

# 刘龙

北京市石景山区玉泉路 19 号（甲）四公寓 327, 100049

☎ : +86-186-0025-4400    ☎ : +86-10-8823-6414    E-mail: long525@126.com

## 求职意向

## 教育背景

- 2010.9-2013.7    **中国科学院研究生院管理学院企业管理专业**  
管理学硕士；男；中共党员（高中入党）
- 中科院优秀学生干部（1%），三好学生（10%）；中科院笃志班第二期学员（1/49）
  - 参与国家自然科学基金课题1项，北京市自然科学基金1项，市级课题2项，企业课题1项，发表论文2篇。
  - 主修课程：高级管理学、决策分析、计量经济模型、管理研究方法论、高级宏观经济学、企业家系列讲座等。
  - 主修课程：投资学、金融产品设计、公司财务、计量经济模型、时间序列分析、高级宏观经济学等。
- 2010.09-2011.06    **中国科学院研究生院跨学科兼修项目**
- 项目名称：实用国际交流英语课程
  - 主修课程：口译技能训练、高级英语听力与笔记技巧、英美报刊选读、学术交流英语口语、英语语音训练
- 2006.9-2010.7    **长春理工大学经济管理学院管理系**  
工商管理学士，毕业排名：5/49；吉林省2010届优秀毕业生；
- 13项奖学金：国家励志奖学金（国家级，3次）、全国大学生英语竞赛二等奖（国家级，1次）、一等奖学金（校级，2次）、二等奖学金（校级，4次）、三等奖学金（校级，1次）、校级优秀学生干部、院级工作标兵。
  - 本科毕业论文获评管理类专业校级优秀学士学位论文（1/100）
  - 主修课程：财务管理、管理学、组织行为学、会计学、经济学、管理信息系统等。

## 实习经历

- 2012.2-2012.8    **埃森哲(中国)有限公司                      神华集团 SRM 项目组                      北京**
- 担任 2 个月的变革组代理组长，带领组内 3 名实习生顺利的完成变革组 2 个月的日常工作；
  - 通过访谈调研物资采购业务需求，制作需求蓝图中寻源管理模块业务流程图 5 份，并撰写相应寻源流程说明；
  - 在用户接受测试和集采上线阶段，培训关键用户寻源模块业务流程和 SRM 系统的具体操作；
  - 负责 SRM 项目组按期向 PMO 提报交付物，并跟踪项目进展状态和交付物的评审，保证项目如期进行；
  - 整合业务组、管理咨询组、技术组和变革组阶段性成果和工作进度，制作周报定期向 PMO 汇报项目进展。
- 2012.2-2012.9    **北京世经未来投资咨询有限公司                      行业金融研究部                      北京**
- 从行业外部环境、行业运行状况、产业链、区域竞争状况、子行业和企业竞争等方面对汽车行业进行深入研究，评价行业机会和风险，为银行提供信贷建议；
  - 累计完成 5 份有色金属行业信贷风险预警报告，其中 2012 年 2 季度 5 份，每份季报 3 万字左右；
  - 累计完成 30 份汽车制造行业信贷风险预警报告，其中 2012 年 2 季度 9 份，2012 年 1 季度 12 份，2011 年第 4 季度 9 份，每份季报 3.5 万字左右，体现了极强的数据分析和写作能力；
  - 通过撰写行业信贷风险预警报告，提升了搜集行业信息和分析数据的能力，加深了行业的分析和研究能力。
- 2011.7-2011.12    **通用电气医疗集团                      培训部领导力培训项目组                      北京**
- 汇总学员对 4 个 LDP/PLDP 共 8 期的评价表累计达 500 余份，分析并完成评估报告 8 份，为下期培训提供改善建议；
  - 准备 5 个 LDP/PLDP 培训资料累计达 100 余种，与培训师做好沟通工作，并协助解决培训现场出现的问题；
  - 制作 55 笔付款分账单，及时完成项目付款工作，累计付账金额超过 300 万元，为日后合作奠定良好基础；
  - 关注最新领导力培训进展，为总监推荐合适的培训资料，协助其制作培训课件 10 份；
  - 比较各酒店的综合条件，为培训项目挑选合适培训地点，有力的支持了培训项目的顺利进行。
- 2011.7-2011.12    **北京尚学硕博教育咨询有限公司                      专业课咨询师                      北京**
- 针对考研指定参考书和考研大纲，制作经济学专业课考研讲义 2 本（微观经济学和宏观经济学各 1 本），帮助学员把握学习重点，提升对专业课的认识。
  - 根据学员自身情况，制定专业课全程复习规划 1 份，为学员复习提供参考，提高学员对整体复习时间的掌控能力。
  - 结合历年大纲，对考点进行预测，制作模拟试题 3 份，为学员应对考试提供参考。
  - 对应试技巧进行讲解，提供全程答疑。
- 2011.7-2011.12    **北京海天环球教育科技有限公司                      专业课咨询师                      北京**
- 针对考研指定参考书和考研大纲，制作经济学专业课考研讲义 2 本（微观经济学和宏观经济学各 1 本），帮助学员把握学习重点，提升对专业课的认识。
  - 根据学员自身情况，制定专业课复习计划和复习指南 1 份，为学员复习提供参考，提高学员对整体复习时间的掌控能力。
  - 结合历年大纲，对考点进行预测，制作模拟试题 3 份，为学员应对考试提供参考。
  - 对应试技巧进行讲解，提供全程答疑，制作复试指南 1 份。

2010.1-2010.3	<div> <div>富士康科技集团</div> <div>电子商务事业处客服部</div> <div>深圳</div> </div> <ul style="list-style-type: none"> <li>通过网络搜集价格数据，对 3C 体验店 100 余款电子产品价格进行及时更新，提供价格对比数据，为客户和采购部提供参考；</li> <li>分析审批数据，对通过率达到 95%以上的审批流程进行简化，提高审单效率，缩短出货时间；</li> <li>利用 Excel 查询客户物品位置，提高取货效率，减少客户等待时间，提高工作效率和客户满意度。</li> </ul>
2009.7-2009.8	<div> <div>联想集团</div> <div>联想专卖店</div> <div>长春</div> </div> <ul style="list-style-type: none"> <li>负责客户引导工作，对产品进行介绍，通过与客户沟通分析客户需求，协助销售人员做好销售工作。</li> <li>搜集 PC 价格信息，对各大厂商促销活动进行对比，协助专卖店对促销活动进行策划和推广。</li> <li>参加联想集团组织的销售培训 2 次，公关培训 1 次，实习期满获得优秀实习生。</li> </ul>
助研经历	
2011.3-2011.12	<div> <div>唐山开元集团的管理模式和国际化发展战略研究</div> <div>唐山，中国</div> </div> <div> <div>课题组成员，唐山开元集团公司课题项目</div> <ul style="list-style-type: none"> <li>研读企业国际化发展战略中英文文献 50 余篇，对现有国际化战略进行理论总结；</li> <li>分析开元集团国际化战略的可能性，对国际化影响因素进行分析，评价其对外投资的可能性；</li> <li>从知识反哺角度研究开元集团发展模式，丰富现有企业技术能力提升理论，并为其他企业提供借鉴。</li> </ul> </div>
2012.3-2012.6	<div> <div>北京市朝阳区高碑店村发展模式研究</div> <div>北京，中国</div> </div> <div> <div>课题组成员，北京市朝阳区高碑店村发展模式课题项目</div> <ul style="list-style-type: none"> <li>研读乡村发展模式中英文文献 50 余篇，对现有乡村发展模式进行理论总结和可行性分析；</li> <li>制作三级访谈提纲（领导、企业家、村民），通过深入访谈收集高碑店村发展脉络和成功的影响因素；</li> <li>从理论角度剖析高碑店村发展模式，分析高碑店村发展模式在北京城乡结合部推广的可行性；</li> <li>参与撰写《健康高碑店》（经济科学出版社）一书，负责书稿第一篇和总报告的部分章节内容。</li> </ul> </div>
2011.1-2011.12	<div> <div>生态观视角下的企业商业年龄模型研究</div> <div>北京，中国</div> </div> <div> <div>课题组成员，国家自然科学基金项目</div> <ul style="list-style-type: none"> <li>研读商业年龄和财务预警的中英文文献 50 余篇，从企业仿生角度对企业生命力进行分析，比较商业年龄模型和传统财务模型的预警功能，独立撰写商业年龄文献综述 1 篇；</li> <li>利用 Amos 软件对选取的 600 家上市公司数据进行分析，通过结构方程得出生命力三个维度之间的关系以及相对权重；</li> <li>利用 Expert 11.0 对房地产行业的商业年龄进行分析，通过 AHP 方法获得权重，独立撰写 8000 字左右《企业商业年龄模型改进研究》文章 1 篇，文章发表在第十三届中国管理科学学术年会。</li> </ul> </div>
2011.1-2012.12	<div> <div>商业生态视角的中关村区域科技创新能力预警研究</div> <div>北京，中国</div> </div> <div> <div>课题组成员，北京市自然科学基金项目</div> <ul style="list-style-type: none"> <li>从预警视角评价区域自主创新能力，包括自主创新能力的内涵、评价指标体系以及中关村商业生态环境评价；</li> <li>利用 AHP、模糊综合评价等方法对收集到的数据进行处理，独立撰写 1 万字左右的预警理论研究成果文章；</li> <li>提出预警的模型，并利用多元回归对预警模型进行验证，课题研究成果将用于指导区域如何在早期发现自主创新能力的问题。</li> </ul> </div>
2010.5-2011.4	<div> <div>朝阳区农村居民拆迁后心理及拆迁补偿费支出用途调查</div> <div>北京，中国</div> </div> <div> <div>课题组成员，北京市朝阳区软科学研究计划项目</div> <ul style="list-style-type: none"> <li>通过焦点访谈法，编写“拆迁后居民心理变化和拆迁款支出”调查问卷 1 份，测量居民拆迁前后的心理变化和拆迁款用途；</li> <li>选取社会适应、社会关系、心理变化、消费心理、公平认知和未来由于 6 个方面调查拆迁后村民心理状况；</li> <li>从补偿款支出用途、支出方式自我评价、补偿款支出培训需求和非理性消费倾向 4 个方面调查村民拆迁补偿款用途；</li> <li>从拆迁政策、工作人员作风、新居住房、补偿款、居住环境、便民服务和培训服务 7 个方面调查拆迁后居民满意度水平；</li> <li>撰写研究报告 2 篇，计 15000 余字，体现了极强的文字表达能力和逻辑思维能力，受到课题组嘉奖。</li> </ul> </div>
2010.12-2011.6	<div> <div>朝阳区自主创新能力评价及加快建设创新城区研究</div> <div></div> </div> <div> <div>课题组成员，北京国际城市发展研究院项目</div> <ul style="list-style-type: none"> <li>独立负责自主创新评价的文献研究，通读相关中英文文献 50 余篇，相关书籍 5 本，撰写 5000 字文献综述 1 篇；</li> <li>负责自主创新能力批国家的理论研究，研究 R&amp;D 投入、人才引进对自主创新能力的影</li> </ul> </div>
项目经历	

2011.6-2011.11	花旗银行教育基金项目	“花旗杯”金融与信息技术应用大赛	团队金融工作负责人
	<ul style="list-style-type: none"><li>研读基于网络搜索数据的预警中英文文献 30 余篇，从行为金融角度，整理通过投资者情绪预测股票市场未来走势的理论。</li><li>从反应投资者情绪的网络数据（博客、论坛、搜索指数）进行可行性筛选，选定以搜索指数作为主要关键词预测投资者情绪。</li><li>利用文本挖掘方法对关键词进行提取，从论坛、博客提取关键词加入关键词词库，构建关键词词库 2000 个。</li><li>利用时差相关系数对关键词筛选，合成先行关键词指数对股票未来变动进行预测。</li><li>独立撰写 5000 字中期报告 1 份，终期报告中英文金融部分 1 万字，体现了极强的中英文表达能力和逻辑能力，有力的支持团队获取全国比赛的第七名。</li></ul>		
2009.4-2009.5	联想集团	联想 idea NBA 纪念机型营销创意大赛	团队主要负责人
	<ul style="list-style-type: none"><li>组织团队针对 idea NBA 纪念机型的特点进行讨论，确定沟通无极限为参赛作品主题，撰写营销创意策划书 1 份，并针对创意主题和团队成员一起完成广告拍摄剧本 1 份。</li><li>与团队人员对广告剧本进行讨论调整，针对 NBA 纪念机型运动和联想上网本 Always On Line 的特点，组织 40 余位同学共同拍摄《沟通无极限》广告 1 个。</li><li>组织培训团队参加比赛，团队获得校冠军并获得联想专卖店销售实习机会。</li></ul>		
2008.3-2008.5	中国科协&全国学联&共青团中央	“挑战杯”中国大学生创业计划竞赛	团队队长
	<ul style="list-style-type: none"><li>组建 7 人团队参加挑战杯创业大赛，汇总完成《绿光有限责任公司创业计划书》1 份。</li><li>调研东北铝回收市场状况，运用 PEST 分析宏观环境，SWOT 分析找出细分市场，撰写创业计划书市场定位和营销部分。</li><li>组织培训团队成员，带领团队获得三等奖。</li></ul>		
社团及课外活动			
2010.9-2011.6	中国科学院管理学院		学生会副主席&班长
	<ul style="list-style-type: none"><li>组织学院 100 余人参加校一二·九合唱比赛，制定排练计划和进度表，比赛获得校一等奖。</li><li>策划组织管理学院 2010 年元旦晚会，节目获得老师和同学的一致好评。</li><li>组织管理学院同学参加中科院研究生院“五月的鲜花”歌咏比赛，负责全程的组织、排练工作。</li></ul>		
2010.9-2011.6	中国科学院研究生院		学生会组织部
	<ul style="list-style-type: none"><li>邀请法国驻华参赞对中-法博士合作交流项目进行主题讲座，参加交流同学 300 人左右。</li><li>策划“中国科学院学生干部培训会”，邀请全国学联驻会主席和前任学生会副主席做如何成为优秀的学生干部培训讲座，学生会全体成员约 150 人参加了培训。</li><li>策划组织评选中科院研究生院学生会“优秀学生干部”和“三好学生”，制定评分细则和选拔标准，从个人贡献和部长推荐两方面评价学生工作业绩。</li></ul>		
2008.9-2009.7	长春理工大学经济管理学院		学生会勤工助学部长
	<ul style="list-style-type: none"><li>策划组织经济管理学院“迎新晚会”，负责节目排练和会场布置工作，师生约 600 人参加。</li><li>担任大一新生班级生活副班主任，组织接待新生工作，对新生的学习和生活进行辅导。</li><li>策划勤工助学部外联工作，为贫困同学提供勤工助学岗位并负责勤工助学岗位的考评工作。</li></ul>		
培训经历			
2010.12-2011.6	中国共产党中国科学院研究生院委员会	笃志讲习班	北京
	<ul style="list-style-type: none"><li>在中科院党校副校长苗建明带领下，学习什么是一个优秀的学生干部以及如何成为一个优秀的学生干部。</li><li>在中科院研究生院副院长马石庄的带领下，学习老三篇《愚公移山》、《为人民服务》、《纪念白求恩》，探讨在现阶段如何从为身边同学服务做起，培养脚踏实地的姿态以及远大抱负的决心。</li><li>在中科院研究生院党委书记邓勇的带领下，学习在当前形势下，如何树立一个共产党员的信念，以及如何坚定自己的信仰。</li><li>参观中国人民抗日战争纪念馆，领会革命先烈不怕牺牲的精神，增强爱国主义情感和提高党性修养。</li><li>参加金一南将军《苦难辉煌》讲座，提升对红色政权的认识，培养肩负国家责任的使命感。</li></ul>		
语言与技能			
英语：全国大学生英语竞赛二等奖，通过国家英语四级（CET-4）和六级（CET-6）考试，有较强的英文听说读写能力。			
计算机：Microsoft Word/Excel/PowerPoint、SPSS、Eviews 等熟练，获全国计算机等级考试四级（数据库）合格证书。			
其他：中科院管理学院 30 周年校友会志愿者，中国科学院“一二·九”合唱比赛一等奖。			
兴趣爱好：跑步，足球，乒乓球。			

## Long Liu

Room 327, 4<sup>th</sup> Apartment, 19A Yuquan Road, Shijingshan District, Beijing, PRC, 100049

+86 186-0025-4400 +86 10-8823-6414

long525@126.com

### JOB OBJECTIVE

### EDUCATION

- 2010.9-2013.7 **Graduate University of Chinese Academy of Sciences, School of Management**  
Master of Management; Male, Party Member
- Excellent Student Cadre (1%), Merit Student (10%), Member of 2<sup>nd</sup> Session “Du Zhi” Class(1/49).
  - Took part in 1 NSFC, 1 BNSF, 2 government and 1 corporate research projects, published 2 papers.
  - Major courses: Advanced Management, Decision Analysis, Econometrics, Advanced Macroeconomics, etc.
  - Major courses: Investments, Financial Products Design, Corporate Finance, Econometrics, Time Series Analysis, etc.
- 2010.09-2011.06 **Program-10 in Graduate University of Chinese Academy of Sciences**
- Program Name: Practical English for International Communication
  - Major Courses: Interpretation, Advanced Listening and Note-taking Skills, Spoken English for Academic Activities, Selected Readings in English Print News Media and Advanced Pronunciation Training.
- 2006.9-2010.7 **Changchun University of Science & Technology, School of Economic and Management, Management Discipline**  
Bachelor of Management; Graduation Rank: Top 5, Outstanding Graduates in Jilin Province
- 13 Awards: National Scholarship for Encouragement (3), Second Prize in NECCS, The First Prize Scholarship (2), The Second Prize Scholarship (4), The Third Prize Scholarship (1), Excellent Student Cadre, Pacemaker to Merit Student.
  - Bachelor paper won the Excellent Graduation Thesis Award (2/200).
  - Major Courses: Management, Finance Management, Accounting, Economics, Marketing, MIS, etc.

### EXPERIENCE

- 2012.2-2012.8 **Accenture Beijing office** **Shenhua SRM Project** **Beijing, China**
- As CM temporary team leader, lead 3 interns in the team to achieve routine work for 2 months;
  - Accomplished 5 BPDs through interview on business requirements wrote the directions for each BPD.
  - Trained key users on sourcing module operation of SRM system during users test and online implement phase.
  - Submitted deliveries of SRM to Program Management Office, tracked status of SRM to ensure it going well.
  - Submitted weekly report about status of each team of SRM to Program Management Office.
- 2012.2-2012.9 **WeFore Consulting Co, Ltd.** **Beijing, China**  
**Intern, Industrial Finance Research Department**
- Through analyzed inside and exterior environment, supply chain, district competitive environment, sub-industry and enterprises' competitive tension, provided bank credit suggestions.
  - Accomplished 5 research reports on bank credit of nonferrous industry about 2<sup>rd</sup> quarter of 2012, each report include more than 30,000 words.
  - Accomplished 30 research reports on bank credit of automobile industry about 2<sup>rd</sup> quarter of 2012, 1<sup>st</sup> quarter of 2012 and 4<sup>th</sup> quarter of 2011, each report include more than 35,000 words.
  - Increased industrial information search and data analyze ability, cultivated better research and analyze ability.
- 2011.7-2011.12 **GE Healthcare** **Beijing, China**  
**Training Intern, Training Department (Leadership & Development)**
- Collected feedback from participants of LDP/PLDP programs for nearly 500 items, analyzed and composed 8 evaluation reports (one report for one session), provided improvement suggestions for next program.
  - Prepared nearly 100 different kinds of training materials for 5 programs, communicated with trainers and coordinate with hotels to provide training equipment and solve site problems.
  - Submitted nearly 30 purchase applications for training programs. Accomplished nearly 55 payments, the total amount are more than 3 million Yuan. Finished the payments in time and laid foundation for future collaboration.
  - Collaborated with vendors, co-design nearly 20 different kinds of presents for trainer and outstanding participants in the training class.
  - Contacted with 30 hotels to get their hotel information, compare these hotels to get the best hotel for training.
  - Paid attention to the newest information about training, and recommended books and training materials for the director, made 10 teaching PowerPoint for the director.
- 2011.7-2011.12 **Beijing Kuakao Education Co.,Ltd.** **Beijing, China**  
**Counselor(Economic)**
- Finish 2 teaching materials according to the postgraduate exam guide, which include micro economics and macroeconomics. Help student master the main points of the economics.
  - Composed review plan and review guide for students according to the student's circumstance. Improved student's

	master ability of the whole review process.	
	<ul style="list-style-type: none"> <li>• Predicted main points of exam, made 3 sample test to let student know the structure of the test.</li> </ul>	
2011.7-2011.12	<b>Beijing Haitian Education Co.,Ltd.</b> <b>Counselor(Economic)</b> <ul style="list-style-type: none"> <li>• Finish 2 teaching materials according to the postgraduate exam guide, which include micro economics and macroeconomics. Help student master the main points of the economics.</li> <li>• Composed review plan and review guide for students according to the student's circumstance. Improved student's master ability of the whole review process.</li> <li>• Predicted main points of exam, made 3 sample test to let student know the structure of the test.</li> <li>• Composed 1 interview guide for student to prepare the interview.</li> </ul>	<b>Beijing, China</b>
2010.1-2010.3	<b>Foxconn</b> <b>Intern, Customer Service Department</b> <ul style="list-style-type: none"> <li>• Collected product price data through internet, update almost 100 product price in 3C store. Provided compared price data for customer and sourcing department.</li> <li>• Made a small inventory management system by excel, which accelerates the speed of pick up products for customer from 5 minutes to 1 minute and improve customer satisfaction by decrease customer's waiting time.</li> <li>• Analyzed approval data of online shopping, optimize the approval process by cut off the process with 90% passing rate. Accelerate approval time and improve work efficiency.</li> </ul>	<b>Shenzhen, China</b>
2009.7-2009.8	<b>Lenovo Corporation</b> <b>Sales Assistant, Lenovo PC Speciality Store</b> <ul style="list-style-type: none"> <li>• Guided customer, and provided product information for customers. Got the customer's demands through communication and assist salesman to accomplish the sale.</li> <li>• Gathered and analyzed price data of PC, compared marketing strategies of other companies. Assist to finishe the marketing plan.</li> <li>• Participated in public relation training and sales training twice held by lenovo corporation and got excellent intern award after finished the internship.</li> </ul>	<b>Changchun, China</b>

## RESEARCH EXPERIENCE

2011.1-2011.12	<b>Research On Business Age Model In View of Business Ecosystem</b> <b>Research Member, National Natural Science Foundation of China</b> <ul style="list-style-type: none"> <li>• Dissected 50+ Chinese &amp; English articles about business age and financial warning, analyzed corporate life vitality in the view of business ecosystem.</li> <li>• Analyzed business age of real estate industrial by Expert 11.0 and got weight by AHP method. Wrote 1 article "Research on Improvement of Business Age Model" with 8000 words and published on The 13<sup>th</sup> Chinese Annual Conference on Management Science.</li> <li>• Compared business age model and traditional financial model on warning, wrote 1 review article of business age model.</li> <li>• Analyzed 600 listed companies' data by Amos to get the relationship and weight of three first level indexes.</li> </ul>	<b>Beijing, China</b>
2008.10-2010.2	<b>The Early Warning Research of Regional Science and Technology Innovation Capability In View of Business Ecosystem</b> <b>Research Member, Beijing Natural Science Foundation</b> <ul style="list-style-type: none"> <li>• Took charge of 4 dynasties of Qin, Han, Sui and Tang independently, read through 30+ classic financial literatures.</li> <li>• Refined the economical thoughts, analyzed the development of finance theories and summarized their pros and cons.</li> <li>• Composed 6 reports with 50,000+ words, awarded for my brilliant logical thinking and writing skills.</li> </ul>	<b>Beijing, China</b>
2010.5-2011.4	<b>Investigation on Use of Removing Compensation Funds and Psychological Change of Residents in Chaoyang District</b> <b>Research Member, Soft Science Project of Chaoyang District</b> <ul style="list-style-type: none"> <li>• Deepened the theory about bank channel of monetary policy transmission in terms of premises and mechanisms.</li> <li>• Researched the theory of bank and macro-economic development relationship as well as their mutual influence.</li> </ul>	<b>Beijing, China</b>
2010.12-2011.6	<b>Research on Evaluation of Self-innovation Ability of Chaoyang District</b> <b>Research Member, International Institute for Urban Development, Beijing</b> <ul style="list-style-type: none"> <li>• Dissected 50+ Chinese&amp;English articles about RMB internationalization, researched data from IMF and World Bank.</li> <li>• Modeled the degree of monetary internationalization and openness of bond market metered with Excel.</li> <li>• Proposed suggestions referenced the reform of JPY, brought into research achievement of People's Bank of China.</li> </ul>	<b>Beijing, China</b>
2011.3-2011.12	<b>Research on Management Mode and Global Strategy of Kaiyuan Group</b> <b>Research Member, Project of Kaiyuan Group</b>	<b>Tangshan, China</b>

- Dissected 30+ Chinese & English papers about enterprise global strategy composed a summary of current theories.
- Analyzed environment that affect global strategy of Kaiyuan Group, evaluated its possibility of FDI.
- Wrote 1 paper about knowledge feedback according to the development mode of Kaiyuan Group.

## PROJECT EXPERIENCE

2011.6-2011.11	<b>Citybank CSTS</b>	<b>2011 Citi Financial IT Application Competition</b>	<b>Core Team Member</b>
	<ul style="list-style-type: none"> <li>• Dissected 30+ Chinese &amp; English papers about index prediction by search data; collected stock prediction theory based on investors' emotion in the view of behavior finance.</li> <li>• Selected keywords from web data (blogs, search index, bbs), chose search index as the main key words to predict investors' emotion.</li> <li>• Used text mining to extract key words, construct key words database includes 2000 key words.</li> <li>• Used time series cross correlations to select key words, and predict stock fluctuation by combined key words index.</li> <li>• Composed 5000+ words in interim report, and 10,000+ words in the final Chinese-English version report, awarded for my brilliant logical thinking and writing skills.</li> </ul>		
2009.4-2009.5	<b>Lenovo</b>	<b>Lenovo idea NBA PC Marketing Competition</b>	<b>Core Team Member</b>
	<ul style="list-style-type: none"> <li>• Selected entry theme as "communication with no limit"; wrote 1 marketing proposal and 1 advertisement script.</li> <li>• Adjusted script and made an advertisement film according to the character "always on line" of the PC,</li> <li>• Participated in the competition and won the first prize in CUST, got the internship provided by Lenovo.</li> </ul>		
2008.3-2008.5	<b>CAST</b>	<b>"Challenge Cup" Competition</b>	<b>Team Leader</b>
	<ul style="list-style-type: none"> <li>• Organized 7 team member to participate in the competition composed 1 business plan.</li> <li>• Investigated the aluminum market in northeast China; Used PEST to analysis macro economic environment and SWOT to get product's market position.</li> <li>• Participated in the competition and got the third prize.</li> </ul>		

## EXTRA CURRICULAR ACTIVITY

2010.9-2011.6	<b>School of Management of GUCAS</b>	<b>Vice President &amp; Monitor</b>
	<ul style="list-style-type: none"> <li>• Organized 100 students to participate in December 9<sup>th</sup> chorus competition of GUCAS and won the first prize.</li> <li>• Planed and Organized the 2010 New Year's Day evening party, which was praised by teachers and students.</li> <li>• Organized students to participate in chorus competition of GUCAS, in charge of all the process.</li> </ul>	
2010.9-2011.6	<b>Student Union of GUCAS</b>	<b>Organization Department</b>
	<ul style="list-style-type: none"> <li>• Invited counselor of France in P.R.C to give a speech on China-France Doctoral Program, more than 300 students participated.</li> <li>• Took charge of evaluate "Excellent Student Cadre" and "Merit Student" of student union, made the evaluate principles and selected the candidates.</li> <li>• Planed and organized the 2<sup>nd</sup> Student Cadre Training Program, more than 150 students cadres participated.</li> </ul>	
2008.9-2009.7	<b>Student Union of CUST</b>	<b>Minister/Work-study Department</b>
	<ul style="list-style-type: none"> <li>• Organized the welcome party for the freshman, more than 600 teachers and students participated.</li> <li>• Guided freshman to adapt to university life fluently as a class vice head teacher.</li> <li>• Provided work-study post for poor students and evaluated the work performance.</li> </ul>	

## ADDITIONAL

**English:** Second Prize in 2007 National English Contest for College Students. Passed CET-4 and CET-6. Good command of listening, speaking, reading and writing.

**IT Skills:** Skilled in Word/Excel/PowerPoint/Visio/Project; Passed the National Computer Rank Examination, Grade Four (Database).

**Interests:** Volunteer of alumni association of GUCAS, long-distance race.