

The Cal Poly Orfalea College of Business 11-Month Masters in Industrial & Technical Studies Program

Admission and Application Information, Deadlines and Cost

What you need to know

许可和申请信息、最后限期和费用

Criteria Used to Select Candidates for Admission to the Cal Poly 11-Month Masters in Industrial & Technical Studies Program 选拔标准

We warmly welcome applicants from Asia to apply to our program.
我们非常欢迎来自东亚的学生报名参加我们这个课程。

Candidates for admission are evaluated based upon a variety of elements, including but not limited to:
申请者的评估要求有（但并不只考虑）：

- Where they earned their undergraduate degree. 从哪里拿到学士学位
- Their undergraduate discipline (Industrial Technology or some closely related discipline such as Engineering). 他们的学位质素（工业技术或工程师方面的）
- GPA for their last two year of study. 在校最后两年的学分绩点
- GMAT or GRE exam scores. GMAT和GRE考试成绩
- TOEFL exam scores. TOEFL成绩
- Professional background/work experience if any. 专业背景/工作经验（有的话可以提供）
- Responses to questions posed in the supplemental application. 对补充申请问题的回答
- Letters of recommendation. 推荐信

Although each of these elements play a part in the admission decision, the GMAT/GRE exam score is a particularly important factor. Our current mid 80% range GMAT for the MS in I&TS is 550 to 620 (the minimum competitive GRE score for consideration is 1050), and the normal successful international applicant will possess a GMAT score near, at or above 580 and a GRE score above 1100 if they possess little or no full-time work experience. A competitive grade point average (GPA) is also important. In general, successful candidates for admission to the MS in I&TS program have a GPA above a 3.0. A solid TOEFL score is also important.

虽然以上要素都是我们作决定的考虑因素，但最重要的还是G M A T考试的成绩。80分（100分满分）对应的G M A T分数是570到680左右，一般没有全职工作经验的国际学生的通过分数都在600分左右。您的最后两年学分绩点也非常重要，一般能同过考核的学生其绩点都高于3.0。一个好的T O E F L成绩对您来说也很有帮

The Eight Required Steps and Deadlines To Apply For Admission To The 11-Month Cal Poly Masters in Industrial & Technical Studies Program 申请的八个步骤和限期

****Make sure you send the right document to the correct office and address!!
确保您的文件发到正确的办公地址！！**

1. *At the time you begin to apply to our MS in I&TS program you must have already **completed** your Baccalaureate degree from an acceptable university in Industrial Technology or a closely related discipline (e.g., engineering).*
当您申请我们MBA课程时，您必须已在合格的大学获得学士学位（如工程技术）
2. *Complete the online CSU Mentor Form for International Admission Applications in a timely manner (<http://www.csumentor.edu/>)*
国际学生请按时填写好CSU指导表(<http://www.csumentor.edu/>)

Go to the CSU Mentor web site (<http://www.csumentor.edu/>) and fill out the International Admission Applications form.
请到CSU指导网站(<http://www.csumentor.edu/>)填写好国际学生申请表。

A non-refundable \$55 check (USD) (this amount could change and will be noted on the CSU Mentor site), made payable to “**California State University**”, is also required for the Cal Poly Admission Office to process your application and should be sent directly to the **Admission Office** at the following address:
请把申请费用一张55美元的不可退还支票（数目可能有变，请留意CSU知道网站）寄到以下地址：

Admission Office
Cal Poly State University
San Luis Obispo, CA 93407-0031
USA

Deadline: You cannot go online and complete the CSU Mentor Form before October 1. On October 1 the CSU Mentor system opens. Once it opens, you must then complete this Application Form no later than November 30.

限期：10月1日后可在网上填写CSU指导表格。11月30日前填写完并上交。

The system may also allow you to pay this \$55.00 by credit card. If not, please

plan accordingly and obtain and send the noted check so that it is received by the Admission Office at the above address by November 30.

系统可接受您用信用卡缴付 55 美金的申请费。如果不能的话，请于 11 月 30 日前将支票寄到以上地址。

3. *Gather and submit official transcripts in a timely manner, translated and evaluated, from all previous universities you have attended.*

收集和按时提交您所读过的大学的成绩单（以进行翻译和评估的）。

As part of the Cal Poly MS in I&TS admission process for international students, we need you to send us an original transcript, AND also have that undergraduate transcript translated into English, AND have that English translated document evaluated.

作为国际学生，您需要寄给我们成绩单原本，翻译好的学士成绩单和翻译好的有关评价。

Parts A, B and C below discuss this process.

以下是此过程的详细分析：

This can be one of the more difficult, frustrating and lengthy parts of the application process for international applicants to complete, **so please read the below closely and please in advance and accordingly.**

这有可能是国际学生申请工作中比较困难的一个步骤，所以，请务必认真阅读以下内容，提前做好准备：

A. Contact your undergraduate institution and request three (3) official transcripts.

Keep one (1) of these official transcripts for your own file, in case the others are lost or misplaced in the process discussed below.

联系您获得学位的学院并向其索要 3 份正式成绩单。自己留一份，以免其他两份丢失或寄错地方。

You (not your undergraduate institution) need to then send one (1) of these official transcripts, in its native language, to the following address at Cal Poly (do not break the seal of the envelope to that official transcript):

您（而不是您所毕业的院校）需要寄一份成绩单（原本）到以下地址（请确保封口完好）：

Admission Office
Cal Poly State University
San Luis Obispo, CA 93407-0031

USA

Deadline: The Cal Poly Admission Office must receive this official transcript from you, in its native language, no later than April 1.

限期：您须在4月1日前把成绩单原本寄到我们的招生办公室。

- B. Next, take the other (3rd) official transcript you obtained from your undergraduate institution and submit it, in its native language, to a translator at or who is certified by one of the below entities, so it can be translated into a **certified English translated document**:

将另外一份成绩单原本上交以下给专业的翻译机构翻译成英语：

- Institute for International Education (IIE)
- AMIDEAST
- Saudi Arabian Education Mission
- United States Embassy or Consulate

After you receive your certified English translated document/transcript back from the translator, you will need to **then** submit that translated document/transcript to AACRAO or ACEI for evaluation (see Part C below). To be safe, be sure to keep an extra copy of this certified English translated document/transcript for your own file, in case AACRAO or ACEI loses the set you submit to them.

收到翻译本后，请将翻译本上交到AACRAO或ACEI进行评估（请看C部分）。以防万一，请自己保留一份翻译副本。

Deadline: At the same time you follow Step 2 above and fill out the CSU Mentor Application Form, we strongly recommend that you also start this English translation process for your transcript. This process will take you some time to complete and you need to plan accordingly.

限期：我们建议您在完成第二步填写CSU申请表时进行翻译。因为翻译将需要一段时间。

Further, if you attended multiple schools or universities as part of the completion of your undergraduate degree, you will need to have a translation completed for each transcript from each school.

还有，如果您所就读的是多所学校，请提供每所学校的成绩单。

- C. Next, an **independent evaluation of your English translated transcript** is also required. You will be responsible for arranging and completing this evaluation.

我们需要对您的翻译本成绩单进行独立评估。您要负责安排和完成这次评估。

This evaluation process can be **VERY** time-consuming and students are advised to begin the process **EARLY**, as the **delay caused by this evaluation process is the primary**

reason that students miss the submission deadline to most American universities.

这个评估的过程将需要很长时间，因此我们建议您尽早准备。因为这个评估的推迟是学生错过许多美国大学开学的原因。

The approved evaluation agencies you must use are the American Association of Collegiate Registrars and Admissions Officers ([AACRAO](#)) and the Academic Credentials Evaluation Institute [ACEI](#). From either agency you should request what is called the **Basic Report/Statement of Comparability**.

评估机构是the American Association of Collegiate Registrars and Admissions Officers ([AACRAO](#)) 和 the Academic Credentials Evaluation Institute [ACEI](#)。您需要其中一个所给出的基本报告 / 可比性陈述 (**Basic Report/Statement of Comparability**) 。

Here, what you need to do is submit your English certified translated document/transcript to AACRAO or ACEI in a timely manner for evaluation. Be sure to request to AACRAO/ACEI that they timely process and evaluate your transcript, and upon completion, **THEY** send their evaluation (“Basic Report/Statement of Comparability”) directly to Cal Poly at the following address:

这里，您所需做得就是准时上交您的翻译本成绩单给AACRAO 或ACEI进行评估。请就算好他们所需的时间，因为他们会将评估结果直接寄到以下地址：

Admission Office
Cal Poly State University
San Luis Obispo, CA 93407-0031
USA

To be safe, be sure to also ask AACRAO or ACEI to provide you with an extra copy of their evaluation for your own file, in case the evaluation they send to Cal Poly gets lost in the mail or misplaced.

以防万一，请要求AACRAO 或 ACEI给您提供一份评估结果的副本。

Deadline: At the same time you follow Step 2 above and fill out the CSU Mentor Form, we strongly recommend that you also start this AACRAO/ACEI transcript evaluation process. Cal Poly must receive the AACRAO or ACEI evaluation of your transcript no later than April 1. Please plan accordingly!!!

限期：我们强烈建议您在填写CSU表格时开始此项工作。我们须在4月1日前收到您的评估结果!!!

4. Submission of the  [Supplemental Application](#) in a timely manner.

(<http://wirelesscob.cob.calpoly.edu/forms/SupplementApp.pdf>)

填写以下表格 [Supplemental Application](http://wirelesscob.cob.calpoly.edu/forms/SupplementApp.pdf)
(<http://wirelesscob.cob.calpoly.edu/forms/SupplementApp.pdf>)。

Our MS in I&TS program also requires you to complete and submit a Supplemental Application, that is *separate and in addition to* the CSU Mentor Form noted above.
我们的工业与技术理学硕士课程同样要求您填写以上表格。

Your completed Supplemental Application should be mailed directly to the following address (note that this is a different address and office than the one noted above for the Admission Office):

完成后请邮寄到以下地址（注意：与上述地址不同）：

Graduate Programs Office

限期：4月1日前寄到。

Typically, applicants obtain letters from someone familiar with their work/job performance. It is also normal and acceptable for an applicant to obtain a recommendation letter from a former professor they worked closely with and a second recommendation letter from a prior or current employer.

通常，申请者可选择以下人选为推荐者：熟悉您的功过表现的人，您以前的教授和您最近的雇主。

6. GMAT or GRE examination

GMAT或GRE考试

For the MS in I&TS, applicants may choose to take either the GMAT **or** the GRE.
申请者可选择参加GMAT或GRE考试。

GMAT: The Graduate Management Admission Test (GMAT) is administered by Pearson VUE. The test dates, times, and locations, free tutorial and test preparation downloads can be found on their website <http://www.mba.com/mba>
研究生管理资格考试（GMAT）由Pearson VUE举办的。考试时间，地点，辅导和准备工作可从他们的网站找到<http://www.mba.com/mba>。

Note that the GMAT can only be taken only once every 30 calendar days. Further, as of 2007, it costs \$250 (US) to take this test. Thus, it is important that applicants take this test seriously, study hard before taking it, and not take the test until they are prepared to do their best work.

请注意：此项测试每30日可参加一次。还有，在2007年，这项测试的收费是250美金一次。因此，申请者应在充分准备后才去参加。

Click **here** for GMAT Study Tips.

点击这里获得有关GMAT学习的提示。

If you take the GMAT, an official copy of your GMAT scores *must* be sent by the testing service to Cal Poly (**Program Code: JQL-CM-82**).

您的GMAT分数将由考试服务中心寄到我们学校（课程号码是：JQL-CM-82）。

GRE: The Graduate Record Examination (GRE) is administered by the Educational Testing Service (ETS). The test dates, times, and location, free tutorial and test preparation download can be found on their website <http://www.gre.org/>.

GRE：研究生成绩考试是由教育测试服务（ETS）举办的。考试时间，地点，辅导和准备工作可从他们的网站找到<http://www.gre.org/>。

Note that the GRE can only be taken only once every 30 calendar days. It can be taken no more than five times in 12 months. Further, as of 2007, it costs \$175 (US) and \$170 (US) respectively, to take this test in China and India. Thus, it is important that applicants take this test seriously, study hard before taking it, and not take the test until they are prepared to do their best work.

注意：GRE考试每30天进行一次。12个月内不能参加多于五次。还有，2007年在中国和印度的收费是175和170美金。因此，申请者应在充分准备后才去参加。

If you take the GRE, an official copy of your GRE scores *must* be sent by the testing service to Cal Poly (**Program Code: 4038**).

您的分数将由考试服务中心寄到我们学校（课程代码是**4038**）

Other:

其他：

If the GMAT or GRE testing service offers an unofficial copy of your score, you can fax it to us for a preliminary review (Orfalea College of Business Graduate Program fax number: **(805) 756-0110**).

如果考试服务中心向您提供的是非正式成绩单，您可以传真给我们（研究生课程传真号码：**(805) 756-0110**）

If applicants take the GMAT or GRE and do poorly on it, they need to allow themselves enough time to study and re-take the exam. We will take and consider your highest cumulative score.

如果申请者的GMAT或GRE成绩不如理想的话，他们需要再次进行测试。我们将以申请者的最高分数为准。

Deadline: Take the GMAT OR GRE test so your scores are received by Cal Poly no later than April 1.

限期：您的GMAT成绩单必须在4月1日前寄到我们办公室。

7. **TOEFL** (*Test of English as a Foreign Language*): <http://www.toefl.org>

TOEFL托福考试: <http://www.toefl.org>

TOEFL scores must be at least 550 on a paper-based test, **213 on a computer-based test**, or 80 on the new internet-based exam.

托福的分数必须是：笔试550分以上，电脑考试213分以上或网上考试80分以上。

The score must be submitted directly to:

分数必须寄到：

Admission Office

Cal Poly State University
San Luis Obispo, CA 93407-0031
USA

Deadline: Take the TOEFL test so your score is received by Cal Poly no later than April 1.

限期：我们必须在4月1日前收到您的成绩。

8. *Complete and submit the following additional documents in a timely manner:*

准时完成并上交以下附加文件：

 **Health Insurance Contract** (http://www.ess.calpoly.edu/_admiss/international/pdf/healthcon.pdf)

 **Financial Responsibility** (http://www.ess.calpoly.edu/_admiss/international/pdf/certoffees.pdf)

 **Spouse/Dependent Declaration** (http://www.ess.calpoly.edu/_admiss/international/pdf/dep.pdf)

Banking Statement (http://www.ess.calpoly.edu/_admiss/international/bank.htm)

Note: You need to have a current banking statement sent to Cal Poly, verified by your sponsor's banking institution re: the amount of funds available to support your educational expenses (must show minimum of \$27,000 – US). Be sure to keep a copy of this document for your own file.

注意：您需要寄给我们您最近经您担保人金融机构证实的银行凭证。关于：能支持您的学费的存款数目（最少要有27,000美金）。请自己也保留一份。

Send **each** of these documents to:

将这些文件寄到：

Admission Office
Cal Poly State University
San Luis Obispo, CA 93407-0031
USA

**Summarizing the Application Deadlines For
Cal Poly's 11-Month MS in I&TS Program**
工业和技术理学硕士课程课程申请限期汇总

1. At the time you begin to apply to our MS in I &TS program you need to have already **completed** your Baccalaureate degree from an acceptable university in Industrial Technology or a closely related discipline (e.g., engineering).

申请人须以有学士学位（如，工程技术）。

2. Complete the online CSU Mentor Form for International Admission Applications and pay the requisite registration fee by November 30.

在11月30日前完成CSU表格和缴立申请费。

3. Submit one (1) official transcript, in its native language, and from all previous universities you have attended, directly to the Cal Poly Admission Office so that it is received by April 1.

邮寄一份成绩单原本到我们的办公室，4月1日前寄到。

4. Submit a second set of your official transcript, from all previous universities you have attended, and have it **translated** into English and then **evaluated** by AACRAO or ACEI. **Start this process early.** This step takes time. Cal Poly must receive your AACRAO/ACEI evaluation by April 1.

上交您的翻译本成绩单到AACRAO 或 ACEI进行评估。并于4月1日前寄到我们办公室。
务必提前准备！！

5. Submit the completed Supplemental Application so it is received by April 1.

完成并提交所有补充申请并于4月1日前寄到。

6. Have two Recommenders send recommendation letters (in English) to us so they are received by April 1.

寄给我们两封推荐信（英语），4月1日前寄到。

7. Submit competitive GMAT (or GRE) and TOEFL scores so that they are received by us by April 1.

上交GMAT（或GRE）和TOEFL的成绩，于4月1日前寄到。

8. Submit the following documents to us so they are received by April 1:

以下文件须在4月1日前寄到：

- a. Health insurance contract.
- b. Financial responsibility document.
- c. Spouse/dependent declaration.

d. Banking statement.

Again, you need to have a current banking statement sent to Cal Poly, verified by your sponsor's banking institution re: the amount of funds available to support your educational expenses (must show minimum of \$27,000.00 – US).

再重复一次：您需要寄给我们您最近经您担保人金融机构证实的银行凭证。关于：能支持您的学费的存款数目（最少要有27, 000美金）。请自己也保留一份。

Estimated Costs for the Cal Poly 11-Month Master of Science in Industrial & Technical Studies Program

The below estimated costs are for the 2008-2009 academic year for the 11-month MS in I&TS program. Note, however, that University tuition, fees and living expenses are subject to change and will rise in the future. The estimated amounts below are current as of July 2007.

以下估计所需费用是2008-2009学年度的。请注意，学费和其他生活费用在将来会有所变化。估计费用是2007年7月20日之前。

The below room and board costs are also on the conservative side, and assume careful budgeting as well as the sharing of living quarters with at least one other person. Please be aware that your expenses may be higher depending on your personal lifestyle. The total international student budget shown below also reflects our best estimate of costs. Final costs may also be slightly higher depending upon the final costs associated with the International Business Tour.

以下食宿费用是保守估计，预算是在您和同宿舍伙伴的生活开支上假设出来的。请注意，您的生活方式会影响您的生活费用的多少。以下所展示的国际学生的生活费用预算是反映我们的最优估计。最后费用会取决于国际商务旅程的费用。

In summary, as the below notes, if you are an international student, as of 2007 you should plan and budget for a total cost of approximately \$34,123 (US), which includes tuition, registration and international fees, books, supplies, lab fees, study tour fee, room and board, transportation, and personal expenses.

总而言之，如果您是一位国际学生，根据2007年7月20日以前的费用的计算，您应该准备大约34,123美元的预算。其包括：学费，注册和国际费用，书费，供给费用，学习之旅的费用，膳宿费，交通费和个人开支。

While this amount is not insignificant, if you do your market research you will find that our MS in I&TS degree is unique and is offered at a price **significantly lower** than the credible competition. At other credible schools in the United States you could expect a total price tag of **significantly** more than \$34,123 (US). The brand value of a Cal Poly MS in I&TS degree is also high. Further, one of the advantages of obtaining our 11-month MS in I&TS degree is that the opportunity cost of pursuing such an accelerated degree is much lower than pursuing the traditional, two-year slower paced master's degree, as our degree allows you to return to the work force more quickly to generate income.

这些费用并不是无关紧要的，如果您做过市场调查，您会发现我们的MBA课程的学费比其他可靠的竞争者低很多。在美国的其他可靠的学校，工业和技术理学硕士学位的学费至少要34,123美元。Cal Poly 工业和技术理学硕士学位的品牌价值也相当高。还有，参加我们MBA促成课程的其中一个优势就是您可以在一年之内完成别人要两年才可以完成的MBA课程，也就是说您可以早别人一年回到您的工作岗位。

Financial Support/Scholarships: 财政支援/奖学金

If you are accepted into the program and are a student with a **strong background and interest in one of the below areas**, we may be able to offer you financial assistance in the form of a part-time research or part-time lab assistant with one of our Industrial Technology professors (and provided your Visa so allows such employment). Please contact the faculty noted below if you have such an interest, and be sure to provide them with your résumé and a statement of interest and qualifications:

如果您被录取，而且您对以下的领域有研究或者特别有兴趣，我们将以雇佣您为我们其中一位教授工作的方式来向您提供经济援助（和为您提供相关签证）。请联系以下教师并向其提供您的简历、对此领域的认识和资格证书。

- Value chain management (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Dr. Eric Olsen (eolsen@calpoly.edu);
- 价值链管理(Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Dr. Eric Olsen (eolsen@calpoly.edu);
- Packaging science and technology (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Dr. Jay Singh (jasingh@calpoly.edu);
- 包装技术和科学 (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Dr. Jay Singh (jasingh@calpoly.edu);
- Technology entrepreneurship and innovation (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Professor Jim Valdez (jvaldez@calpoly.edu);
- 企业技术与创新 (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Professor Jim Valdez (jvaldez@calpoly.edu);
- Industrial processes and systems (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Dr. Manocher Djassemi (djassemi@calpoly.edu);
- 工业生产方法与系统 (Dr. Lou Tornatzky (ltornatz@calpoly.edu) and Dr. Manocher Djassemi (djassemi@calpoly.edu);

Further, to the extent you are a student from Asia and a **strong** applicant that has been accepted into the program, we may also be able to provide you with financial support to help offset the cost of the required International Business Study Tour and course (GSB 563). For example, a number of the firms who hire our Industrial Technology students do business in China, India and other Asian countries. They may be willing and able help sponsor a portion of your trip if you can/will provide them with a deliverable that is of value. Please contact the above professors if you also have such in interest. You would need to help us make the case to these firms that you are deserving of such support.

还有，如果您是一位国外学生，而且您的强烈申请被接受，我们可能也会为您地国际商务学习之旅（GSB563）提供财政支持。例如，一些在中国、印度和其他亚洲国家的雇佣了我们工业技术学生的公司。如果您是它们所需要的，他们会赞助您旅程的一部分费用。如果您有兴趣的话，请与以上教授联系。您需要向他们证明您的能力。

Working While in School: 在读期间的工作：

The ability of an international student to work during their MS in I&TS studies will depend on the type of Visa the student holds. See above discussion re: possibly working as a part-time research or lab assistant during the Fall, Winter or Spring quarters for one of our Industrial Technology professors.

国际生是否能在在读期间参加工作，取决于他们所持有的签证类型。学生能在秋季、冬季和夏季为我们其中一位工业技术教授做研究助手。

International Student Budget (USD)
Cal Poly 11-Month MS in Industrial and Technical Studies Program
Commencing Fall 2008
国际学生的预算，于2008年开始。

Total Registration and Fees for the following items (payable in three to four installments -- USD): 注册和其他费用（可分3-4期付款） (1) Two Special Short Session Courses (IT 545 and GB 529) (\$3,200 total for both courses); 两节特别课程(IT 545 and GB 529) (2) Fall, Winter and Spring quarter coursework (\$13,600); and (3) International Business Study Tour – China (GSB 563) (includes tuition and fees for the tour, travel, food, hotel, transportation, cultural excursions, etc.) (\$4,200) 国际商务学习之旅—中国(GSB 563)（包括学费，旅途所需地交通、酒店、饭餐和文化交流等费用）	\$19,000
Books, Supplies and Lab Fees 书本和供给费用	\$ 2,000
Total Academic Related Fees 学习的相关费用（总费用） (including optional special summer session courses)（包括非强制性的夏季特别课程）	\$21,000
Room and Board (on/off campus) 膳宿费（校内 / 校外）	\$8,793
Transportation (includes estimated airfare to and from China) 交通费（包括往返中国的机票）	\$2,200
Personal 个人消费	\$2,130
Total Living Costs 生活费用（总费用）	\$13,123
Total International Budget 国际学生的总预算	\$34, 123