

# Wqdlovejia essay

[Business](#), [Accounting](#)



When studied in my high school, was the captain of the basketball and football team of my class and lead our team to win the second prize and third prize respectively. I am proud of not only the ability of my leadership but also the teamwork spirit. The third thing is about my internship. I have got a internship in a entertainment company which focus on organizing Chinese party in Sheffield in ASK. The company plan to produce a membership card which can not only provide the card-holder discounts in their own products but also in many Chinese shops and restaurants. I have persuaded 5 bosses (second in our team) of listed Chinese shops and restaurants to co-operate with us and provide discounts.

My ability and skill of negotiation and communication has been praised by our team and I am very proud of this achievement. Please describe your motivation for wishing to work for HASH and your chosen business area. Outline the key skills you possess that would make you a suitable candidate. In your answer we will be looking for clear evidence Of motivation. 250 words Max) There have three main reasons why really want to work for HASH. Firstly, I really love to do financial work especially in bank because I feel it is very interested and changeable to earn money with money.

In additional, my major in undergraduate is accounting and financial management and I got 57 average points. Therefore I am confident about my financial acknowledge and study skill, which could make me adapt and integrate into your high-speed and challenged environment quickly. Secondly, HASH is good place to study. HASH is one of biggest international bank in the world with plenty of opportunities for me to move forward in my career. As HASH said in its official website, I can got opportunities to access <https://assignbuster.com/wqdlovejia-essay/>

to the information about the whole bank at every career stage, from undergraduates to senior executives. Moreover, you expect the staff with good teamwork spirit, communication.

I really confident about my teamwork spirit and I really like to communicate with others to share experience and knowledge. I believe once I can join your team I will integrate into and make friends with colleagues. Thirdly, HASH is more suitable for me because HASH focus more on global market than other banks. What is more, HASH is most popular and biggest reign bank in China.

Therefore, if I work for HASH, to have both British and Chinese studying background could be my biggest advantage to make contribution for the link between these two international markets. Please describe a situation when you actively challenged someone about a decision or an action you felt was wrong for the wider team's success. (Describe the situation, your actions and the end result). 250 words Max) When worked for Entertainment Company, they plan to issue a card with many discounts in various Chinese shops and restaurants, which is most attractive for customers . Therefore, my boss decided to improve the price of the card after Christmas. The company also planed to hold a Christmas Chinese party and take the advantage of cheap party tickets to improve the sale of the membership card. The strategy of the company is if the clients buy a membership card, they can buy party tickets at 1 pound (8 pounds in the past). However, after one-week sales, I found the majority of clients only had interest in card.

They don't want to pay One pound more for party. Therefore, suggested the company to take the advantage of membership card to sale he tickets. My

plan is that the company improves the price now to eight pounds because it was very easy to sale at five pounds. Then the company claimed to the clients if you buy the tickets (1 pound) and support our Christmas party, you will have chance to buy our membership card at 5 pounds, which is our Christmas gift and preference. It will have two benefits; first one is to increase the revenue because those who really want to buy cards must wish to pay one more pounds. Secondly it can make the plan of increase to be reasonable and logical.

However my boss refuse my advice ND said he believe the party will be more attractive. Tell us about a time when you invited or encouraged others to offer a different perspective or opinion in order to deliver a better solution. (Describe the situation, your actions and the end result). 250 words Max)

When studied in Sheffield University, I had a coursework which require our group to make a research and analyze about the business environment of Toyota. We found although Toyota dominate the car industry, the increase rate and profit has decreased continually. In additional the subsidiary business has increased dramatically in the same period.

Therefore, when we began to write the part of recommendation, we meet a question about whether Toyota should reduce the investment on car industry (main business) and put the money in other industries. I suggested that Toyota should focus on its main business. Although the profits decreased, it is higher than profits from other business. The reasons why the other businesses have such fast increase are they all in the low market position. That is to say, the more market share Toyota got, it will face the higher level

of competition and got the slower increase. However, thought my opinion must not be impressive; therefore I encouraged my partners to discuss and provide different points to make the recommendation more reasonable. After the discussion, my partner pointed Toyota needs to develop other industries and reduce the investment on car industry because "cannot put eggs in one basket".

Finally, I persuade them to agree 80% of my view. We all agree Toyota save the funds from extending car market and put that in other industries because car industry is in the stage of maturity of industry life cycle, which means the declined stage is coming. When I was in Sheffield University, I joined a Chinese basketball team. We have played many games and build very nice relationship with each other. The most important thing that makes me more employable is teamwork. During the period with my team members, learned a lot about teamwork.

I know how to participate and how to invite and encourage others. When we lose game or argued with each others, I can talk with others in patient way. I also took part in much about discussing as well as inviting other shine people to discussing why we lose and how to improve. Therefore, I have know well how to communicate and co-operate with others during that period.