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# Ali

1、请介绍一项你最热爱、最擅长的专业领域，并且介绍你在这个领域的学习经历和未来的学习规划。  
   Please introduce to us the academic field that you like most and are best at. Please include your past experience and future plan in this area.

一直很喜欢统计、数据分析，觉得用数据说话是很有底气的一件事情。

还是小学三年级的时候，就用Excel记录每天的天气情况，然后作折线图，煞有介事的分析。如今，Excel还在用，配合SQL database，做各类透视图报表；还有各类Machine learning。数据分析的量越来越大，内容越来越复杂。一方面是判别有效信息以及无用信息，并进行数据的ETL；另一方面是计算机的学习能力越来越强，利用大数据来形成自己的学习集、判断集。以及如何优化输入与参数，从而获得更好的分析结果。

老师发给过我一张Becoming a data scientist的Map，就像地铁路线图一样，有很多的线：<http://nirvacana.com/thoughts/becoming-a-data-scientist/>。需要学习以及融会贯通的东西很多，我会一面加强Fundamental的基础，一面拓展新线路，一站一站走下去。

2、请介绍你参与的印象最深刻的一个项目，为什么？并且介绍你在项目中的角色和发挥的作用。

Please tell us the most impressive project you participated in the past, and why? Please include your role during the project in detail.

在微软实习期间，因为主要做机器学习的research，所以提出要做一个Recommendation Project。是利用Amazon的真实review数据，基于Spark的MLlib做预测，并完善前端界面。这是一个"Everything but Microsoft"的项目，期间和我搭档的Dev intern一共4位，我们一起趟过了很多坑，利用自己的业余时间学习各种新产品，尝试不同的方式，最后终于成功。

这是我第一次自己Own一个项目，需要定方向，掌握时间进度，presentation等等。导师和同事都尽可能的给了我各种指导和帮助，最大的障碍是一切都是新的，没有前人足迹可循；最大的收获是和大家一起发掘了潜能。

3、你最期望在阿里巴巴工作（或实习）的部门或项目是什么？请介绍下你对该部门的了解和希望加入的原因。

Which department or project do you prefer most?Please tell us what you know about this department or project and why you want to be a part of this department or project.

早在2012年暑期，我就跟随上海市教育局组织的暑期精英训练营参观了杭州淘宝总部。这让我第一次深刻地感受到“企业文化”这种东西并不是虚的说法，而是真实存在于每一位员工身上并能够让进入期间的人感受到的。那种活力、激情让我心生向往。

后来的实习经历让我接触了很多云计算、大数据、机器学习等方面的新知识，期间也了解过阿里云服务。Cloud is future，云平台上可以发展的东西实在太多。结合阿里本身的综合实力，网商银行只是个开始。因此我想加入阿里云相关项目。

# PM职责

1. 挖掘用户需求，撰写需求文档；
   1. 专业素养
   2. 领导直接反馈
   3. 用户反馈
   4. 行业动向
2. 跟进产品开发过程，与组内各类角色成员合作以确保产品开发的顺利进行
   1. 视觉设计
   2. 交互设计
   3. 开发
   4. 测试
3. 跟进发布过程，确保产品顺利发布
4. 产品相关数据的监测和分析
5. 行业、市场及竞争对手的监测和分析
6. 聆听并回复用户的声音，发现产品问题和筛选有价值的需求
7. 与公司内外部的产品进行功能层面上的互利合作

# 汇丰

1、At HSBC we are looking forgraduates and interns who are passionate about working for us and have a realinterest in our industry.

Question

Please tell us about your interest in the role that you have applied for andHSBC. Please address the following questions in your response:

-Why are you interested in the role at HSBC?

-What specifically have you done that demonstrates your interest in this roleand HSBC?

2.、We want our graduates andinterns to have successful careers at HSBC and, therefore, we want to ensurethat you have the relevant skills for your programme. We are equally interestedin recruiting graduates and interns from finance and non-finance degrees. Weare particularly interested in the transferable skills that you have gainedfrom the variety of experiences that you have had.

Question

What skills do you believe are important to be successful on the HSBC graduateor intern programme for which you are applying? Please give specific examplesof how you have demonstrated some of these skills.

3、 At HSBC our objective is to bethe world’s leading international bank. In all that wedo, we also must consider the potential risks.

Question

In your opinion, what are the top three risks facing HSBC globally and why?

4、Everything we do at HSBC is donewith “Courageous Integrity”.We expect everyone, no matter what their level or experience, to takeaccountability for doing the right thing.

Question

Please describe a situation when you have challenged someone about a decisionor an action you felt was wrong. Please address the following questions in yourresponse:

-What was the situation?

-Why did you challenge the person?

-What challenges did you face in doing this?

-What approach did you take and why did you choose this approach?

-How did they react to your challenge?

-What was the direct result of your involvement?

-What did you learn from this experience?