

EDITING SAMPLE — ADMISSIONS ESSAY

ORIGINAL DOCUMENT, PRE-EDITING

Topic: Describe five experiences you've had doing quantitative work

Length: 492 words

The five quantitative experience are two school classes, two research experiences, and one summer intensive program. First, the school class is Business Strategy and Investments, which are conducted in English in the first semester of the fourth grade. The Business Strategy class consisted of midterms, two assignments, and a team project. Investments consisted of two exams, three assignments, and three quizzes.

Through Business Strategy class, I learned key concepts and dimensions of strategic management. In particular, determining company's competitive advantage and conducting strategic management process analysis is essential for developing appropriate strategies for a specific company. In addition, my team selected Alaska Air Group as a team project and compare strategies with Delta Air Lines to present future strategies. The project started with Introduction, external & internal analysis, strategic choice, evaluation and end with recommendation. Through team project, we applied the strategic management process analysis directly to the two companies. Based on our analysis, our group suggested to the Alaska Air Group to utilize their strengths to attain comparative advantages.

Investments is a class that requires two prerequisite, financial and accounting. However, I have taken two coursed with excellent grades in the second year. It was not easy class due to it was two prerequisite courses, but I learned about the theoretical background of investment as well as the important of understanding the number correctly in order to invest. The most memorable task was to write a business memo about the hotel investment. I only listed objective facts while keeping a restricted format. In addition, I wrote in English as it was English class, and through Excel I figured out ADR, occupancy rate and sensitivity analysis.

On top of that, the following two research experiences are food and beverage company consulting conducted in Mar [year] to Aug [year] and data analysis of Korean foodservice company conducted in Jun [year] to Dec [year]. As I taken Financial Management in second grade, I have a relationship with the Professor. [name]. He

recommend me to join food and beverage company consulting as assistant in my third year.

At the time, the consulting is heading to the end, the Professor. [name] gave me another chance to participating research experience. In this time, I joined the research team focused on data analysis of Korean foodservice companies. Although I focused on data collection, I wanted to learn about analytics by looking at various analyses of my seniors through R programming. This research is commissioned by a state agency. Therefore, after finishing analysis, we made these data analysis into a book and send to many companies to show our performance. Thereafter, I had mind that it is essential to understand data to carry out the analysis more precisely.

The last quantitative experience is the 12-week Big Data Analysis Program. After two research experiences, I became interested in analytics and found other courses, however, there was a lack of opportunity, because there were many required classes to graduate.

REVISED DOCUMENT, POST-EDITING

The five quantitative experiences I would like to discuss are two academic classes, two research positions, and one intensive summer program. The two classes in question were Business Strategy and Investments, and were conducted in English during the first semester of my fourth year at university. The Business Strategy class included a midterm exam, two assignments, and a team project, while Investments involved two exams, three assignments, and three quizzes.

Through the Business Strategy class, I became familiar with key aspects and dimensions of strategic management. In particular, I learned how to identify a company's competitive advantages, and that strategic management process analysis is essential for developing appropriate strategies for a specific company. In addition, I conducted a team project wherein we applied strategic management process analysis directly to two companies. My team compared the marketing strategies used by the Alaska Air Group to those used by Delta Air Lines and developed possible future strategies. The proposal we produced began with an introduction; included sections on external and internal analyses, strategic choice, and evaluation; and concluded with our recommendations. Based on our analysis, our group suggested that the Alaska Air Group should utilize their strengths to attain comparative advantages.

The Investments class required two prerequisites, Financial Management and Accounting. I had passed both courses with excellent grades in my second year.

Investments was not an easy class, due to its two prerequisites, but from it I learned about the theoretical background of investment as well as the importance of understanding complex finances correctly in order to invest. The most memorable assignment was to write a business memo about investment options for a hotel. I cited only objective, verifiable facts while keeping to a restricted format. In addition, I wrote in English, and used Excel to complete ADR and occupancy rate calculations, and to perform sensitivity analysis.

I have also worked in two marketing research positions. The first was consulting for a food and beverage company from March to August 2017, and the second was completing data analysis for a Korean foodservice company from June to December of the same year. Because I had already taken the Financial Management class, I had a relationship with the teacher, Professor Choi. He recommended that I consult for a food and beverage company in my third year.

As my consulting period was nearing its end, Professor Choi gave me another opportunity to participate in market research. This time, I joined the data analysis research team at a Korean foodservice company. Although my role focused on data collection, I wanted to learn about data processing by observing the analyses carried out by my senior team-members using R. This research was commissioned by a state agency, and therefore, after finishing our analysis, we presented it in a book-length report and sent it to many companies to demonstrate our performance and capabilities. From that experience, I learned that it is essential to understand data in order to carry out market analysis more precisely.

The final quantitative experience I will mention was the twelve-week Big Data Analysis Program at [University]. After the above-mentioned research experiences, I became interested in analytics and found other courses. However, I had few opportunities to take them, because there were so many other classes that were required for graduation.

[See next page for a snapshot of the revision process.]

Quantitative experience statement

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Comment [MIH1]: Wonderful job on this essay. You paint a convincing picture of an applicant with a solid understanding of the quantitative aspects

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Comment [MIH2]: I suggest putting a short sent

Comment [MIH3]: Because you don't describe th

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Comment [MIH14]: Is this correct? I'm assuming

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Comment [MIH19]: The phrase "heading to" is good, colloquial English, but is typically used for real or metaphorical destinations ("heading to the store", "heading to bankruptcy") rather than end-dates.

Comment [MIH20]: Is this correct? Delete or replace with a more appropriate term if need be.

Deleted: experience... TIn t...is time, I joined the data analysis research team focused on data analysis of...t a Korean foodservice companies... Although my role...focused on data collection, I wanted to learn about analytics ...ata processing by looking at...bserving various ...he analyses carried out of...by my senior team-members...through ...sing R programming... This research wasis...commissioned by a state agency,...and tT...erefore, after finishing our analysis, we made ...resented itthese data analysis...into...a book-length report and sent itd...to many companies to show ...emonstrate our performance and capabilities. Thereafter...rom that experience, I had mind ... [34]

Comment [MIH21]: Is this correct?

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Comment [MIH22]: You have two equally good options to make the use of this definite article grammatical. First, you can add some more information to the end of the sentence, telling us exactly which program this was. E.g., "...Analysis Program at XYZ University". Second, you can re-write the sentence to use an indefinite article: "...I will mention was a twelve-week intensive summer program in big-data analysis."

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Deleted: 12...week Big Data Analysis Program. After two ...he above-mentioned research experiences, I became interested in analytics and found other courses....Hh...eever, there ... had few was a lack of opportunities to take themy... because there were so many other classes that were required classes to graduate ... [36]

Comment [MIH23]: I suggest replacing this sentence with a brief description of the big-data course you took, to make it clear that, even though it was not a marketing course, you still learned helpful quantitative skills and mathematical thinking.

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