During my undergraduate years, I continued to focus on and work hands-on in the medical industry, and I noticed something strange about the medical industry in China. There is a problem with medical devices in China: China has the highest average selling price in the world and the lowest profit margin for manufacturers. For many patients, this phenomenon results in unaffordable access to medications or disease check. However, my undergraduate studies in statistics and economics have given me the ability to analyze data and economic perspectives, but I do not have a clear understanding of policy making. I believe that a systematic study of the entire policy making process and the factors considered will enable me to better analyze the government's health care policies in the future. Then it can help companies better prepare to provide health insurance and proof of access in advance, which can speed up the listing of the service and the requirement of inclusion in health insurance. Patients will also be able to enjoy the benefits of health insurance faster and be cured faster and more efficientl. MPP program at University of Chicago could help me achievethis possibility.

Ideas:

1. US policy is comprehensive – want to learn about policy and assist Chinese companies and organizations in doing healthcare policy.
   1. Consider: Using an understanding of US healthcare system to craft policy – you therefore need an understanding of US policy to understand healthcare systems on a national and global level.
   2. Studied economics and statistics on a global level and you want to continue having this global perspective as you move forward.
   3. Did an internship in China – learn globally to understand how the US crafted policy to in turn counsel global companies on how they can make effective policy decisions both for themselves and consumers (patients).
   4. Draw on your background in statistics and economics to use your understanding of the global economic system and ability to analyze data to derive effective policy which will assist companies governments patients etc.

Outline:

1. Past Jeason: Explain your background:
   1. Discuss your mom’s passing and how that’s driven you to pursue healthcare policy in particular.
   2. Experience in statistics and economics – why you wanted to pursue this degree (understand global economic perspectives and develop analytic skills because you knew you ultimately wanted to pursue a career in policy).
2. Present Jeason: Expand on your prior internships focusing on why healthcare specifically. (Talk about internship in China and how this communicated a sense of urgency for reform across companies.)
   1. Important for companies to know policies and you need to know more about policy itself.
   2. Inspired by prior internship working with cancer patients to create effective policy at both public and private sector levels to assist patients.
3. Future Jeason: UChicago is the only program that will help me pursue my goal of becoming a global healthcare consultant due to: talk about SPECIFIC things that make UChicago stand out.
   1. Want to learn more about health policy because even though you have

In the health care industry, I have been conscious of keeping a step-by-step exploration. The source of my interest in the healthcare industry was an internship at hays consulting. Therefore, I joined the KPMG consulting for an industry research project on imaging medical device. Through my industry analysis, I found that the lowest profit margins for medical equipment manufacturers in China were due to the large profit margins for distributors, and that the government had announced a series of policies to squeeze the profit margins of distributors, which would inevitably affect manufacturers who wanted to obtain greater benefits through a combination of direct sales and distribution. This will inevitably affect the sales strategy of manufacturers. Through texture analysis of government policies, such as the requirements of each province for direct sales and distribution, I helped the client clarify the direction of the government's strategy and make a reasonable prediction to help them restructure their sales strategy. This was the first time I actually felt the impact of healthcare policies on the market-oriented strategies of medical device providers.

Through my continuous exploration in healthcare, I realized that beyond the perspective of healthcare providers, patients are also directly affected by healthcare policies. My internship experience in Ernst & Young's healthcare group has provided me with a deeper understanding of the patient population. The client of our project team, the client of the project was an international PE who wanted to acquire an organization that did third-party imaging centers and sought EYP's help to see the market size of the services provided by this organization and whether it was affected by healthcare policies. I assisted the project team with accurate market size calculations, in-depth competitor research, and ultimately due diligence on the company's operations. I crawled 500+ hospital websites and 40+ provincial health insurance bureaus in python to get 1000+ data for accurate market size estimation, interviewed patients and assisted the manager in conducting expert interviews to obtain industry success factors and risks. When I was measuring the Chinese one, I found an amazing result. As I conducted patient interviews, I discovered that China has the largest number of oncology patients in the world, but many of them do not have or are unwilling to undergo pat screenings for cancer, which is a necessary part of cancer treatment. Furthermore, because this service is not covered by medical insurance, patients have to pay for it out of pocket and most of them cannot afford the high cost of the test. This has prompted me to learn more about the process and criteria of health insurance policies, which will help me to analyze health insurance policies in order to better help patients.