

**THE HOPKINS-NANJING  
CENTER FOR**

ALUMNI EMPLOYMENT REPORT 2004

**CHINESE AND  
AMERICAN STUDIES**



Dear Friends of the Hopkins-Nanjing Center:

Since 1986, more than 1,500 individuals have graduated from the Hopkins-Nanjing Center and up to 100 new alumni are added to the network each year. As bankers, traders, diplomats, scholars, writers and officers in non-governmental organizations, HNC alumni have become a positive force in relations between the United States and China.

Located in Nanjing, China the Center offers a one-year graduate certificate to American, Chinese and third-country students proficient in both Chinese and English. Unique among programs in China, the Center requires that Chinese students do all their academic work in English with American professors, while international students study in Chinese with Chinese faculty. The students are bilingual when they arrive, but they graduate speaking the language of international understanding and mutual respect.

The Center offers a curriculum that provides a solid foundation for students in the historical, cultural, political, economic and legal contexts of US-China relations. Small classes foster critical analysis, flexibility, problem-solving skills, and cross-cultural understanding abilities that are critical to success in our increasingly interconnected world.

This report offers a look at some of the careers our graduates are pursuing. Additionally, many HNC alumni are enrolled at top universities, continuing their efforts toward further graduate and professional degrees. We expect great things from these further leaders who will shape relations between China and the rest of the world.

Sincerely,



KATHRYN MOHRMAN  
EXECUTIVE DIRECTOR  
HOPKINS-NANJING CENTER  
WASHINGTON OFFICE

ILLUSTRATION A:

### Hopkins-Nanjing Center Alumni by Employment Sector: Classes of 1987-2003

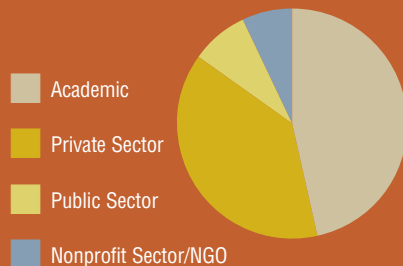
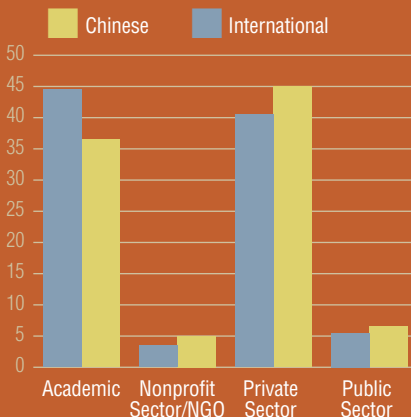


ILLUSTRATION B:

### Hopkins-Nanjing Center Alumni Employment Distribution: Classes of 1987-2003



**W**hen the Hopkins-Nanjing Center was created, the Presidents of both Johns Hopkins University and Nanjing University shared a common vision: One day, the U.S. Secretary of State and the Chinese Foreign Minister will find that they are both graduates of the Hopkins-Nanjing Center for Chinese and American Studies. Thus, the Center’s mission is “to develop and train professionals to provide leadership in managing successful bilateral and multilateral relationships involving China and the West in an increasingly complex international environment.” Today, under the leadership of Presidents William R. Brody and Jiang Shusheng, that vision remains strong.

Our nearly 1,500 alumni attest to the positive impact a year at the Hopkins-Nanjing Center has had on their professional life. Their achievements are a testament to the value of the program. A recent employment survey conducted by the Hopkins-Nanjing Center’s Washington Office captured employment information for 660 Center alumni: 346 Chinese and 314 International graduates. The information collected demonstrated that Hopkins-Nanjing Center alumni work in a variety of positions around the world and have become influential leaders in their fields.

The majority of HNC alumni go onto professions in the private sector (46%) and academia (38%). The number of HNC alumni working in non-profit (7%) or the public sector (8%) is quite evenly distributed. (See Illustration A at left.)

In a side-by-side comparison, Chinese alumni in academia are predominantly students or faculty members, while the majority of international alumni in academia are students pursuing further education or in a position of university administration. The majority of Chinese alumni working in the public sector are employed by the central or local government, which includes all bureaus other than the Foreign Service. Most international alumni who work in the public sector work in diplomacy for their country’s Foreign Service. Both Chinese and international alumni involved in the non-profit sector are predominantly employed by think tanks. (See Illustration B at left.)

*Continued on p. 13*

## **PREPARED FOR THE FUTURE**

# EMPLOYERS & POSITIONS INTERNATIONAL ALUMNI

- **ABB Lummus Global Oil & Gas Engineers & Constructors** Logistics Manager
- **ABM AMRO Bank NV, Global Trade Advisory** Senior Manager
- **Accenture Ltd.** Senior Manager
- **ACI Guangdong Glass Co., Ltd.**
- **Allen & Overy**
- **America Online** IQA Software Tester
- **American An Ren Environmental Engineering Project Co.**
- **The American College of Emergency Room Physicians** Legislative Assistant
- **American Foreign Policy Council, Asia-Pacific Initiative** Research Assistant
- **American Institute in Taiwan** Public Affairs Section, Press Attache
- **ARS Arpel Group** Marketing Senior Executive
- **The Asia Foundation** Program Officer
- **AsiaMedia Ltd.** Managing Director
- **Asian Wall Street Journal** Correspondent
- **Australian National University** Contemporary China Centre, Fellow
- **Bailey & Wong Pte Ltd.** Managing Director
- **Baker & McKenzie**, Global Director of Business Development
- **Barclays Global Investors, Advisory Services Group**
- **BearingPoint, Business Intelligence Group** IT Consultant
- **Bechtel Enterprises Asia Pacific** Regional Manager
- **Beijing Consulting Group** Director
- **Blumberg & Bagley LLP** Partner
- **Bond Street Jewellers Ltd.** Head of Diamond Division
- **The Bridge Fund** Capacity Building Volunteer
- **BridgeNews** Senior China Correspondent
- **Burlington Free Press** Copy Editor
- **Business Development Asia** Manager
- **Canadian Department of Foreign Affairs** Foreign Service Officer
- **Canadian Imperial Bank of Commerce**
- **CB Richard Ellis** Managing Director
- **CBS MarketWatch** Business Manager, Sales
- **CENTRA Technology, Inc.** Research Analyst
- **Central Michigan University** Librarian
- **CET Academic Programs** Director and Associate Director
- **Chinabrief** Editorial Assistant
- **The China Institute** Associate Director of Public Programs
- **Clearly, Gottlieb, Steen & Hamilton** Associate and Attorney
- **Clifford Chance Law Offices** Lawyer
- **CNA Corporation** Asian Security Analyst and Project Asia Deputy Director
- **Comverge Technologies**
- **Council on Foreign Relations**
- **CSIS** Research Assistant
- **CSIS, Freeman Chair in China Studies** Research Associate
- **CT Corporation** Group Product Manager
- **CVL** Regional Business Analyst
- **DDB** Regional Planning Director

- **Deloitte Touche Tohmatsu** Development Alternatives, Inc., Project Manager
- **DigitalNet Government Solutions** Field Engineer
- **DragonFly Tours**
- **DTZ Debenham Tie Leung, Occupier Services** Senior Advisor
- **Dupont Protein Technologies**
- **EEO Balance Corporation** Holistic Health Counselor
- **Eli Lilly Asian Operations, Ltd.** Corporate & Government Affairs Director
- **The Energy Foundation**
- **ENLASO (Enterprising Language Solutions)** Project Manager
- **Executive Leasing China Ltd.** Managing Director
- **The Executive Centre Shanghai** General Manager
- **Far Eastern Economic Review** Contributing Editor
- **The Ford Foundation** Beijing Office
- **Financial & Strategy Consulting**
- **Freightliner LLC** Risk Manager
- **Freshfields Bruckhaus Deringer** Marketing Manager, Legal Researcher/ Publications Editor, Legal Assistant, Attorney and Professional Support Assistant
- **GE Capital (United States)**
- **GE Capital (China)** Business Development Director
- **General Motors Overseas Corporation** Public Relations Representative
- **Georgetown University** NetID Analyst
- **Global Star** Manager & Analyst
- **GlobeCast**
- **GM Records** Executive Director/Manager
- **Goldman Sachs & Co.** Vice President
- **Goldman Sachs (Asia) LLC, Equities** Executive Director
- **Google** Adwords Representative
- **The Gramercy House** International Sales and Marketing
- **Hamilton-Madison House** Chinatown Resource Center, Associate
- **Hamline University** Assistant Professor
- **Harvard Business School** Asia Pacific Research Center
- **Haworth Furniture (Shanghai) Co., Ltd.** General Sales Manager
- **Heller Ehrman Venture Law Group** Partner
- **Hobart and William Smith Colleges** Assistant Professor
- **The Hoffman Agency**
- **Hopkins-Nanjing Center** Deputy to the American Co-Director and Director of Development
- **Horizon Mediation Services**
- **Hospice Care** Health worker
- **Hotjobs.com.au**
- **HSBC Corp. Ltd.** Customer Services Officer
- **Human Rights Watch** Lawyer
- **ICF Consulting** Project Manager
- **Indiana University** Dept. of East Asian Languages & Cultures, Assistant Professor
- **University of California-Berkeley** Center for Chinese Studies, Institute for East Asian Studies, Professor
- **Institute for International Economics** Research Assistant
- **International Broadcasting Bureau** Marketing Specialist
- **International Finance Corporation**
- **International Water Management Institute** Research Coordinator
- **International Water Management Institute** Senior Researcher
- **ISI-Thomson Scientific** Singapore Regional Office
- **IT Power China** Project Manager
- **Jigsaw International**
- **Johns Hopkins University** Bloomberg School of Public Health, Fogarty AITRP, Program Administrator
- **Kaiser Associates** Strategy Consultant
- **Katz Silver** Lawyer
- **LeBoeuf, Lamb, Greene & MacRae LLP** Marketing Manager
- **Lehman Brothers (Tokyo)**
- **Lehman Brothers (Hong Kong)** Corporate Analyst
- **Lewis & Clark College** East Asian Studies Assistant Professor and Professor
- **Linguitronics** Translator
- **Los Angeles Times** Beijing Correspondent
- **McCormick and Co.** Project Lead
- **Mercer Oliver Wyman** Consultant
- **Ministry for Foreign Affairs of Finland** Counsellor
- **MRI Worldwide**
- **Nanjing International Business Association**
- **National Committee on US-China Relations** Resident Scholar, Program Officer and Program Assistant



*“My experience at the Hopkins-Nanjing Center gave me the ability to tie the cultural to the current, the theorized to the lived; it added value to my work at the U.S. Consulate researching and guiding official visitors through news as diverse as WTO implementation and container security, financial reform and semiconductor foundries, and SARS.”*

KRIS KVOLS, 2002  
ECONOMIC PROGRAM OFFICER  
U.S. CONSULATE GENERAL,  
SHANGHAI

- **National Endowment for Democracy** Senior Program Officer Asia
- **New Asia Partners Limited** Managing Director
- **NYC Board of Education** DeWitt-Clinton High School, Social Studies Teacher
- **New York Life Insurance Company** Sales Development Manager
- **New York University** Department of East Asian Studies, Professor
- **New York Weill Cornell Medical Center** Communications Specialist
- **Nike Inc.** Footwear Business Manager
- **Nike Inc., Labor and Environmental Compliance** Global Director of Compliance Programs and Services
- **The Nixon Center** Assistant Director of China Studies
- **Off the Record Research** Asia Editor
- **Office of Food Safety and Technical Services** Agricultural Economist
- **Offit Hall Capital Management** Financial Services, Managing Director
- **Ogilvy PR Worldwide** Editor
- **Oglethorpe University** Department of Political Science, Assistant Professor
- **Orrick, Herrington & Sutcliffe LLP** Associate Attorney
- **Pastis** Public Relations Manager
- **Payne & Fears LLP** Associate
- **PBS, Creative Services** Producer
- **Pingtang No. 1 Middle School,** Professor of English
- **Pinkerton China (Ltd.)** Assistant Manager
- **PPG Industries** Corporate Planner
- **PricewaterhouseCoopers**
- **The Princeton Review of Los Angeles** Managing Director of Course Services
- **Procter & Gamble** Greater China Security Manager
- **Professional Way** Research & Development Manager
- **Queens University of Charlotte,** Political Science, Associate Professor
- **R. M. Towill Corporation** Consultant
- **RAD Data Communications Ltd.** Director of Operations for Greater China
- **Mayo Clinic, Radiology Department** Medical Resident
- **Raytheon** Business Development and Strategy Manager
- **Recall Taiwan** General Manager
- **Reed College** Economics Department, Professor
- **Reuters Group, PLC** Reporter
- **RMIT University** Community and Regional Partnerships, Administrative Project Officer
- **Salomon Smith Barney**
- **Schroder Investment Mgmt (HK) Limited** Assistant Director
- **Sculpting in Time/Speakeasy**
- **Sekhon & Sekhon** Attorney
- **SGS**
- **Shanghai Jiao Da Only Co., Ltd.** Director of the President Office
- **Shimp Drives, Inc.** Inside Sales
- **Sidley Austin Brown & Wood** Lawyer
- **Siemens Shanghai Mobile Communications Ltd.** Mobile Data Product Management, Director of Customer Solutions

- **Skadden, Arps, Slate, Meagher & Flom LLP** Associate
- **Slippery Rock University** Department of Government and Public Affairs, Assistant Professor
- **SML Labels & Packing** Product Development Managers
- **Southern Connecticut State University** Department of History, Assistant Professor
- **Southwestern University** Chinese Language, Assistant Professor
- **The Straits Times** Journalist
- **Street Tech** Executive Director
- **Sued Chemie Performance Packaging** General Manager
- **Swarthmore College** Chinese Language and Literature, Professor
- **Swiss Telecom**
- **Taipei Economic and Cultural Office** American Assistant to the Director
- **Trinity College** Department of Anthropology, Assistant Professor
- **Triton College** Department of Geography, Professor of Geography
- **Tyco Healthcare** Quality Assurance Manager
- **Typhoon Entertainment** Television and Film Producer/Director
- **UNESCO Office Beijing** Culture Section Staff
- **Unilever Bestfoods North America** Business Coordinator
- **United States Army** Colonel
- **United States-China Business Council** Publications Assistant Editor, Business Advisory Services, Director
- **United States-China Economic and Security Review** Economic Analyst
- **United States Conference of Catholic Bishops** Migration & Refugee Services, Field Support Coordinator
- **United States Consulate General (Hong Kong)** Deputy Consul General
- **United States Consulate General (Shanghai)** Program Officer, Economic Program Officer
- **United States Department of Commerce** International Trade Specialist
- **United States Department of Commerce, U.S. Commercial Service** Commercial Representative
- **United States Department of State** Foreign Service Officer, International Visitor Exchange Specialist
- **United States Department of State, Bureau of Nonproliferation** Office of Regional Affairs, Foreign Affairs Officer
- **United States Embassy (Tokyo)** Political Counselor
- **United States Embassy (Yaounde)** Political, Economic, and Commercial Officer
- **United States Federal Highway Administration** Air Quality Specialist
- **University of Akron** Political Science, Associate Professor
- **University of Chicago** MA Program in Social Sciences, Preceptor
- **University of Maryland** China Program Officer
- **University of South Carolina** Moore School of Business, Associate Director, International Business
- **University of Southern Maine** Professional Recognition Registrar
- **University of Vermont** History Department, Assistant Professor
- **University of Virginia** East Asia Center
- **ViaTech**
- **Vinson & Elkins LLP**
- **Virginia Commonwealth University** History Department, Associate Professor
- **Visteon Corporation**, Commercial Manager
- **Voice of America, China & Tibet Desk** Information Specialist
- **The Wall Street Journal** China Correspondent
- **Walter Reed Hospital** Physician
- **World Bank** Timor-Leste Country Office, Public Private Sector Development Specialist
- **Xinhua PR Newswire** Manager
- **Yale University Law School** China Law Center, Administrative Coordinator
- **Yale University Political Science Department** Assistant Professor
- **Yale University Council on East Asian Studies** Administrator for the China Program

# EMPLOYERS & POSITIONS CHINESE ALUMNI

- **A.T. Kearney** Consultant
- **Academy of Military Sciences**
- **AchieveGlobal** Public Program Manager
- **American Express** Senior Manager
- **The Amity Foundation**
- **Anhui University**
- **The Asia Foundation** Program Assistant
- **Asia Research Institute** Director
- **Association for Children of New Jersey** Tax and Policy Analyst
- **Austin Peay State University**  
Department of Communications & Theatre,  
Assistant Professor & Director,  
Communications Research Center
- **Autoliv China**
- **Bambridge International, Ltd.**  
Managing Director
- **Bank of China** Business Development  
Manager
- **Bank of Shanghai**
- **Bao Steel**
- **BOC (China) Holdings Co. Ltd.**
- **BOC Gases China**
- **BOC International Research Ltd.** China  
Research Division, Analyst
- **BearingPoint** Consultant
- **Beijing Academy of Social Sciences**  
(BASS), Department of Urban Sociology,  
Research Fellow
- **Beijing Foreign Studies University**  
Research Dean
- **Beijing Jing Tian Gong Cheng**  
Associate
- **Beijing Language & Cultural  
University** Finance Department, Teaching  
Assistant
- **Beijing Municipal Development &  
Reform Commission** Officer
- **Beijing University**
- **Booz Allen Hamilton** Associate
- **Bowdoin College** Department of Asian  
Studies, Professor of Government
- **Burson-Marsteller**, Senior Associate
- **Cadre Training Center**
- **Cap Gemini Ernst Young**
- **Capital University of Business and  
Economics**
- **Chengdu Matrix Consultants**
- **China Asset Management Co., Ltd.**  
Portfolio Manager
- **China Central Television** Strategy &  
Development Research Department,  
Researcher
- **China Construction Bank** International  
Division
- **China Development Brief** External  
Projects Officer
- **China Foreign Affairs University**  
Institute of International Studies, Associate  
Professor
- **China Institute for Reform and  
Development** Deputy President
- **China International Economic and  
Trade Arbitration Commission**  
Arbitration Secretary
- **China International Research  
Association on Transnational  
Corporations** Director of International  
Cooperation Dept.
- **China Merchants Bank** Beijing Office
- **China National Investment &  
Guaranty Co. Ltd.**

- **China Securities Co. Ltd.** Investment Bank Division
- **China Securities Regulatory Commission**
- **China-Singapore Suzhou Industrial Park** Investment Promotion Bureau
- **Chinese Academy of Social Sciences** Institute of Journalism and Communications
- **Chinese Executive Office of the World Bank**
- **Chinese Foreign Ministry**
- **Chinese Government** Translator
- **Chinese People's Institute of Foreign Affairs** Research Department
- **Chinese Permanent Mission to the United Nations**
- **Citibank, N.A.** Associate Director
- **Citibank, N.A.** Relationship Manager
- **Citigroup**
- **The College of Saint Rose**, Department of History & Political Science, Professor
- **College of William & Mary**
- **Connecticut College** Assistant Professor of Government
- **Customs Office** (China), Customs Officer
- **Deloitte & Touche** Global Capital Markets, Senior Consultant
- **Deloitte CPA Ltd.** Senior Consultant
- **Deloitte Touche Tohmatsu** Tax & Business Advisory Services, Manager
- **Delphi Delco Electronics System Suzhou Co., Ltd.** HR Manager
- **Department of International Trade** (China)
- **Dow Jones AER Company, Inc.** Singapore Bureau, Staff Reporter
- **Dupont Sabanci Polyester Europe B.V.** Financial Accountant
- **East China Normal University** Department of Business Administration, Economics Department and International Law Department Lecturer
- **Economic Research Center** Director
- **Edelman**
- **Embassy of the People's Republic of China** (Washington, DC), Second Secretary
- **The Energy Foundation** China Sustainable Energy Program, Finance Office Manager
- **Fangben Law Office** Chief Partner & Director
- **Fidelity Investments**
- **Film Distribution and Projection Company**
- **Finnish Consulate** (Shanghai), Research Assistant
- **Foreign Affairs College** Graduate Department
- **Foreign Languages School**
- **Foreign Studies College**
- **Freshfields Bruckhaus Deringer** Legal Assistant
- **Fudan University** School of International Relations & Public Affairs
- **Fujian Provincial Industry and Commercial Bank**
- **General Motors Group** (China), Investment Division, Legal Assistant
- **Georgetown University** BMW Center for German & European Studies (CGES), Visiting Scholar
- **Global Benefits Group** Managing Director
- **Guang Fa Securities**
- **Guangdong Telecommunications** Planned Finance Section
- **Guangdong University of Foreign Studies** Center of English Language and Culture, Professor
- **Guangdong University of Foreign Studies** School of International Economics & Trade
- **Guangxi Normal University** Foreign Languages Department
- **Guangzhou Education Bureau**
- **Hai Tian Hotel** Chairman & General Manager
- **Hai Tong Securities Co., Ltd.** Vice Manager
- **Haikou Foreign Affairs Office** Section Chief
- **Haitong Securities** Proprietary Trading Department
- **Hang Seng Bank**
- **HayGroup** (Shanghai)
- **Heilongjiang University** English Department
- **Hill & Knowlton Public Relations Consulting Co., Ltd.** Account Executive
- **Homeway Infotech Co., Ltd.** Editor-In-Chief
- **The Hong Kong and Shanghai Banking Corporation**
- **Hopkins-Nanjing Center** Professor
- **I Will Not Complain** (IWNC), Senior Trainer & Consultant
- **IBM Business Consulting Services** Advanced Consultant
- **IBM China Co., Ltd.**



*“As a journalist, it is very important to be open-minded and culturally sensitive, the foremost lesson that I learned at the Hopkins-Nanjing Center. Now, covering U.S. news for the Chinese media, my understanding of Chinese and American culture has enabled me to create a wonderful niche for my stories.”*

CUI FANG, 1996  
GENERAL NEWS DEPT. HEAD  
MING PAO, NEW YORK CITY

- **Industrial and Commercial Bank of China** Overseas Personnel Administration Division, Manager
- **Institute of International Education**
- **Institute of Political Science**
- **Jaxin International Corporation** President
- **Jiangsu Education Press Agency** Editor and Journalist
- **Jiangxi Daily** Current Affairs Department, Director
- **Jilin University** Qianwei Campus
- **Jilin University School of Law** Associate Professor
- **Jinan University** Department of International Relations
- **Jingmao Hyatt Hotel** (Shanghai)
- **Jingtain & Gongheng** Attorney
- **Johns Manville China** Chief Representative
- **Junior Achievement International China, Inc.**
- **Keystone Leadership Inc.** (Shanghai), Marketing Supervisor
- **King & Wood Law Office** Lawyer
- **Lehman, Lee & Xu** Attorney
- **Liaoning University** Foreign Languages Department
- **Linkage System Integration Co., Ltd.**
- **Maersk Shipping Co. Ltd.** Ningbo Branch, Finance Manager
- **Market Knowledge Group** Research Consultant
- **Meiya Power Co., Ltd.** Assistant General Counsel
- **Minfa Securities Co.** General Manager
- **Ministry of Commerce** (PRC), Department for WTO Affairs
- **Minter Ellison** Lawyer
- **Mongolia Academy of Social Sciences**
- **Nanjing Agricultural University** Professor
- **Nanjing Agricultural University Foreign Languages School**
- **Nanjing Economics Institute** Foreign Languages Department
- **Nanjing Engineering College** English Professor
- **Nanjing TV**
- **Nanjing University Department of Economics** Professor
- **Nanjing University Department of History**
- **Nanjing University Department of Journalism**
- **Nanjing University Foreign Students Department**
- **Nanjing University Foreign Studies School**
- **Nanjing University International Relations and American Diplomatic History** Associate Professor
- **Nanjing University Law School** Professor
- **Nanjing University School of Business**
- **Nankai University**
- **National Academy of Chinese Theater Arts** Lecturer
- **Naval Research Institute** PLA China, Senior Captain Research Fellow
- **Neo-Linde Management Consulting** General Manager

- **NEW FORTUNE Magazine House**
- **New Zealand Commerce & Industry Office** Consultant
- **Nihon University** Graduate School of Business, Professor
- **Nortel Networks (China) Ltd.**
- **North Carolina State University** Political Science & Public Affairs Department
- **North China Electric Power University**
- **Northeast Normal University** History Department
- **Northern Illinois University**
- **Oklahoma State University** Curriculum and Educational Leadership Department, Assistant Professor
- **OOCL Shanghai**
- **Oracle** Consultant
- **Oregon College of Oriental Medicine** Program Administrator
- **PaceGlobal Energy Services** Senior Analyst
- **Paul, Hastings, Janofsky & Walker LLP** Legal Assistant
- **Peking University** Law School
- **Peng Hua Fund Management Company**
- **Pennsylvania State University** Political Science Department, Assistant Professor
- **People's Daily** International Department, Correspondent
- **People's University**
- **Ping An Securities Company Ltd.** Capital Management Department
- **PriceWaterhouseCoopers Advisory Services** Consultant
- **PriceWaterhouseCoopers Global Risk Solutions** Senior Consultant
- **Procter & Gamble** Unit Manager
- **Procter & Gamble (Guangzhou) Ltd.** Finance Manager
- **Pudong Development Bank** Senior Policy Officer
- **Reading University** Sociology Department, Professor
- **Rexcon Global Holdings Ltd.** Director & Deputy General Manager
- **Samsung SDS China** Financial Consultant
- **San Diego State University** Political Science Department, Assistant Professor
- **Seattle University** History Department, Associate Professor
- **Seton Hall University** School of Diplomacy, Assistant Professor
- **Shanghai Academy of Social Sciences** Information Research Institute, Professor & Director of Cultural Research Section
- **Shanghai B. Thinking Management Consulting Co. Ltd.** Consultant
- **Shanghai Far East Press**
- **Shanghai Huaihai Commercial (Group) Co., Ltd.** Pudong Airport Branch, Vice Manager
- **Shanghai Bund Development Co. Ltd.**
- **Shanghai Institute for International Studies** Research Fellow
- **Shanghai Institute of Foreign Trade** Law School, Assistant Professor
- **Shanghai International Consulting Co., Ltd.**
- **Shanghai Jiaotong University** Professor
- **Shanghai Meridian Magnesium Products Co. Ltd.** Finance Controller
- **Shanghai Omnigear Co., Ltd.**
- **Shanghai Oriental Pearl (Group) Co., Ltd.** Vice President
- **Shanghai Technology Utilization School** Foreign Languages Department
- **Shanghai Totole Flavouring Food Co., Ltd.**
- **Shanghai University** English Teacher
- **Shanghai World Expo Coordination Bureau** Manager, Marketing Dept.
- **Shenzhen Daily** Editor
- **Shenzhen Export Processing Zone** Investment Promotion Department
- **Shenzhen Press Group** Editor
- **Sichuan Foreign Languages Institute**
- **Sichuan University** Chinese Department, Professor
- **Sinochem International Fertilizer Trading Corporation** China National Chemical Import and Export Company (SinoChem), Sales Manager
- **SL International Consulting Co., Ltd.** Chairman
- **Softbank** Corporate Finance Associate
- **Spotlight Solutions**
- **Standard Chartered Bank** Associate
- **State Administration of Taxation** International Taxation Department
- **State Agency and Publication Administration**
- **The State Council Information Office**
- **Stern School of Business** Marketing Department, Professor
- **Strategic Intelligence** Analyst



*“Doing business in any country requires a strong network, and being a Hopkins-Nanjing alumna is a key component of both my business and personal networks. I feel fortunate to have had the Hopkins-Nanjing Center experience. It has led me to lifelong friendships and has been pivotal in helping to shape my career.”*

SHARI LITOW, 1993  
SIX-SIGMA BLACKBELT TOP  
LINE GROSS  
DUPONT PROTEIN  
TECHNOLOGIES  
CHICAGO, ILLINOIS

- **Suzhou Gaoda Redian Company, Ltd.** Project Manager
- **Suzhou University Press** Assistant Editor
- **Teamway Economic Research Co., Ltd.**
- **Tian An Insurance Company**
- **Tianjin University of Technology** Institute of Foreign Studies
- **Tieling Municipal Bureau of Foreign Trade & Economic Cooperation** Deputy Director
- **Tiewuju Development Company**
- **U.S. Info-Tech** Research and Publications Director
- **U.S.-China Business Council**
- **U.S. Consulate General (Shanghai)** Consul Assistant and Economic Assistant
- **U.S. Consulate General Agricultural Section (Shanghai)** Senior Assistant
- **University of Massachusetts** Amherst
- **The University of Waikato**
- **United China Consultants Ltd.**
- **University of Arizona** Graduate Teaching Associate
- **University of California** San Diego
- **University of International Business and Economics** Lawyer & Professor
- **University of Maryland** Department of Government and Politics, Visiting Scholar
- **University of Minnesota** Professor of Chinese Literature
- **University of Minnesota** Professor of History
- **The Voice of America** US International Broadcasting Bureau, Broadcast Journalist
- **W.L. Gore & Associates Technologies**
- **WanBao Resources Co., Ltd.** Manager
- **Wang Jing & Co.** Lawyer
- **Wildman, Harrold, Allen & Dixon LLP** Associate
- **Wright & Justice** Attorney
- **Wuhan University** Professor
- **Wuhan University School of Law** Assistant Professor
- **Wuhan University Public Administration School**
- **Xiamen Local Taxation Bureau**
- **Xiamen University** Associate Professor
- **Xiamen University Institute of Higher Education**
- **Xi'an Foreign Languages University** Professor
- **Xinhua News Agency** Correspondent
- **Zhejiang University** Department of Sociology, Lecturer
- **Zhongquan Asset Mgmt. Co., Ltd.** Chairman of the Board
- **Zhongshan University Department of Politics and Administration**
- **Zhongshan University School of Business**

# UNIVERSITIES & DEGREES INTERNATIONAL ALUMNI

- American University, MA
- American University School of International Service, MA
- Australian National University, MA
- California Institute for International Studies, MA
- Columbia University, PhD
- Columbia University College of Physicians and Surgeons, MD
- Columbia University School of Law, JD
- Cornell University Medical School, MD
- George Washington University School of Public Health & Health Services, MPH
- Georgetown University Law Center, JD
- Georgetown University Walsh School of Foreign Service, MA
- Harvard University, MA
- Harvard University, PhD
- Harvard University Business School, MBA
- Harvard University Law School, JD
- Harvard University Medical School, MD
- INSEAD, MBA
- Johns Hopkins University School of Advanced International Studies (SAIS), MA
- Johns Hopkins University School of Advanced International Studies (SAIS), PhD
- KDI School of Public Policy, MPP
- London School of Economics, MSc
- Massachusetts Institute of Technology
- Melbourne Business School, MBA
- Monash University
- Monterey Institute of International Studies, MA
- New York University School of Law, JD
- Northwestern University, MA
- Northwestern University Kellogg School of Management, MBA
- Oregon State University, PhD
- Seattle Institute of Oriental Medicine
- Stanford University
- University of California-Davis, PhD
- University of California Hastings College of Law, JD
- University of California Santa Barbara
- University of Chicago, PhD
- University of Illinois, PhD
- University of Massachusetts-Boston, MSPA
- University of Michigan
- University of Michigan Law School, JD
- University of Minnesota Law School, JD
- University of Pennsylvania Law School, JD
- University of Pennsylvania Wharton School of Business, MBA
- University of Southern California, PhD
- University of Texas, PhD
- University of Virginia, MS
- University of Virginia, PhD
- University of Virginia Law School, JD
- University of Washington, PhD
- University of Washington School of Law, JD
- Washington University in St. Louis, MBA
- Yale University Law School, JD

# UNIVERSITIES & DEGREES CHINESE ALUMNI

- Australian Graduate School of Management, MBA
- Beijing Foreign Language University, MA
- Beijing Second Foreign Language University, MA
- China Europe International Business School, MBA
- Chinese University of Politics and Law
- City University of New York, MA
- Columbia University, PhD
- Cornell University, PhD
- Florida State University, MA
- Fordham University, MA
- Foreign Affairs College, MA
- Georgetown University, PhD
- Harvard University Law School, JD
- Huazhong University of Science and Technology
- Inner Mongolia University
- INSEAD, MBA
- IUHEI
- Jilin University Law School
- Johns Hopkins University School of Advanced International Studies, MA
- Johns Hopkins University School of Advanced International Studies, PhD
- Monterey Institute of International Studies, MATFL
- Nanjing University, MA
- Nanjing University, MBA
- Nanjing University, PhD
- Nankai University, MA
- Nankai University, MBA
- Nankai University, PhD
- North Carolina State University, MPP
- Northern Arizona University, PhD
- Northwestern University Kellogg School of Management, MBA
- Peking University
- Pennsylvania State University School of Business, MBA
- Pennsylvania State University, PhD
- Princeton University
- Renmin University School of Foreign Languages and Cultures, MA
- Smeal College of Business
- Southeast University (Nanjing) School of Economic Management
- State University of New York at Albany
- Tianjin Foreign Studies Institute, MA
- University of California-Santa Cruz
- University of Chicago, PhD
- University of Cincinnati, MA
- University of Maryland
- University of Minnesota
- University of Missouri-Kansas
- University of Nottingham, MA
- University of Oklahoma, PhD
- University of Oregon, MA
- University of Ottawa, MBA
- University of Pennsylvania Wharton School of Business, MBA
- University of Pennsylvania, PhD
- University of Washington School of Law, JD
- University of Washington, PhD
- Warwick University Law School
- Westminster University
- Wuhan University, MBA
- Xi'an International Studies University
- Xiamen University
- Yale University

## PREPARED FOR THE FUTURE *continued from p. 1*

ILLUSTRATION C:

### Hopkins-Nanjing Center Chinese Alumni by Employment Sector: Classes of 1987-2003

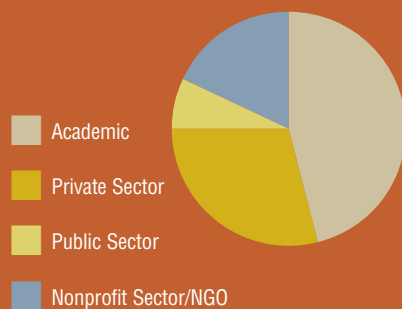
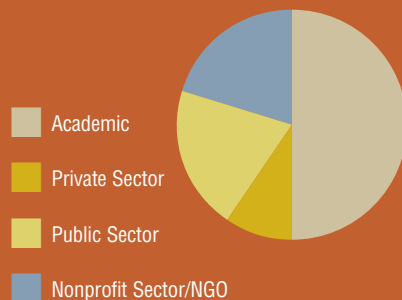


ILLUSTRATION D:

### Hopkins-Nanjing Center International Alumni by Employment Sector: Classes of 1987-2003



HNC Chinese alumni are nearly evenly split between employment in academia (46%) and the private sector (42%). This represents substantial growth for both career tracks since 2001, when the private sector was the most popular destination for Chinese alumni (about 35%). You will note from the graph, that the top three subcategories for Chinese students in the private sector are in business (29%), consulting (24%) and banking / finance (23%). Graduates seemed to move from employment in the public sector into academia and private business, as only 7% of Chinese alumni are employed in the public sector in 2004, compared with approximately 25% in 2001. This may be due to economic reforms in China that have encouraged the growth of private enterprises while also closing many state-owned-enterprises. The substantial drop in number of Chinese alumni employed in the public sector could also be a factor of survey data, however, as the distinction between the private and public sectors in China is at times difficult to determine. (See Illustration C at left.)

International alumni employment distribution changed very little between 2001 and 2004, the only gains made in the private sector (from 47% to 50%) at the expense of the public sector (from 12% to 9.5%). The level of participation of international alumni in the private sector has remained high despite the lagging American economy over the same period. A large portion of international alumni also work in the private sector, with the largest percentage in business (37%), and the next two largest categories being consulting (18%) and law (15%). A growing number of international alumni are working in or preparing for careers in medicine, public health and traditional Chinese medicine. (See Illustration D at left.)



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