# PS 的写作要点

## 第一律：文如其人。

我们常常说言由心生，你说出来的话、写出来的文章，应该是你自己内心的真诚流露。只有将自己心里的想法真诚地表达出来，读者才能从你的文字中感受到一个鲜活的你，任何虚华的雕琢只会磨灭了你的真诚，让读者难以真正理解你是怎样的人。Just Be Yourself!

下面一段节选自一位 East Asian Studies 奖学金获得者的 SOP。作者通过对自己成长经历的生动描述和对社会的理解，让人仿佛看到了一个在逆境中成长、发自内心想要帮助别人的真诚的人。这位同学是我的闺蜜，她本人也确实是这样一位对人们的苦难感同身受，懂得感恩也希望回报于社会的人。这是对"文如其人"的最好诠释。

For many years I have been interested in China's urbanization-related issues. I myself am a victim and at the same time a gainer of this process.（通过自己的成长经历打动读者）In the 1980s, like millions of other young Chinese, my parents left me and my grandparents in an impoverished village and headed for a city to earn money. It has left in me an unforgettable memory of the spiritual pains resulted from the separation from my parents which was a price that needed to paid for the happiness of escaping the poverty. At the age of nine, I went to the city where my parents were living.Thanks to the following four years' living surrounded by migrant rural workers, I was able to understand deeply the struggle and the hope of this group of people, who were at the foot of urban society.（写明自己能对这个特定群体和社会现象感同身受的原因，文如其人，说服力强）As far as I know, most of their children stopped formal education at the high school level. However, this was not only a direct consequence of the insufficient financial resources. More importantly, hand in hand with the extremely low income and esteem from the society goes the inability to experience the happiness of study in a family environment lacking comfort, peace and stability. Fortunately, I'm endowed with enough intellectual ability, the capacity to focus my attention and the will to change social inequalities, which have made me graduate from a top university in China. I began to think about the life dreams which have not been realized by my parents and all others like them.

## 第二律：动机明确。

这是 SOP 内容上最重要的部分，要讲清楚你为什么对这个领域感兴趣，又为什么要申请这个项目，这个项目又为什么对你以后的发展相关联。整篇 SOP 应该

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以此为线索，一步步加强，写出自己在兴趣发展和追寻自己职业目标时的心理变化过程。

下面这一段节选自一位 Material Science & Engineering 录取者的 SOP

<span style="color:blue">Having settled on a profession, I needed to identify an area of research that would suit my interest and abilities.Material seemed a logical choice as a subject of investigation;</span> materials are not always what they look like; it is their micro-mechanisms and micro-structures that determine their properties and performance.Thus,in order to more closely observe the inner world of materials, I served as a Research Assistant in the Research Institute of XXX; there I began my initial scientific research, which was a project focusing on growing nanotubes on the surface of charcoal in the application of water purification. After a six-month-endeavor, during which we tried different combinations of parameters like temperature, pH value and reaction time in the growth of nanotubes, our group finally succeeded in raising the absorption capacity towards heavy metal ions, as expected. <span style="color:blue">However,</span> from participating in this project I learned that there is still a huge gap between scientific research in nanotechnologies and the application of this research in our daily life. <span style="color:blue">Therefore,</span>when this project came to a conclusion, <span style="color:blue">I shifted my research focus to energy materials</span>, where I found my interest really lies.

这是一篇展示"动机明确"这一律的优秀范文，文章用层层递进的手法一步步写明了自己的兴趣发展和职业目标，无论是段与段之间还是段落内部，逻辑都非常清晰，非常推荐大家去阅读全文。以上面节选的这一段为例，作者娓娓道来自己选择材料工程这个专业的动机。首句承上启下，段落内部作者也用了很多 Transition 的语句，例如 Thus, After, However, Therefore, 全段一气呵成，逻辑性很强。从内容上讲，这一段非常具体地描述了自己的研究经历(be specific)，也写明了自己从这段经历中获得了什么，自然地为文章的下一段埋下伏笔(I learned that there is a huge gap between…. )。

## <span style="color:red">第三律：结构清晰。</span>

以动机为线索，文章结构上要有好的起承转合，逻辑性要强。SOP 可以有多种不同的结构,但都逃不出一个基本套路:Introduction(点明自己对哪个领域感兴趣)、通过各种经历写明自己的兴趣发展过程（这里面有并列平行的写法，也有层层递进的写法）、为什么要申这个项目以及职业发展目标、Conclusion 提炼升华。

由于篇幅的原因，我就不把整篇文章作为例子放上来了，只给大家放两篇文章的结构。

第一篇文章是一位 EE Master 录取者 SOP 的结构，这篇文章将自己的经历用并列平行的写法展现出来，这样的结构适用于各方面经历都比较全的同学。

1) Introduction

2) Academic Background

3) Research Experience

4) International Exchange Experience

5) Internship Experience

6) My Study Plan and Career Goal

第二篇文章是一位 Material Science & Engineering Master 录取者 SOP 的结构，这篇文章主要都在描写自己的 research experience,以及如何一步步找到自己感兴趣的研究领域的过程，文章在结构上层层递进，逻辑清晰，强烈推荐阅读。

1) Introduction。简单明了地表明自己的兴趣、职业目标和最初动力(initial motivation)，直奔主题，引领全文。

2) Deciding to become an engineer。从一个 high-level 的层面讲述自己为何选择 Engineering 这条路。

3) Identifying a proper research area。娓娓道来自己如何选择了材料工程这个专业。

4）Entering the field of energy materials。从 general 的材料研究领域进入到更 specific（也是跟所申请项目更相关）的 energy material 领域，承上启下，开始讲自己的另一段研究经历。

5）Clarifying my career goal。之前的研究经历很自然地引导到 Career Goal 这一段，非常清晰地描述了自己的职业发展目标。

6) Why Stanford, why MSE and conclusion。

## 第四律：虎头龙尾。

第一段话一定要吸引读者的眼球。有些同学喜欢在第一段写一些空洞的话，比如 "My journey toward graduate school has been shaped by a variety of experiences, including academic studies, volunteer work and extracurricular activities."这样的话

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在一段千万不要出现。第一段话应该直奔主题，点明自己对什么东西感兴趣。可以通过自己的一段经历来展开，也可以通过抛出一个问题让读者思考等等。

结尾也是文章非常重要的部分，结尾不要做简单的总结，而要进行提炼升华，最好能做到首尾呼应。

My usernames, email address and nickname all include the word "ET". I have set "ET" as my label because I am extremely fascinated by the classic fiction film. It was the amazing scenes in the movie that kindled my interest: ET controls the movement of balls using its eyes; flowers bloom and wither along with ET's heartbeat…From the very young age, I was dreaming a world where all things could interact with mankind or themselves and benefit life. With the development of embedded devices, wireless communication technology and network systems, I gradually perceive the approaching of my seemingly illusory but realistic dream.

用一个有意思的 Hook 来吸引读者：由 ET 这个电影引出自己想学习的和感兴趣的具体学术方向，是一个很好的开头！

Now, the burgeoning concept of Internet of Things is sweeping the globe, which will dramatically affect the networked physical world, and foster economic and social enrichment. Rather than merely being indulged in imagination, I am well aware of the multi-facet challenges set ahead. In order to be well qualified for an engineer and leader in this exciting and evolving area, I am determined to pursue a master's degree in Electrical Engineering in XX University and specify in the area of Network Systems and Science or Systems Software, considering that the interdisciplinary and unparalleled research projects in XXX Lab, XXX Laboratory, XXX Research Group and XX Research Center quite parallel my dream.

最后表达自己的职业规划以及为什么要上这个学校的 EE program。具体提到许多专业方向，和第一段的 hook 前呼后应，使人印象加深。并且这些专业方向是斯坦福特有的，表示有特地了解过，这样可以显示自己对这个学校非常有兴趣。

### 第五律：深挖经历。

不要只简单罗列简历中或其他申请材料中已经出现的经历，而要深挖其中最独特，最相关，最能体现你自己特点的经历，深入描写。

下面一段节选自一位 NYU Biology M.S.申请者的 SOP，这是一篇典型的罗列简历的反面教材，大家在写 SOP 时，一定要避免出现这种罗列经历，却不进行深挖的写法。

I was admitted to XX University to study Software Engineering in the year of XXXX. In the next year, I was granted the XXX Scholarship to continue my undergraduate education in Hong Kong, which program only seven out of 100 freshmen in XXX University were selected to participate in. In 2006, I received my Bachelor's degree of science in mathematics and physics from XXX University. Upon graduation, I was admitted to XXX University for the Master's program in economics. I finished the coursework and my thesis in one year and started working in XXX University as a Research Associate in Finance for Professor XXX. In XXX University, I am taking the course of Neurobiology of Behavior for credit and also working part-time for Professor XXX in XXX Hospital.

下面这篇 SOP 出自同一位同学,两年后她申请了 XXX 学校的 Neural Engineering PhD，同样的经历，却通过深入挖掘，写出了全然不同的感觉。

I have made up my mind about a scientific career since early in life. I started my college majoring in Computer Software, but soon realized that I needed a more solid science foundation to build my career upon. So in XXX University, I took the double major program of mathematics and physics. In the second year, with my high ranking in class and passion for research, I was awarded with the chance to participate in an internationally collaborated physics project as the only undergraduate student. This still ongoing project focused on understanding the oscillations between different states of neutrino, an almost massless but very abundant particle in the universe. I was among the first to initiate the simulation of experiment setup, which is currently being constructed at a nuclear plant in China. （相比上面简单陈述自己在 HKU 的经历，这里作者很深入地挖掘了自己的经历，展现了自己的研究能力和独特性，以及自己研究的影响力）So absorbed in the research as I was, it became increasingly harder to maintain my excellence in class. As a result, my diligence did win me high evaluations from my professors, but not a consistently good transcript as I had hoped. （这里需要指出的是，对于 GPA 不高的同学，或者成绩单上有明显弱势的同学，可以用这种方式在 SOP 中为自己辩解一下） On the other hand, under persistent encouragement and active guidance from my mother, a very successful economist working directly for China's premier, I conducted some economics researches in the summer. Upon graduation, my published work in economics, along

with my physics professors' endorsement of my research abilities, got me into the well-known economics program in XXX University. With better sense of time management and more concentration, I found my way back to the top of the class.（写出了自己的进步）It was also during that period that I found my scientific trainings started paying off. After graduating early with a serious thesis, I ended up with a research position in one of the best institutes for economics research.

## 第六律：展现细节。

大家在写 SOP 时，不要对自己的经历泛泛而谈，要学会通过细节来展现自己的品质。这些细节可以是重要的数字，时间，具体的问题，行动和成果等。

下面一段节选自一位 Stanford Management Science & Engineering PhD 录取者的 SOP，细节描绘的部分都用下划线标出了，大家可以仔细体会一下。

In October 2005, after four rounds of interviews, I was selected from 300 candidates at XXX University as a contestant for the 2006 L'Oreal Ingenius Contest, a competition in Industrial Engineering sponsored by L'OREAL. In this international contest covering twelve top engineering colleges (Georgia Tech and Carnegie Mellon included) in six countries, 150 outstanding contestants were arranged in teams of three, and asked to finish an actual industrial project on plant design and supply chain organization. In the two months from October to December, as team leader, I led my team through myriads of difficulties. We studied more than thirty books on SCM, facility layout and operation planning, and sometimes worked until 2 am. We applied OR methods when locating the plant to be built and arranging the logistics paths inside the plant. We also proposed Demand-Driven principle as the key in the supply network we designed, and constructed a transparent information platform on the basis of POS, Barcode and EDI. Comparison with the linear information flow in the traditional supply chain showed a sharp decrease in the lead time of our supply network. As a result, we defeated both our schoolmates and students from Tsinghua University, and were declared champions in the China final. In the international final held in January 2006, Paris, France, we defeated several teams including one from Carnegie Mellon, the US champion, but lost to the team from Brazil, ranking 2nd in the end.

## 第七律：独到之处。

每个人都有自己独特的一面，就看你能不能将自己的独到之处挖掘并展现出来。这种独特性可以和你的家庭和成长历程相关，也可以是你在某个实验、某项研究

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中的创新性，可以是你在严酷的竞争中脱颖而出，也可以是一段感人至深、表现你某种品质的小故事。大家要善于挖掘自己的独特性，同时也要善于用一些表现自己独特性的词汇，例如 the only one, the first one 等等。

下面这段节选自一位 Stanford Mechanical Engineering 录取者的 SOP，本段通过描述自己发明和命名的一种东西，强调了自己的独特性。

One thing I was very proud of during this design process was the "In-phase Gear Pairs", invented and named by myself. This creation was born to resolve the problem of the space interference and obstruction resulting in the limited range of angle of attitude of this devise, which was considerably enhanced from 90 degrees up to 340 degrees. The devise was ever made more flexible and fully functional in systematic experiments. This success taught me that small creative changes always can make great improvements, which adds to the source of my professional confidence.

## 第八律：善于总结。

在写自己的经历时，一定要善于总结，在经过大量的细节描述后，要知道这段经历展现了你的什么品质，让你学到了什么东西，这些都要在段末用一两句话点出来。

同样以这一段为例，我们可以看到作者在段末作了很好的总结，不仅点明了自己发明的这个东西有什么实际意义，也点名了自己从这段经历中学到了什么(small creative changes can always make great improvements)，对自己又有什么影响(add to the source of my professional confidence)。

One thing I was very proud of during this design process was the "In-phase Gear Pairs", invented and named by myself. This creation was born to resolve the problem of the space interference and obstruction resulting in the limited range of angle of attitude of this devise, which was considerably enhanced from 90 degrees up to 340 degrees. The devise was ever made more flexible and fully functional in systematic experiments. This success taught me that small creative changes can always make great improvements, which adds to the source of my professional confidence.

## 第九律：知己知彼。

注意将自己的经历、职业目标与所申请项目相关联。弄清楚这个学校这个Program的特点，写清楚自己的经历为何是学校喜欢的，写清楚这个program 的哪些特点

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吸引你，写清楚这个 program 为何与你未来的职业发展息息相关。这样的细节也能够体现你对学校真正的喜爱和 commitment，知道你怎样最好的利用学校的资源，值得他们把宝贵的机会给你。下面我们来看一篇很好地应用了"知己知彼"这一律的范文。

The school of MSE at Stanford University is ranked among the top graduate schools in the United States. In addition to your distinguished faculty and advanced courses, what particularly attracts me is your research focus on energy materials. (注意！这一句非常重要！别看这短短一句话，斯坦福录取委员会的人一看就知道，这孩子是很了解我们项目的，他是真的做过工作的！每个学校材料工程关注的研究领域并不相同，这里作者很明确地点出了因为斯坦福的 focus 是 energy materials，所以他才很感兴趣。这就比别的那些只写斯坦福有多么多么牛逼的同学明显高了一个层次。关注 energy materials 确实是斯坦福材料工程系很重要的一个特点。大家在写 SOP 的时候，一定要花时间去了解一下每个学校这个 Program 的特点，要知己知彼，对症下药。)My interest in this project does not simply stem from my former research experience in hydrogen storage; I also think that you may help me to obtain a better comprehension of the 'postulation, research, refine' experimental routine that applies to the development of new materials; this understanding will be crucial in realizing my career goal. Accordingly, I look forward to participating in your metals research projects(写明自己具体想加入哪个组), and I believe that my initiative, perseverance, and independence will help to achieve my future success in your program and thereafter.

## 第十律：言简意赅。

语句简洁清晰 (Be Concise)。SOP 的写作要做到言简意赅，To The Point，从简单、平实、真诚的语言中体现自己的个性特点，打动读者。在 SOP 写作中大家在这一点上需要避免的情况主要有四种：

1） 避免无关细节。

例子："After a meeting with my adviser, I returned home to think over the matter more carefully. Ultimately, I came to the conclusion that my interests in physical

properties and mental life would best be explored in a double major of biology and psychology."

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这里的第一句话属于无关细节。从这段看，作者 meet advisor 这件事情既不能展现他的某种特点，也不能说明他做决定的原因，所以可以直接删去。

2） 避免语句重复。

例子："The class taught me a great deal about the value of literature. I learned that literature can both instruct and inspire, and this understanding has changed the way I read every text."

这里的第二句话和第一句话表达的是同一个意思，而且第二句话比第一句话具体的多，所以第一句话可以删去。

3） 避免冗长句式和复杂语法。

很多中国学生喜欢写冗长的句式，SOP 中这种句式多了，很容易让读者造成误解。短句更有力、直接、to the point。

改前："My recognition of the fact that the project was finally over was a deeply satisfying moment that will forever linger in my memory."

改后："Completing the project at last gave me an enduring sense of fulfillment."

诸如"the fact that"这样的语句常常是没有必要的。这里我们可以看到第二句话比第一句话更简洁清晰有力。

4） 避免生僻词汇。

不要觉得使用 fancy 的生僻词汇会让读者觉得你很聪明，读者们总是更喜欢简洁的词汇，而且简洁的词汇更能体现你清晰的逻辑思维。从下面的例子中大家可以体会其中的区别。

改前："Although I did a plethora of activities in college, my assiduous efforts enabled me to succeed."

改后："Although I juggled many activities in college, I succeeded through persistent work."