

Dr. Donald N. Sull Senior Lecturer and Co-Director X-Lab MIT Sloan School of Management 100 Main Street Cambridge, MA 02139 Lisa Barone Administrative Assistant Phone: 617-324-7626 Email: lbarone@mit.edu

December 5, 2017

Dear Akash,

Thank you for coming in to interview for the research assistant position with our team. We were impressed by your solid R code and relevant experience in machine learning and handling textual data. We'd love to have you join the team.

You will work as part of a team to use natural language processing and machine learning algorithms to categorize textual data from four million employee reviews. These classifications will allow us to quantify corporate culture, and estimate the impact of culture on firm-level financial performance and innovation. We will use data visualization tools, including R Shiny, ggplot2, and Tableau to explore initial findings and prepare graphics for publication.

As we discussed, the position would begin the first week in January 2018 and run through May 2018. You would be working approximately twenty hours per week. Your pay would be \$25 an hour. Most of the work could be done remotely, but we would plan to meet once per week at MIT most weeks.

We are very excited to work with you on this.

All the best.

Donald Sull

MIT Sloan School of Management Behavioral Policy Sciences E62-387 100 Main Street Cambridge, MA 02142 USA mitsloan.mit.edu