

## Applicant: XX Program: Logistics & Logistics Management

Growing up in XX Province, the forefront of China's economic reform with the most vibrant economy of the country, I have long been accustomed to the rapid changes that have been happening in the manufacturing sector. However, over the recent years, each summer or winter vacation that I go back to my hometown, I have been impressed by how an expansive network of highways have been constructed. As a matter of fact, XX Province has the most developed highway network in the entire country. What has made me even more surprised is that, among the large quantity of busy transportation vehicles, I have noticed that there have been quite a few international logistics corporations operating on the mainland China and in Hong Kong, which borders on XX Province. As a student of English, I did not take long to realize that, against the backdrop of globalization, China is actively becoming part of the



international economy and that, in the field of logistics, important changes are taking place that will produce far-reaching implications.

Learning English has allowed me to be directly exposed to western culture and to western social and economic developments. It has given me extra sensitivity to the changes that may possibly bear on my personal and career developments. Having developed a good command of English, I deem myself well-equipped to venture into a new field of practical valuable for a career in which I may employ English as a tool. My long-time deliberations and extensive research has convinced me that logistics would be an exciting option, challenging as it is. Toward this objective, I must first seek an advanced education in logistics that may give me necessary foundation for a successful career in my chosen area. My further research has shown that the Msc programme offered by CASS Business School of University XX will be most appropriate for me.

I am strongly interested in your programme because your programme produces international business executives who possess the necessary knowledge and skills to excel in commercial activities varying from trade to logistics. Through your program I can learn about those growing sectors and become a decision maker with access to an extensive network of alumni in the industry. As a graduate of your programme, I will have an opportunity to hold key position and eminent career in fields of commodity trading, import-export, logistics and shipping operations. Your programmme is unique in providing student with a platform to soar in their profession career.

Although my academic background is not immediately in the Logistics, Trade and Finance, I believe that, through my undergraduate program at the Department of Foreign Languages, School of Humanities and Social Sciences, Institute of XX, I have developed relevant qualifications and potential strong aptitudes to become a successful postgraduate of your programme. Essentially, to complete your programme depends on one's scholastic aptitudes and the scholastic aptitudes that I have demonstrated through my undergraduate programme over the past three years must be considered well above average. Winning third-class scholarships of the School for three consecutive years, I have reached a PGA of x x on a 100-point grading system and I am ranked among the top 5 in the entire grade consisting of x x x students. My academic performance was particularly outstanding for the first two years and, as I worked part-time in a newly-established company, my scores for the third academic year were slightly affected. But generally speaking, I have excelled in almost all the courses, particularly in Oral English, English through Audio-Video, Written English, English Composition,



English Literature, and American Literature. Through a comprehensive range of coursework, I have familiarized with English culture and English society.

As I have decided early not to follow the narrow vocational path of my undergraduate degree, I have been making self-conscious preparations for a possible transfer of specialty. As logistics, my new subject of interest, necessarily involves management, I have audited a number of management courses which include Principles of Management, Marketing, Human Resource Management, Production Management, International Enterprise Management, International Marketing, E-commerce, Transportation and Transportation Management, and Transportation Marketing. While auditing the courses, I have read a considerable number of related books—Operation and Management of Enterprise Chains in Restaurant Business, Efficiency Management, Logistics Practice, Introduction to Modern Logistics, Modern Management Science, Modern Marketing, Marketing Patterns and Operation Procedures, and New Products Development and Management. In learning management, I also became exposed to logistics management and found it particularly fascinating. I am confident that the knowledge I have assimilated can put me on a solid footing for your program.

I have attempted to develop practical knowledge and skills of management and logistics by working part-time off campus. As assistant manager at XX Co.Ltd., a provider of modern computer-aided teaching facilities, I participated in the company's successful bidding for the government procurement project on office equipment, campus LAN and information website for XX Institute and for XX University. I learned about the standard procedures of bidding, procurement, cost control, and distribution. My most important experience came from the part-time job at a local XX chain. My greatest feeling while working there is that XX' s long-lasting successes lie not in accidental factors but in effective management and logistics. Every link in its business, ranging from decoration in and outside the store, quality control, hygiene, procurement, distribution, human resource management, to even the corporate culture, all depend on a highly efficient management mechanism and on smooth inter-departmental coordination. I found its inter-departmental coordination especially fascinating, as this coordination precludes waste of repetitive labor and of human resource. To some extent, XX will remain my classic case of management and logistics study.

In my own extracurricular activities, I have demonstrated leadership and management skills. I served as a member on the Joint Student Committee across English, Japanese and Law departments, in charge of organizational work. I organized evening parties, money donations to help poor rural students, blood donations, English speech contests, visits to the local



geracomium, and the Institute's First Contest of Short English Plays. I have also played an important role as secretary of the League branch of my class and as chairman of the Student Union of our Institute. For my important extracurricular contributions, I was honored as Outstanding Student Leader for the academic year 2003-2004. In addition, I participated in the 4th XX in this July and in the 1st XX and XX in this August. Those extracurricular activities have helped improve my organizational and communicational abilities and to pursue rounded development.

Both management and logistics are about creating optimum allocation of resources and western countries have been playing a leading role in both the academic research in those two disciplines and in the practice of knowledge in those fields. By contrast, a great proportion of Chinese enterprises suffer from low efficiency of management and logistics. I believe there are ways to change this situation. For me, the most immediate task is to acquire knowledge and expertise in those fields. My interest in management and logistics makes me truly motivated and this present decision of application is a well-considered one on my part. In undertaking your program, I will try to be not only a smart learner but also a fast learner who will be worthy of the esteem of your university through my proven excellence.

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