



BULLETIN

Spring 2017 | Internships

Past Events:

- From June 5-8, the Fall Cohort returned to Nanjing and completed all Post Program testing!
- The Fall Cohort has finished their Capstone year. The last internship was completed on July 17th.
- BMC transcripts for participants who completed internships by mid-June have been processed and mailed.
- The Spring Cohort attended their final internship meeting on June 30th to discuss internship requirements, reports, Chinese business culture, etc.

Upcoming Events:

- After completing the mid-program Oral Proficiency Interviews (OPIs) during the first week of July, the Spring Cohort will start their internships between July and August!
- BMC transcripts for remaining participants will be processed by end of July.
- Fall cohort students will be receiving internship verification letters, program completion and OPI certificates this summer.



Students of the 2017 Spring Cohort Participating in the Internship Meeting

Final Internship Meeting

On Friday, June 30th, the internship staff sat down with the Spring Cohort to discuss internship phase requirements, grading, travel, disciplinary policy, and AC's sexual harassment policy. The afternoon sessions featured guest speaker, Chen Su, who talked with students about proper Chinese business etiquette including dress, mannerisms, and terms of address, as well as how to communicate with one's coworkers and superiors. Chen Xueling laoshi then met with students to review the Chinese Development Component class schedule, content, and requirements. Students who had excused absences met individually with internship assistant Sara Valentine to review the handbook and Title IX materials. Students will need to meet with their one-on-one instructor at least once before they are allowed to leave Nanjing for the summer break.

Since the Final Internship Meeting, the Spring 2017 Cohort has been busy completing their Flagship reports/ assignments, taking mid-program telephonic OPI exams and, finalizing the residency permit process; all in preparation for a well-deserved summer break!

Spring Internship Placement

The 2017 Spring Cohort begin internships between late July and August! One student is in the process of finalizing an internship placement, while the others will be interning at the following locations:

Internship Provider	City	Industry	Student Major
Frontiers Journals Higher Education Press	Beijing	Publishing	English Literature
Yingke Law Firm 盈科律师事务所	Beijing	Law Firm	Chinese Language
Entrust Datacard	Beijing	Technology/ Finance	Finance; Chinese
Nanjing University Art Research Institute 南京大学艺术研究院	Nanjing	Arts/ Education	Economics
Nanjing University Overseas Education 南京大学海外教学院	Nanjing	Education	English Education
ML Optic	Nanjing	Photonics	Chinese
ML Optic	Nanjing	Photonics	Chinese; Economics
Ministry of Land & Resources 国土资源局	Nanjing	Energy	Chinese
ArcherMind Technology Co., Ltd 诚迈科技股份有限公司	Nanjing	IT	Engineering
Microbenefits 微邦	Shanghai	Media	Psychology
CanYou Group 残友集团空投股份有限公司	Shenzhen	IT	Public Health; Health Science
RISING Visual Arts Studio	Shenzhen	Creative Design	Linguistics

Internship Corner –Fall 2016 Cohort Reflections

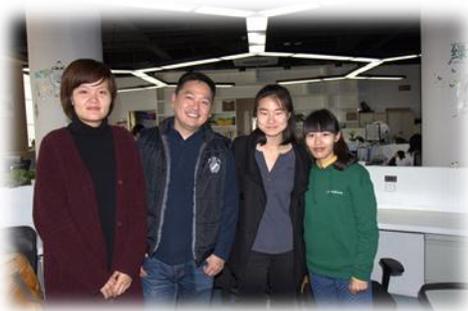
With Post Program Testing completed, the Fall Cohort is wrapping up internships and preparing to pursue new ventures after Flagship. The Internship Corner features some of their more memorable experiences during the past four months.

"We...had weekly lab meetings, where graduate students took turns presenting on their research projects. During these meetings, the lab would also troubleshoot different experiments. I also attended different lectures (by guest speakers, graduate students, etc.) in Mandarin. These experiences helped improve my professional vocabulary, particularly for lab techniques and materials. Interactions with my coworkers also improved my speaking and my understanding of [the] Chinese work culture." (Daphne Ko, Hunter)



"I asked [my landlord] about his thoughts on purchasing a policy for his daughter. Several weeks ago, when I was discussing auto insurance with him, he mentioned that he wanted to purchase an insurance policy for his three year old daughter...I have kept in touch with him, pitching our children insurance products to him and answering questions that he had. It seemed that my patience finally paid off...he told me that he decided to purchase our company's flagship product...For a fleeting moment there I almost couldn't believe what I heard, here I am months into my internship and finally convinced someone to buy insurance from me. But what amazed me more was the fact that I was able to use Chinese in combination with what I have learned so far to convince someone, it definitely is an incredible feeling." (Bing Chen, URI)

"I would say interning at a NGO that has ambitions to go international made my experience not that much different from interning at a NGO in the United States. However, there were some aspects that stand out in my mind. One minor difference that, despite how minor of a difference it was, I could never get used to was how everyone was addressed as sister or brother. Other interns would refer to



Liu Wen or Zhu Gang as Wen sister or Gang brother. The whole thing confused me. Liu Wen must've picked up on how it made me feel uncomfortable and told me I could just call her Liu Wen. Interestingly enough, I had no issue addressing my boss as Hong sister. I think that was partly because everyone called her that and also her full name was three characters long so it would've taken me more time to say her full name." (Winnie Shen, Hunter)

"Outside of my day-to-day work experiences, sometimes my office would invite me to give a speech in Chinese. One of the new experiences was that Human Resources invited me to come over to their offices to give a presentation introducing the Market Research Department. In total, I had to give about a 50-minute presentation in Chinese for them. At first I was quite nervous, but I felt that I had progressed to the point that I could extemporaneously speak in Chinese for more extended periods of time without as much preparation." (JonZachary Forbes, IU)



"Most of my language development did occur through reading articles and published papers on data analysis and machine learning online. At first, there was a lot of unfamiliar terminology, so I had to look at both English and Chinese articles, but as I became more familiar with the Chinese vocabulary, I started to mainly read Chinese articles. Through this, I was able to learn how to describe machine learning methods in Chinese and even share a bit during the weekly meetings." (Xiaodan Yu, UMN)

"This internship has given me the opportunity to experience a variety of jobs and tasks in a middle scale business. I've become more competent in my work, and more or less know what is expected of me in a professional setting." (Daniel Frohman, IU)

"Overall, it [my internship] was a great experience, especially because I had previous experience as a student with Junior Achievement in the US. It is not every day that you get to see the behind-the-scenes of an education non-profit and the education system in China. I started my internship with a lot of translation work...After about a month, I started getting more work pertaining to proposals and event planning, which is what I preferred doing. I co-planned an event with my coworker on 5/26 for the semester's new Lights of Our Future program. There is another series of events to do in June before my internship is done, so I'm excited..." (Janny Lee, SFSU)



"I believe my internship helped me greatly with my Chinese. I understand a lot more, can speak faster, can speak clearer, can read and write faster. But I think that my work language was not as filled with chengyu's and lyrical sayings that are expected from us in the OPI. So although I feel more fluent now, I think at the superior intellectual level, I perhaps didn't improve as much. In the end, I am at a level where I can use my Chinese to work in China, and that is what matters to me." (Allison Malmsten, UMN)

"I would say that NGO exposure and forming bonds with several little ones was the most valuable and treasured parts of the internship for me. Since my internship organization was a foster/orphanage healing home rather than a company in an office setting, the lines of work and not-work were blurred. But blurred in a positive way. I lived and worked with a group of wonderful Chinese people. And besides gaining a little family, I also delved further into understanding so many angles of one very important topic: intercountry adoption." (Mackenzie Donoghue, WKU)



"Working at G&B Law Firm has given me the opportunity to gain many skills that I never imagined I would develop here. As a Chinese and English major with an interest in law, I would have never expected myself to gain work experience in the business sector...I drafted business contracts and learned how to conduct legal business research with Chinese legal resources...I learned the importance of appearance, how to greet legal clients and use polite mannerisms, how to address department heads, and the necessity of recognizing faces/names...I gained confidence talking with clients/coworkers over the phone...I gained an appreciation for lunch breaks, midday excursions with coworkers, and overtime pay in the US (even though I don't get paid, the thought of my coworkers putting in extra hours knowing that they won't get paid is appalling). In addition, all of my colleagues were very helpful and knowledgeable about their field of expertise." (Danicia Honda, UH)

"In addition to translation and interpretation, I conducted admissions interviews, submitted purchase requests, wrote and designed several monthly bilingual school newsletters, taught a biweekly Chinese class for expat teachers, compiled a 50-page arrival handbook for new expat teachers, created the bilingual academic calendar for the upcoming school year, and many other tasks. I'm really grateful that the school entrusted me with so many varied tasks that help me strengthen a wide range of skills." (Laurie Haupt, BYU)



Tai Gray (BYU), interned with 納克车业有限公司, an electric scooter company. Throughout his internship, he wrote Wechat article blog posts, taking readers on a tour of Nanjing and to the Niu Scooter Factory.

Boyd Furner (BYU) finished his internship with WDZJ 网贷之家 (part of the Shanghai YingCan Investment Management Consulting Group 上海盛灿投资管理咨询有限公司), which focuses on media and data collection from online lending platforms to create monthly reports for investors and government. To help promote the company brand and credibility, 网贷之家 has been producing the videos of interviews with online company representatives and CEOs, live broadcasts of online leading events, and investor insights. When Boyd joined the News and Research team, he was given the task of editing videos for the general public to be uploaded to Baidu Baike.

"For the first video that I edited during my internship, I was given footage from two different cameras that were continuously filming the vice-president of our company who was explaining the concept of Peer-to-Peer investing. I was told to turn this raw footage into a fun, short educational video to be used for Baidu Baike. Baidu Baike is similar to Wikipedia, except for the fact that you can upload short videos to help explain concepts. As an editor for this video project, I chose how to use these two different camera angles, piecing together a flow of quick cuts for a more upbeat, information-packed video. After finishing the editing phase by cutting out mistakes in the vice-president's speech and matching the color and lighting for the two camera angles, I began my work on the hardest task, transcribing the Chinese into subtitles. This required a lot of patience, as there were a lot of contextual words that related to finance and investing, but after I tried my best, I enlisted the help of one of my Chinese coworkers to 'open my ears' to the native level of Chinese that he heard. The next phase I undertook was to add the 'outside packaging' to the video. This phase mainly required Adobe After Effects and Photoshop, which included creating animated text to highlight important ideas and concepts, creating a biography screen, and adding some appropriate sound effects. After mixing the audio one final time to make sure



the sound effects, music, and the speaker's voice are in harmony, the video was then uploaded to Baidu Baike, where it is now publicly accessible by the world. This video project allowed me to prove myself to my coworkers that I am capable of helping them with their projects, which has given me the opportunity to develop my abilities beyond what you see in the video."

You can find the videos Boyd edited below:

1. [Video #1](#): The third video on the website, titled “什么是 P2P 理财” is the first video which Boyd edited in its entirety.
2. [Video #2](#): Boyd shortened this video from 10 minutes to 3 minutes and added the subtitles.
3. [Video #3](#): Boyd also edited this entire video.

