and comprehensive evaluation of social development. Then, I was busy in preparing the paper and published it in June. Through the internship in the bank, I gained a further understanding of the process and analysis of big data and became more skillful at using SAS. Internships were of great significance to me and it allowed me to achieve mastery through comprehensive study of my theoretical knowledge, ideas and practice together.

Additionally, I participated in China Undergraduate Mathematical Contest in Modeling in 2011 and obtained the second prize in Team A of Beijing Division. It was my first time to face big data and I didn't know how to deal with them at the beginning. As the team leader, I taught myself matlab within the shortest time, arranged the members to consult relevant references and organized them to discuss data analysis methods, inspiring the members to solve problems together and finally realizing the objective on matlab. Small as it was, the project challenged and exercised the ability to create, coordinate, communicate and execute for me and my team.

Research Interests

I have a strong interest in data and biomedicine. With the improvement in the world's medical level, new drugs or other treatments will be developed. The only method for scientific testing effects is clinical experiments. Therefore, how to obtain true results according to experimental phenomena is very important. In recent years, genome-wide association study has become an important direction for biostatistics. There have been reports on coronary heart disease, obesity, type 2 diabetes, triglyceride, schizophrenia and relevant phenol types, but there are still a lot of problems to be solved. So it is very important to study new and more appropriate methods to analyze genome-wide association. Medicine, medical experiments, the data about medical experiments, the

results obtained from analyzing and processing data about medical experiments as well as their organic connection are where my interest lies.

Research experience
During postgraduate years, in addition to studying and consolidating courses such as Data Analysis, Data Mining, Urn Models and clinical Trials with quality and quantity assured as well as teaching myself R, SAS and C languages, I spent most of my time on projects. In the first half of the year, I completed three projects on data mining, data analysis and urn models. One was about simulating pill-problem using maple. At the beginning, the initial data were set based on the exercises in books. After modifying the initial values several times, I noticed that the remaining pills were constantly within a range. Then I tried to determine the relationship between the setting of the initial values of two pills and the remaining pills. After several tries, I finally discovered the law.

Although the title of the project for this semester has not been determined, I have been doing research on Random-effects Model with my supervisor. After carefully reading Random-Effects Models for Longitudinal Data by Nan M. Laird and James H. Ware and making a summary of Random-Effects Models for Longitudinal Data, I have gained a new understanding of the concept of scientific research: scientific research is not reading dull paper, but thinking on the basis of reading papers, discovering problems, looking for solutions and finally solving problems through experiments.

I am convinced that with my love for scientific research, professional knowledge accumulated through undergraduate and postgraduate study as well as future PhD study in your university, perseverance, rigorous yet vibrant character, I will go further on the career path of a biostatistician.

Real Estate 房地产金融

基本情况：赵同学，UCB 建筑本科，GPA 3.635，TOEFL N/A，GRE 319
录取学校：Columbia University MS Real Estate Development

A personal statement is required for admission to each program (with the exception of Introduction to Architecture). In approximately 500 words, describe your background, past work in your intended field of study, and your plans for graduate study and

professional career.

Learning a multidisciplinary field is immensely fascinating and Architecture falls in this category. To be an outstanding architect, one must be able to master design, aesthetics, drawing technology, mathematics, engineering and business. The Bachelor of Art program at UC Berkeley enriched my understanding of architectural design. I choose the Studio track in my senior year to improve my drawing and modeling skills which are essential in the profession. Furthermore, UC Berkeley provided me with interdisciplinary education. The department pay more attention on the interaction of architecture, people and environment, inspired me the interest on sustainable design. The interdisciplinary approach also benefitted me during my internship in the real estate industry, especially as an intern in my family firm and at Feldman Architecture.

But I encountered numerous problems such as the contradiction between demand and design, investments and benefits, and legal issues. These made me realize that I should not limit myself to the design of architecture, but also focus on customer needs and the implementation of design. My experiences prompted me to consider my career development in two directions, on the one hand excellent in design and on the other hand full of ability in commercial implementation of design projects. Therefore, I chose economics as my second degree to understanding the business problems in real estate and minor in urban planning to prepare me to better at sustainable design.

I expect to continue my tradition of diversity learning in graduate school, to be specify, study about Real Estate to help me reach my goal of to be a leader in the industry. Given my background in design and urban planning, further education on real estate, I will have the ability. As a graduate student, I intend to gain expertise in the analysis of the real estate industry demand, such as the demand for high-end villa projects (which I am particularly interested in). I will base my trend analysis on architectural aesthetics, architectural function, and environment and geographical location planning. Moreover, I shall further explore the combination of architectural design with commercial development and business knowledge, such as investment and risk analysis. Similarly, I will examine leadership and entrepreneurship in the real estate industry. Besides continuing to improve my abilities in architectural design, I will strengthen my knowledge of these subjects so that I can be a qualified leader in an architectural design company and be equipped to establish my own business in the future.

The diverse feature of your MS Real Estate Development program and the curriculums perfect fit with my interests and goals and would complement my current knowledge and experience. UC Berkeley has honed my creativity and design skills, allowing me to develop scores of innovative ideas. Additionally, my study of Urban Planning and Economics has cultivated my ability to analyze issues rationally and laid a foundation for my future study in real estate. Attending Columbia University will undoubtedly facilitate the achievement of my goals, and I look forward to make contribution to your program.

Sport Management 体育管理

基本情况：夏同学，北京体育大学，体育新闻，GPA 3.69，IELTS 7.0，GRE 323
录取学校：University of Texas, Austin M.S. in Sport Management

I plan to apply for a Master's Degree in Sport Management at your university, and I think I am quite a suitable fit for this major. I was not born into a sporting family, however I chose Beijing Sport University after my graduation from senior high school and, since then, I started my career in sports without any regrets. I started to watch NBA when I was ten years old, and at the same time, I learned something about other sport games. I found that I can understand the rules of a game really quickly. Sometimes I think that maybe I am destined to be engaged in sports or that I am gifted. Because of sports, I made a lot of good friends. Under the encouragement of sportsmanship, I am working hard to improve myself, and I decided that I will never give up. As a result of studying sports related majors, I have met many famous people who can usually only be seen on TV, in newspapers and magazines. When I engaged in sports related work, I interviewed my favorite athletes and broadcasted sports news to large audiences. Recalling all the endeavors and struggles I have faced, and the achievements I have made, I have never forgotten the moving moments sport has brought me. I hope that through my study and work, I can pass this kind of feeling on to more people who love sports.

In my previous study and work, my interest was in sports media, public relations and marketing which were related to my interest in senior high school and university. When I was watching TV, I saw the charm of sports journalists on TV. When I entered university, I gradually started to become interested in sports management, especially my love for professional sports like NBA. There is a calling inside of me that wants to know the operation of a professional game, its profitability, and its influence and contribution to

society. Undoubtedly, The U.S.A. is one of the most developed countries in sports, and in comparison, the sports industry in China is restricted in many aspects, thus I yearn to go to the U.S.A to study sports management, and I hope through my study and the knowledge I acquire, I can understand how sport affects the daily lives of American people. However, the sports industry in China is at the beginning of its development, and I believe that if I can go to study sports management in the worlds most developed country, I will bring a positive influence on the development of sports in China after I finish my study at your university.

In my undergraduate study, my major was sports media, and I undertook elective courses in sports management and management of sports clubs. When I studied those courses, I became deeply interested in sports management, and I believe that no matter what kind of role I play in sports games and sports related projects, if I can see it through the management point of view, then I will make something of myself, and it will help me to do my job better. Therefore, I hope through systematic study of sports management and its concepts in graduate study, I can apply my skills in the future. In fact, both sports media and sports management are very professional majors in both a theoretical and practical sense. Some theories were summarized from experience and rules, but regarding their practicability and rationality, we need to see them with correct judgment and use them in practice.

From my junior year to now, I have been in charge of the Beijing Fan Club of Spurs (one of the NBA teams) and have a high reputation even in the China National Fan Club of Spurs. As a club pioneer, my idea at the beginning was to organize a fan club of Spurs to welcome the 1,000th game of Duncan in his career, then I used my experience in organizing a musical fan club and organized the first activity; luckily, it was a big success. A lot of Spurs fans who had never met each other got together talking about their stories with Spurs. In the following three years, many Spurs fans got together often to celebrate the birthdays of Spurs players, important games and even just for a get-together on weekends. Even on the Internet, we celebrated the victories of Spurs and commiserated on their defeats. Here I want to share a story. There was a fan named Timmy who suddenly told me that he was about to work in Africa. Feeling sad knowing that one of my good friends was going to work in such a distant country, I decided to give him a special gift. As it is known that the Internet was not popular two years ago as it is today, so I called my friends and many Spurs fans to make a video for Timmy and say something blissful. It only took 5 days, and 20 fans made videos for him. Because I studied Journalism before

and knew how to use video editing software, I edited a 20-minute video for him over several days, mainly about the time we shared playing basketball, pictures of our get-togethers, online talking records and words of encouragement from friends. About video editing, at the start of the video I linked all of the audio together, and at the end of video, there were two special parts; one was the introductions of the fans who made the videos, and another was the messages from friends. The reason why I told this story is to let you know that I am very satisfied because I met a lot of good friends, and I hope I can do something special based on my professional study. I do hope that in my future life and career, I can continue to pass this feeling on to more people and to stick with sports.

Academic Background

My previous knowledge and experience can help me to successfully complete graduate study and academic research. From September 1, 2008 to July 1, 2012, I was studying a major of sports media at Beijing Sport University. The main courses included Introduction to Sports Journalism, Introduction to Sports Humanities and Sociology, News Gathering Study, Sports Project Overview, Media Management, Online Communication, Multimedia Technology, Television Program Forms, Sport Videography, Communication, Public Relations, Broadcasting and TV Journalism, Sport News Commentary, Advertising, Media Operation and Coverage for Sport Events, Sport Economics, Sport Culture Study, Communication Psychology, Basis Theory of Creative Broadcast, Sport Media Theory, Sport Management, Project Management, TV Sports Program Planning and Production, Sport Club Management, Journalist on Camera, Sport commentary and Media Economics, etc..

Throughout four-years of study at university, my major was sports media, but I also elected many management courses, such as sports management, sports club management and project management and so on, because of my strong interest in sports management and sports club management. I also participated in volunteer activities. Apart from doing my own work, I was also willing to watch the organization methods of sports games. In practice, I was lucky enough to go to CCTV and Tecent.com, the two most popular media networks in sports, and I learned a lot of practical experience and learned how live CCTV games were arranged and telecasted with their powerful resources. At Tecent.com, I saw how network media broadcasted news, and luckily I was chosen to be a journalist and host two programs. No matter whether it was recorded or broadcasted live, we would participate in the planning and integration of programs, and these would not be seen on TV. Moreover, it was more challenging in the abilities of communication and coordination

to be an interpreter for a player's China tour. As an interpreter, except being a language communication bridge, I also needed to think about speakers' thoughts and integrate them so that they could work out a solution. As a reporter and practicer, I am a person who always pays attention to details.

I think that I am good at sports media, sport HR and sports games, and have accumulated some experience in sports from my previous media work. My participation in reporting sports games allowed me to acquire some knowledge in the organization and operation of sports games. I hope that in my future studies, I can deeply and systematically study planning, organization and operation of sports games and the operation of sports clubs.
In terms of language, I always love to study English, I never consider the study of English to be a burden, but rather see it as self-cultivation and enjoyment. Thus I once worked for an English language club for a short term and was fortunate to meet many foreigners on a daily basis. Also, I always want to live and study in a diversified environment. Sport is universal, and in the world of sports, there are no different cultures, customs, politics and economics. Sports can unite all the people in the world, they are distinguished gatherings, like the sports I love, the NBA, the World Cup and the Olympic Games.

Work or Research Experience

July 2013-August 2013 Interpreter for PEAK Sport Product Co.

Interpreter of Kyle Lowry of Toronto Raptors and George Hill of Indiana Pacers during their China Trip

Help local franchisers organize basketball events and autograph session

Since I started to like NBA, this was the first time I could talk to them at such close proximity and make friends with them. At the beginning, it was hard to imagine that those famous faces who could only be seen on TV were just normal people. I listened to their NBA anecdotes and watched them training and how they participated in activities. I slept three hours a day throughout those ten days, but the memory is still fresh. After this, I became acquainted with many media friends and workers in sports, and I have been closely keeping in touch with them ever since. I always tell people that this was the best summer I have ever had.

March 2013 – June 2013 PR Client manager at Sootoo Internet Technology

In charge of Dell public welfare program

Organize press conferences for companies

Interviewed P&G communication vice president in China, Dell president to China and Korea and other international company general managers.

Working in public relations, a strong heart and healthy body is required, because clients always have many different requirements to make you work overtime. I was responsible for the press conferences for a games client, writing files, planning activities (like propaganda planning of a CEO's micro-blog and spokesman's micro-blog, and writing files for the press conference day), selection of media, brainstorming for press conferences and two-month propaganda planning. In addition, I participated in the Dell public welfare program in Beijing. Dell had invited many managers from international companies to share their experiences, and I interviewed many of them as a reporter and interpreter. At last, we used those shared experiences to do the propaganda plan on micro-blog.

August 2012 – December 2012 Assistant to Vice President and Project Manager

Oral and written English teaching including class preparation and planning

New class creation and development including the design of online lecture classes

Served as chief editor of online and DVD format lessons

PR event management for all company branches across Beijing

The reason why I chose an English training company to work for is that I want to meet more foreign friends with my language skills, and I really enjoyed this diversified living and studying environment. This company owns four clubs, and my superior was the president of this school. He was a gentleman. My job here was to be in charge of planning activities for four clubs. Because Beijing is a typical city with its own characteristics, these four clubs had their own special characteristics, no matter the age, job, or personality; we planned activities as per their own characteristics. I have planned a fashion show for members, Halloween and climbing ladders on Christmas. At the same time, the company wanted to launch online classes, and I became the person in charge of this program because of my advantages in English language and media. My work included writing the content of classes, decorating the broadcasting room, editing classes, translation and subtitles. My biggest achievement was that I experienced an international working environment. My colleagues were friendly and honest, they came from different countries, like the U.S.A., U.K., South Africa, Canada, New Zealand, Puerto Rico and so on. Under this environment full of different cultures, I learned how to respect different customs and living styles.

July 2011 – August 2012 Editor, journalist and hostess at Tencent Beijing

Hosted live broadcast TV shows during London 2012 Olympic Games

Interviewed several NBA players live in English, including John Wall, Ricky Rubio, Damian Lillard, Jrue Holiday, Bruce Bowen, Jimmy Perkins, etc. and journalist for Tencent show 'NBA @ China'

Webpage editing and operation

I was only an intern when I worked here, but I always regarded it as my first job, because I worked five-days a week just as everyone else, and the opportunities were the same for others as they were for me, and I needed to take related responsibilities. This was the first time that I could do something related to NBA which I liked very much. During the time I worked here, I experienced the retirement of Yaoming, the shutdown of NBA and the team of HEAT winning the championship. Regarding the work I undertook, my duties included video editing, planning interviews, being a reporter and host, and encoding pages. This work gave me the opportunity to work closely with network media. My first job allowed me to see how a good network media operates and how to report important sports events, especially key events like the Olympic Games. The company used all their resources to report the Olympic Games, and luckily I was chosen as an anchorman for one Olympic program. This was the place where my dream started, and I believed that I would pursue my dream.

November 2010 - February 2011 Assistant to sport live broadcast director at CCTV Golf and Tennis channel

This was the most important internship in my life. CCTV owns the most powerful resources and authorized right of speech in China. I was here where I met many eager seniors who would like to help young people like me. They let me try to broadcast news, helped me to adjust angles to make me look better, and taught me how to use the editing system, as well as introduced me to the famous commentators, journalists and directors. Also, what I felt most was the care those seniors showed for me. My work here was not very challenging, the only challenge was working late often for live broadcasting of tennis matches, because of the time difference.

Academic and Career Objectives

In the next 5-10 years, I plan to become an outstanding worker in sports, and I hope that the job I will do is related to sports marketing, operation of sports games and development and operation of sports clubs. My plan is that in the next 2-3 years, I can complete the graduate study of sports management in the U.S.A., and then return back to China to engage in a job related to sports marketing, operations, or being a sports agent. With my connections in China and my previous work experience, I can try to obtain an NBA journalist position in the U.S.A., and my friends can help me to find a job as sports agent. Under the special system of China, the development of sports in China is not free and professional enough, so I hope that through my study in the U.S.A., I can propose my own

ideas on the development of professional sports in China and I will try my best. If it is possible, I also hope that I can stay in the U.S.A. like PEAK Sports, who have their office in the U.S.A., and I have some good friends at PEAK who will also recommend me to work in the U.S.A. office for players.

Statistics 统计学

基本情况：夏同学，Marietta College，GPA 3.16，TOEFL 免，GRE 314
录取学校：Columbia University MA in Statistics

I come from a China's middle class family. Both of my parents are the scholars of sociology and economics. Have been heavily immersed in the academic atmosphere since childhood, I have gradually developed keen interests in researching and solving various social problems, and preferred to produce personal perspectives toward the social phenomenon during daily communication with my parents. After finishing my high school study, I determined to pursue my undergraduate study in the U.S. to broaden my horizon. Aiming at improving well-rounded cognitive level in both aspects of Science and Art, I selected B.S. in mathematics and B.A. in Finance as my majors.

I have been studying with these two majors at the picturesque campus of Marietta College since 2009. The campus' warm, home-like, fun-loving environment exposed me to US's "melting pot" culture and intellectually stimulating teaching methodologies. My excellent academic performance helped me achieve the 'Annual Scholarship' four times respectively in four academic years, the honor conferred upon only the most promising and distinguished students. Owing to my exceptional academic performances, I was privileged to become one of very few exchange students who studied at the University of Manchester for 4 months in 2012.

This eye-opening undergraduate experience not only brought me maturity, but also reinforced my determination to pursue graduate studies in the US. For the first time in my life, I was confronted many challenging academic tasks including group presentations, course papers and student tutorials. With long lists of reference books, I learned to conduct in-depth literature review.

Marietta College offered me a rigorous study environment with animated lectures and

strict academic standards. I deepened my knowledge of Mathematics and Finance in all aspects. I am fond of challenges, which involved me for four years of professional studies in Statistics for Science, Statistical Methods, Practical Statistics, Calculus, Linear Algebra, Computer Programming, Econometrics, and other key courses. In addition to learning knowledge from my major courses, I also have developed the proficiency in using the Statistical software R and the econometrics software EViews, which will great benefit my prospective study in statistics. Having completed my two degrees, I not only gained a deep understanding of a wide variety of financial and mathematical issues, but also a heightened ability to carry out independent research. After building solid foundation in mathematics and finance, I find I have no difficulties in reading books related to mathematics, economics, management, accounting, and finance. In light of my deep interest and strong ability in mathematics, Math honorary society Kappa Mu Epsilon invited me as a member in April 2012.

Among all the courses I have studied before, econometrics has inspired me quite a lot. It is an interdisciplinary course between economics and statistics, and very closely associated with the actual problems, which is extremely in line with my interest orientation of using mathematical tools to solve practical problems. As a person with strong innovative spirit, I often come up with some novel ideas. After studying the mathematical knowledge, I always try to do some basic argument of my novel ideas by using mathematical tools, which make me become more rational.

I have always excelled in mathematics and financial studies and enjoyed taking up the challenges that are constantly presented to me in those areas. In this course, I teamed with other classmates allocated to investigate the reason for the rare use of our university online service called “Career Shift” and “Cash Course” among students. I wanted to provide sufficient solutions toward this circumstance. Owing to my expertise in mathematics, I was selected to be responsible for the survey design and data analysis. I was delighted to find that it could be more efficient to use matrix type questions while using online survey creator Survey Monkey. By inputting all acquired statistical data into EViews to produce regression coefficient data, we could better interpret and analyze the correlation between these investigating factors and the deficiency in utilization. In order to elaborate these factors specifically, I later made a chart for the project report and presentation. I treasured these valuable opportunities as it allows me to apply my existing knowledge into real circumstance. This greatly enhanced my self-study, comprehension and communication abilities and helped me better understand the meaning and the value of team work as well.

I am active outside of school as well and interned at China Index Academy and S.A.C. Capital Advisors L.P. separately. In the summer of 2012 and the winter of 2013, I was exhilarated to receive the intern invitation separately from SAC Capital Advisors Limited, Satellite Office in Beijing. Working as an Intern-Macro Analyst, I was mainly responsible for completing data collection, screening and analyzing on special or emerging industries as well as professional article translations. By voluntarily participating in the information integration and report formulation tasks during various seminars, I exhibited my academic expertise, industrious spirit and sense of responsibility. Through collating valuable materials about Chinese real estate market, I acquired a great deal of first-hand market information and data, coupling with my knowledge of economic development, I was able to contribute my own insight, which was highly appreciated by my supervisors.

During my internship, my supervisor told me data is the most valuable in contemporary society. It is going to be more reliable to make a conclusion with the data that have been processed and analyzed according to scientific method, so statistics will gradually become the most powerful tool in this era of huge amount of data. Hence, during my graduate studies, I hope to focus on the application of statistics. The M.A. in Statistics program at Columbia University is the best fit for me in this regard. In addition to core courses prescribed in the curriculum, I am looking forward to taking Linear Regression and Time Series Analysis, because the related knowledge impressed me deeply when I learned it in my Econometrics class. I addition, I'm interested in the optional courses such as Statistical Methods in Finance, Stochastic Processes and Applications, which all combine statistics and finance systematically. My senior project for my math major, which is uploaded as a writing sample in this application, is related to Black-Scholes Model. Therefore, I know the importance of statistical methods and stochastic process to the modern finance. Also, the course of Advanced Data Analysis attracts me as it combines case studies and statistical software operations, which would provide me a chance to extend my previous software experience. By taking the M.A. in Statistics program at Columbia University, I wish to study statistics in greater depth, focusing on areas such as time series analysis, data mining, statistical models, choice of model, Bayesian Statistics and so on.

Upon postgraduate graduation, I hope to return to China to be a formal analyst at S.A.C. Capital, Beijing since I have a deep impression of its rigorous regulation and industry reputation when I was working there. Also, I have kept a good relationship with my internship supervisor who was deeply impressed by my performance. Therefore, my goal

of formal employment would not be hard to achieve. With stronger ability of data processing, I would contribute to the development of the company. My long-term career goal is to establish an organization of data collection and data analysis to further interpret the factors correlations and to provide the specific solving methods. I hope the first step towards achieving my future goals is a topnotch education at your world-class institution.

Teaching English to Speakers of Other Languages/TESOL

基本情况：冯同学，安徽师范大学+东北师范大学，英语+语言学，GPA 3.01，TOEFL 100，GRE 313
录取学校：University of Rochester M.S. TESOL

The importance of the word “diversity” is evident in my fondness for travel, which has taken me to nearly all over China. In particular, I have developed affinity for cultural monuments, appreciated the exhibits, and learned about history in museums. Such diverse influences permeate my entire being. Moreover, my enthusiasm for education and teaching was inspired by Anhui Normal University (ANU), which is renowned for teacher training. ANU trained me to be a meticulous scholar and motivated me to pursue Northeast Normal University’s Master’s in Foreign Linguistics and Applied Linguistics program.

After completing my graduate study, I was employed as a high school teacher in Northeast Yucai School in Shenyang City, where I have taught English for five years and encountered numerous challenges and accomplished substantially. As a teacher, I realized that China’s secondary school system faces such problems as stagnant teaching methods, outdated teaching materials, and lack of scientific management. Hence, I am optimistic that I will be sufficiently trained to participate in implementing reforms, particularly those related to English teaching methods. My current school is renowned for its internationalization initiative, thereby motivating me to further pursue a career in English teaching in international standards and further manage an international high schools. Accordingly, I aspire to go to the US to obtain a graduate degree to improve my English teaching skills and update my teaching methods. Thereafter, I will perform a comparative study of Chinese and American secondary school systems to substantially improve the English teaching quality of a high school. Eventually, my optimism in developing into a competent educator and decision-maker in education rests on obtaining a MS in Teaching and Curriculum program specialization in TESOL from the University of Rochester that

will facilitate the achievement of my goals.

Meanwhile, my graduate study will enable me to focus on TESOL and Teaching Methods, learning about teaching and learning English, and other innovative English teaching methods. As a high school English teacher, I have implemented the situational teaching method to develop language teaching activities. Through constant reflection on the outcomes of these processes, I will endeavor to enhance such teaching methods to make language classes effective and fun. I hope to study the process of combining emotional or imaginative thinking with abstract thinking in the context of the situational teaching method, thereby promoting student cognition and achieving optimal results. Hence, I will systematically study research methods, second language acquisition and teaching, adolescent psychology, and cognitive linguistics. Moreover, I intend to study different teaching methods, specifically for Chinese students, to learn the different facets of English.

For Chinese students, English teaching will inevitably use bilingual teaching methods, thereby enabling me to focus on bilingual education in graduate school. My academic background and professional experience have provided me with a wealth of bilingual teaching experience, given that I was a French minor. As a native Chinese speaker, I am determined to make theoretical and practical improvements in bilingual teaching through non-native language learning.

Despite my extensive academic and practical training in English teaching, the associated theories in this field are still limited. Therefore, I will exert effort to study the teaching of adolescent English literature to guide students to read and write and enrich the requirements of basic education in research-based learning. This endeavor will facilitate the improvement of the connection between basic and higher education for young people in China and develop their critical and logical thinking skills. However, one issue that I intend to explore is enabling teachers establish English literature teaching courses to make adolescent students interested in and gradually accomplish the goal of literature teaching. Accordingly, I need a systematic study of research, second language teaching, and reading and writing teaching methods to develop effective teaching strategies.

Apart from my theoretical knowledge, my practical skills have been substantially enhanced through effective engagements in actual teaching and research. I have been engaged in academic research since I was a graduate student, in which I assisted the instructor in preparing teaching materials and translation questions for TEM-8. My

outstanding achievements enabled me to receive an internship opportunity in the Middle School Attached to Northeast Normal University and assisted the instructor to implement his project in middle school. This two-year internship deepened my teaching and research aspirations and enabled me to obtain practical understanding of the curriculum setting and research, school and student management, and student association activities in domestic secondary schools.

In Northeast Yucai School, I continuously cultivated my passion for education and improved my teaching and research skills. I learned that most Chinese high school students have difficulties, even fear, in learning English as a second language, thereby resulting in challenges in my teaching. However, I engaged in various undertakings and realized the importance of nurturing student awareness in learning. Moreover, the need to understand the application of flexible teaching methods led me to test various techniques to enhance my teaching and enhance student initiative. To illustrate, I designed a course on reading original English novels called the "English Reading Hub," which drew lessons from Oxford's reading activities, to cultivate interest in reading. In the weekly reading presentations, the students shared their opinions and ideas, thereby immensely improving their confidence and passion for reading English. Accordingly, the students' progress eventually expanded this course's influence and attracted new teachers and students across grades to adopt the method. My effort was rewarded when I won multiple provincial and national teaching competitions. Meanwhile, I insisted on cultivating student service and responsibility to society by supervising various volunteer activities.

My achievements in teaching provided me with the opportunity to host a national research project sponsored by the Chinese Education Society. Research on the Enforcement of the Chinese Advanced Placement (CAP) General Academic English Courses began in 2014 and aimed to provide outstanding students with access to college English courses. We focused on methods to enhance student acceptance of CAP courses and guide them in maximizing the benefits of these courses. I used various teaching practices to design and systematize the Trinity CAP General Academic English System that combines curriculum, evaluation, and teaching systems. Our curriculum includes four reading and writing sections, namely, argumentative essays, research papers, English descriptive text, and literature review. My reading training methods involved the use of text comprehension and language focus, while my writing training methods concentrated on combining student writing skills alongside topical discussions. Meanwhile, I exerted effort to use group presentation and class discussion to familiarize students with writing methods and

prepare them for writing classes. One year of learning enabled students to master English writing styles and literature review skills, thereby strengthening their foundation for writing English speech papers.

Overall, my curiosity toward the unknown and the world has enhanced my global vision, multi-dimensional thinking, and acute logic. Hence, I am confident of my capability in completing your graduate program and eventually enable me to share my specialized knowledge and skills to teachers and students. Moreover, I will continuously exert effort to develop into an outstanding educator and immerse in the promotion of education.

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