Mr. Zhongwu Li

Mobile Phone: 081-8476032

E-mail address: sdarth@csloxinfo.com

Date: 2017-08-04

To Whom It may concern:



Dear Teachers or Officers:

I intend to apply a lecturer position (either full time or part time) position in your excellent university.

As I graduated as a Ph.D in Administration and Economics (Major: Finance) at Assumption University in this year, I want to be a lecturer in these related fields, such as modern finance, behavioral finance, as well as economics. My detailed information are presented as following:

➤ **Personal Issue**: I have been in Thailand since 1991, married in 1995. My wife and daughter are Thai citizens.

Education Background:

- 2000-2003, Bachelor Degree with Magna cum Laude Award in Business Administration, Major; General Management, Assumption University.
- 2005-2008, Master Degree with Prof. Dr. Srisakdi Charmonman Certificate of Honour in Information and Communication Technology, Major: Information Technology Management, Assumption University.
- 2009-2017, Ph.D Degree in Business Administration and Economics, Major: Finance, Assumption University.

Business Background:

- 1994-present, the Managing Director of L&Z Trading Development Company Limited, engaging in whole sales of electronic spare parts
- 2000-present, the Managing Director of Sundar Trading Company Limited, engaging in retail market at Central Department Store, Robinson Department Store, and The Mall Department Store.

> Personal Skills:

- I can speak and listen in Thai language fluently, but I cannot write and read in Thai language.
- As a Chinese, so, I can use Chinese (or Thai) language to coach students from China (or Thailand) if necessary.
- Adept skills on negotiation and communication with partners or colleague.

> Academic Achievement:

- According to the requirement for the degree of Doctor of Philosophy in Business Administration, some parts of my dissertation was published on the ASEAN Journal of Management & Innovation (JAAI).
- Another article of mine was accepted by the UTCC international Journal of business and economics and would be published in the first volume in 2018.

Four Issues must be stated:

- From first semester in 2010, I temporarily suspended my Ph.D study due to internal problems happened in my company, and resumed the Ph.D study in first semester in 2014, so, actually, I spent no more than 6 years to finish my Ph.D study with the spirit of perseverance and diligence.
- During my Ph.D study, I entrusted my wife and key employees to run our business, so, there is no question for me to fulfil my duty as a full time lecturer if necessary.
- Even I am 51 years old now, but, as my habits are Jogging, Yoga and Fitness (Fitness First membership), so, I always keep myself to be energetic enough to handle all duties.
- As I have been in business field for a long time without teaching experiences for students in both master and bachelor degrees. But, during the Ph.D study, I have learned a lot of techniques and experiences on teaching in the classroom, such as preparation of materials or main points from articles, books, presentation techniques, and time control.

Finally, I express my strong intention again to apply a lecturer position in your excellent university under related department. I am confident that based on my business background and education background, I can teach students with more vivid and practical cases from my experiences, techniques as well as by using Chinese and Thai Languages if necessary. I hope that I can be qualified and accepted by you.

Sincerely,

Dr. Zhongwu Li

2017-09-09

Reference Persons:

1) Assistant Professor Dr. Nopphon Tangjitprom, Ph.D Current Director of Ph.D program of Assumption University

Email: <u>yun_na@hotmail.com</u> Tel: 02-3004545 ext.1177

2) Dr. Wiyada Nittayagasetwat, Ph.D

Email: <u>bbawtt@hotmail.com</u>

3) Dr. Patricia Arttachariya, Ph.D.

Formal Director of Ph. D program of Assumption University

Mobile: 081-4487901

4) Dr. Ing-wei Huang

Chairperson, Business Economics Department. Assumption University

Email: <u>ihuang@au.edu</u> Tel: 02-300-4543 ext 1125

5) Dr. Pravit Khaemasunum, Ph.D

Head of College of Innovation, Thammasat University.

Tel: 02-6235055-8 ext. 5106 Email: <u>kkae@yahoo.com</u>

6) Mr. Annop Peungchuer

Deputy Chairperson of Department of Real Estate.

Full time Lecturer of Assumption University

Email: annop.p@gmail.com

7) Mrs. Pallapa Srivalosakul,

Full time Lecturer of Assumption University,

Email: pallapa@gmail.com

Remark: I got all permissions from all referent persons mentioned



มหาวิทยาลัยอัสสัมชัญ ASSUMPTION UNIVERSITY

July 31, 2017

To Whom It May Concern,

This letter is to confirm that Mr. Zhongwu Li has already completed his dissertation and other requirements for graduation of the Doctor of Philosophy in Business Administration (Ph.D.BA) Program of Assumption University (ABAC), Thailand. Currently, it is during the internal process before the formal official transcript can be released.

If we can provide any additional information for this student, please do not hesitate to contact us.

Yours sincerely,

Asst. Prof. Dr. Nopphon Tangjitprom

Program Director

Doctor of Philosophy in Business Administration

Assumption University of Thailand (ABAC)

Office No: (66)-2-300-4543 ext. 1177/ Mobile: (66)-85-815-6177

E-mail: nopphontng@au.edu





Admission No. Name Surname Address

4312901 MR. LI ZHONGWU

RETIRED NO. 31 XIAN XIS, GULOU, NANJING JIANGSU, CHINA 03/10/1966 PEOPLE'S REPUBLIC OF CHINA CHINESE

Date of Birth Place of Birth Nationality Religion Date of Admission

01/06/2000 BACHELOR DEGREE PROGRAM

Previous Degree, Certificate, Institution and year SENIOR HIGH SCHOOL CERTIFICATE NIN HAI HIGH SCHOOL PEOPLE'S REPUBLIC OF CHINA 1999

FACULTY OF BUSINESS ADMINISTRATION MAJOR: GENERAL MANAGEMENT

Date of Graduation 11/10/2003
Degree Bachelor of Business Administration (General Management)
AWARD: Magna Cum Laude

COURSE NO.	COURSE TITLE	CR. GRD.	COURSE NO.	COURSE TITLE	CR.GRD.	COURSE NO.	COURSE TITLE	CR.GRD.
YEAR/SEMESTER 2	000/01		BG1401 BUSI	NESS LAW II	3 A		The state of the s	
BG1000 COMMUN	ICATION IN THAI	3 B	BG2404 MAN	AGERIAL PSYCHOLOGY	3 A-			
BG1001 ENGLISH	I.	3 A	BP3903 LEAD	DERSHIP	3 C+			
BG1002 ENGLISH	II .	3 B+	BP3940 BUSI	NESS RESEARCH METHODOL	OGY3 C			
BG1202 SCIENCE.	MAN & HIS ENVIRONMENT	3 A		/IDUAL RESEARCH	3 B			
BG1400 BUSINESS	LAWI	3 A	SEMESTER	024 CR 072.00 G.PTS 3.00 GF	PA .			
BG1401 BUSINESS	LAWII	3 W		097 CR 346 00 G PTS 3 57 G	7.0			
BG2400 MACROE	CONOMICS	3 A	COMODATIVE	007 017, 040,00 0,7 10, 0,07 0	n.			
BG2401 MICROEC		3 A	YEAR/SEMESTE	B 2001/02	1		118	
	CR. 078.75 G.PTS. 3.75 GPA			KETING FOR SERVICES	3 W		11 11 11	
	CR. 078.75 G.PTS. 3.75 GPA			ODUCTION TO CHINESE	87 177	777	1111	
COMOLATIVE OZI	CH. 070.75 G.F 13. 3.75 GF7			JC SPEAKING IN ENGLISH	3 A	- 1 - K	S It die	
YEAR/SEMESTER 20	200/02				3 W	111		
	ES OF ACCOUNTING I	2.4	SEMESTER	003 CR. 012.00 G.PTS. 4.00 GF		200		
	ES OF ACCOUNTING I	3 A	COMULATIVE	100 CR. 358.00 G.PTS. 3.58 GF	All	-		
		3 A	Management -	The Comment of the co	L			
BG1100 PHYSICAL		1 B+	YEAR/SEMESTE		1			
	CTION TO BUSINESS	3 A		PORATE FINANCE	3 A			
	TICS FOR BUSINESS	3 A	10 mm	RNATIONAL MARKETING	3 B			
BG2000 ENGLISH		3 A		S MANAGEMENT	3 A			
BG2001 ENGLISH		3-A	The state of the s	CE MANAGEMENT	3 A-			
GS1003 WORLD C		3 A		DUCTION MANAGEMENT I	3 A			
	CR. 087.25 G PTS, 3.97 GPA		BP3923 HUM	AN RESOURCE MGT	3 B+			
CUMULATIVE 043	CR. 166.00 G.PTS. 3.86 GPA		BP3941 OPER	RATIONS RESEARCH	3 A			
4	VIII IL		SEMESTER	021 CR. 078.00 G.PTS. 3.71 GF	A.			
EAR/SEMESTER 20	11 20		CUMULATIVE	121 CR. 436.00 G.PTS. 3.60 GF	A.			
BA2620 MANAGER	HAL ACCOUNTING	3 A-			2 mm 2			
	ES OF MANAGEMENT	3 B+	YEAR/SEMESTE	R 2002/02				
SEMESTER 006	CR. 021.00 G.PTS. 3.50 GPA		BF4703 INTE	RNATIONAL FINANCE	3 A			
CUMULATIVE 049	CR. 187.00 G.PTS. 3.82 GPA		BF4710 FINAL	NCIAL MANAGEMENT	3 A			
			BIS3682 DECI	SION SUPPORT SYS	3 B+			
EAR/SEMESTER 20	01/01		BM4804 MAR	KETING MANAGEMENT	3 A-			
BF2700 FINANCE.	CREDIT & BANKING	3 A	BP4913 STRA	T MANAGEMENT	3 A			
BG1201 STATISTIC	SI	3 A-	BP4914 SMAL	L BUSINESS MANAGEMENT	3 A-			
BG2200 STATISTIC	SII	3 A	SEMESTER	018 CR. 068.25 G.PTS. 3.79 GP	A.			
BG2402 ETHICS		3 A	CUMULATIVE	139 CR. 504.25 G.PTS. 3.63 GF	A.			
BM2800 PRINCIPLE	ES OF MARKETING	3 B			A SHIPS			
BP3901 BUS ORGA	ANIZATION	3 A-	YEAR/SEMESTE	R 2003/01				
BP4909 COMPARA	TIVE MANAGEMENT	3 B+	BM3803 RETA	IL MANAGEMENT	3 A			
BP4916 PRIN & PR	AC OF NEGO	3 B+	SEMESTER	003 CR. 012.00 G.PTS. 4.00 GP	A.			
SEMESTER 024	CR. 087.00 G.PTS. 3.63 GPA	Thinks It	CUMULATIVE	142 CR. 516.25 G.PTS. 3.64 GP	A.			-
CUMULATIVE 073	CR. 274.00 G.PTS. 3.75 GPA							
			TOTAL CREDITS	COMPLETED	= 142			
YEAR/SEMESTER 20	01/02			REMENTS FULFILLED				
	BUS INFO SYSTEMS	3 B	with resident	The state of the s				
	STATEMENTS ANALYSIS	3 C+						
BF3710 INTERNAT		3 A-						
	TOTAL TITLE	O Me						

TRANSCRIPT GUIDE PRINTED ON REVERSE

Date Issued: May 11, 2015

FOR USE WITHIN Au only



The Rector's Certificate of Monours is awarded to

Li Zhongwu

on the Twenty-Fourth Day of January in the year of our Lord Two Thousand and Four in Bangkok, Thailand for obtaining the Grade Point Average of 3.75 for the Academic Year

Rector



Admission No. Name Surname Address

4839475
MR. ZHONGWU
LI
SU445-446 SOI 26, NAWAMIN RD.,
KLONGKUM, BUNGKUM,
BANGKOK
03/10/1866
PEOPLE'S REPUBLIC OF CHINA
CHINESE

Date of Birth

Place of Birth Nationality Religion Date of Admission

26/11/2005 MASTER DEGREE PROGRAM

Previous Degree, Certificate, Institution and year B.B.A. (GENERAL MANAGEMENT) ASSUMPTION UNIVERSITY KINGDOM OF THAILAND 2003

SCHOOL OF INFORMATION TECHNOLOGY, CIDE MAJOR; TECHNOLOGY MANAGEMENT

Date of Graduation 29/08/2008
Degree Master of Science (Information and Communication Technology)

OURSE NO.	COURSE TITLE	CR. GRD. COURSE N	O. COURSE TITLE	CR. GRD.	COURSE NO.	COURSE TITLE	CR.GRI
EAR/SEMESTER	2005/03	- Carlotte Control				- 1200 1000	
CT5001 COMPU	ITER CON & PROG	0 S					
CT6000 COM S	'S ORGANIZATION	3 A					
CT6002 INTERN	ET TECH	3 A					
EMESTER 00	06 CR 024.00 G.PTS. 4.00	GPA.					
UMULATIVE 00	06 CR 024.00 G.PTS. 4.00	GPA.					
EAR/SEMESTER	2006/01					THE PERSON NAMED IN	
CT6001 INFO S	YS DEVELOPMENT	3 A				11 (1775	
CT6100 DATABA	ASE DESIGN & MGT	3 A-				21116	
CT6200 COMPU	TER COMM NETWORK	3 A					
EMESTER 00	9 CR. 035.25 G.PTS. 3.92	GPA,				The state of the s	
UMULATIVE 01	15 CR. 059 25 G.PTS. 3.95	GPA.		-7	300		
EAR/SEMESTER	2006/02			1 13	and a		
CT6300 COMPU	TER GRAPHICS	3 A		Sea .			
CT6302 INTERN	ET MULTIMEDIA	3 B+	MILL	34			
CT6304 3D MOE	DELING	3 W	T 11 12				
EMESTER 00	6 CR. 021.75 G.PTS. 3.63	GPA.	// Participant				
UMULATIVE 02	1 CR. 081.00 G.PTS. 3.86	GPA.	1				
			112553				
EAR/SEMESTER	2006/03	11 (1 1)					
CT6401 INFO TE	CH MANAGEMENT	3-A					
	OM MANAGEMENT	3 A					
	TECHNO & INNOVATION						
	9 CR 036.00 G.PTS. 4.00						
	0 CR. 117.00 G.PTS. 3.90						
1							
EAR/SEMESTER	2007/01			- 2			
	EMENT INFO SYS	3 B+					
CT7000 MASTE		3 A		2579			
	6 CR. 021.75 G.PTS. 3.63			100			
	6 CR. 138.75 G PTS. 3.85						
				-			
OTAL CREDITS C		= 036		11000			
OURSE REQUIRE	MENTS FULFILLED			THE PARTY OF			
		Office of the control		-198-28			
		18 50 M		1-000			
		Selection of the					6.
6		STATE OF THE					
		FESS 315					
		MARKET CO.					
		-CHISTP.					
		9 3 1 1 1					
		- N 10 0					

TRANSCRIPT GUIDE PRINTED ON REVERSE

FOR USE WITHIN Au only

6





ASSUMPTION UNIVERSITY of Thailand

Admission No.

5219830

MR. ZHONGWU

50/445-446 SOI 26, NAVAMIN RD.,

KLONGKUM, BUNGKUM

BANGKOK

03/10/1966 CHINESE

Date of Birth PEOPLE'S REPUBLIC OF CHINA Place of Birth

Date of Admission

Previous Degree, Certificate, Institution and year

B.S. (INFORMATION TECHNOLOGY) ASSUMPTION UNIVERSITY KINGDOM OF THAILAND 2008

FACULTY OF BUSINESS ADMINISTRATION

MAJOR FINANCE

Date of Graduation 03/05/2017

Degree Doctor of Philosophy (Business Administration)





The Coundation of the Brothers of Saint Gabriel, Chailand

The University Council by virtue of the authority vested in it and on the recommendation of the Faculty has conferred the degree of

Bachelor of Business Administration General Management

con.

Li Zhongwu

who has successfully completed the requirements.
Given in Bangkok, this Twenty-Fourth Day of January,
in the year of Our Lord Two Chousand and Four

Pro . Ladefilchan Chairman of the University Conneil

Mertar



Assumption University

The Foundation of the Brothers of Saint Gabriel, Chailand

The University Council by virtue of the authority vested in it and on the recommendation of the Faculty concerned has conferred the degree of

Master of Science

Information and Communication Technology

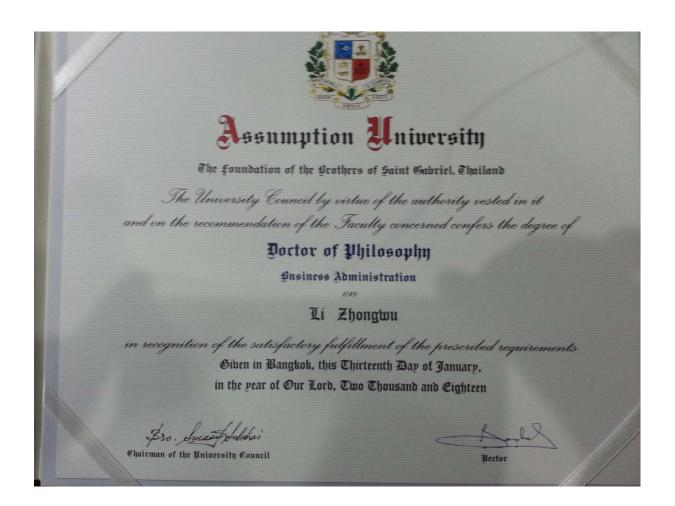
on

Li Zhongwu

who has successfully completed all the requirements. Given in Bangkok, this Twenty-Fourth Day of January, in the year of Our Lord, Two Thousand and Nine

Chairman of the University Council

Rector





มหาวิทยาลัยอัสดัมชัญ ASSUMPTION UNIVERSITY

Reg. C. 09587/2017

GRADUATION STATUS CERTIFICATION

This is to certify that as of May 3, 2017.

Mr. Zhongwu Li

Adm. No. 521-9830

has completed 72 credits with a cumulative grade point average of 3.83

Doctor of Philosophy,

and thus has fulfilled all the requirements towards a

majoring in Finance

from Assumption University of Thailand.

Date of issue: September 6, 2017

(Dr. Soonthorn Pibuleharoensit)

University Registrar

This is a certified copy. For verification purposer, and this verified code No. 1288552 to check it out at

www.rsgistrar.au.edu/cetificationcheek.html

Address: ABAC, ASSUMPTION UNIVERSITY, Hus Mak, Bangkok 10240. Tel. 0-2719-1919 Fax: 0-2719-1609 www.su.edu sbac@su.edu



May 23, 2017

Dear Zhongwu Li,

We are pleased to inform you that your paper entitled Entrenched CEO, Loss Aversion Behavior on Dividend Policy of Listed Firms in Thailand has been accepted for publication in the ASEAN Journal of Management & Innovation, ISSN 2351-0307, in Volume 4 Number 1, January - June 2017.

Thank you for your submission.

Sincerely,

Apitep Saekow, Ph.D.

Stamford International University

Editor in Chief



Zhongwu Li Assumption University 49/170, Soi 26, Nawamin Road, Klongkum, Bungkum, Bangkok, 10240, Thailand

Auguet 17, 2017

Dear Zhongwu Li,

Thank you very much for submitting the manuscript entitled "HOW PSYCHOLOGICAL FACTOR INFLUENCE LOSS AVERSION BEHAVIOR: A UNIQUE UTILITY FUNCTION EXPLANATION" by Zhongwu Li for consideration for publication in UTCC International Journal of Business and Economics.

We are pleased to inform you that based on the comments of the reviewers; your manuscript has been accepted to be published in UTCC International Journal of Business and Economics (ISSN:1906-5582) Volume 10 Number 2, August 2018.

Your contribution to UTCC IJBE is very much appreciated. Thank you again for your interest to our journal.

Yours Sincerely.

8 18

Dr. Phusit Wonglorsaichon Editor-in-Chief of UTCC International Journal of Business and Economics School of Business University of the Thai Chamber of Commerce

126/1 Vibhavadee-Rangsit Road, Dindaeng, Bangkok, 10400, Thailand

Phone: (66)-2-697-6450; Fax: (66)-2-692-3702



September 5, 2017 Ref: Recommendation Letter/ Dr. Zhongwu Li

TO WHOM IT MAY CONCERN

It is my great pleasure to write this letter of recommendation in support of **Dr. Zhongwu Li**'s application for the position at your prestigious university. I have known him as the Course Coordinator of Ph.D. Program since when he applied for the Ph.D. Program in 2009 at Assumption University. After being accepted into our Ph.D. Program, he had me as his program advisor. In 2010, he took Seminar in Investment and Portfolio Management Course with me. And in 2016, I served as his Ph.D. Dissertation Committee.

Dr. Li is a very hard working person who believes in deep understanding of the subject matter. Observed from my class and his dissertation, he has shown that he is an excellent and exemplary student. He has acquired theoretical knowledge to a remarkable degree, and has ability to formulate his own ideas for practical purposes. He used to raise many sensible opinions on the subject matters that reflect his possession of an analytical mind. During his studies, he has contributed to every class through active participation. Throughout the length of his study, Dr.Li has impressed me with outstanding intellectual performance. Other than heing a smart and very hard-working student, he has very good attitudes and was always the first student to come to my class very well prepared. He devoted and committed to his assignments and admired by his friends for his help and services. He has the leadership skills and maturity to handle his work either independently or collectively. He also has good command of spoken and written English. Dr. Li is one of my best students who could balance his studies and his business very well. All proved him to be capable of doing exceptional scholastic work and initiate research in the future.

Taking into consideration his aforementioned strengths, dedication and potential to progress in his future career, I have no doubt that Dr. Zhongwu Li will prove himself a competent and promising candidate and will be a valuable asset to any organization he belongs to. I, therefore, give Dr. Zhongwu Li my highest recommendation without any reservation.

Sincerely Yours,

Wiyada Nittayagasetwat, D.B.A., FRM Director, External Affairs Center

Martin de Tours School of Management and Economics

Assumption University, Thailand

Email: wiyadantt@au.edu Tel. no. 080-995-1215



มหาวิทยาลัยตัสลัมพัญ ASSUMPTION UNIVERSITY

August 31, 2017

To Whom It May Concern:

It is a pleasure to write this letter of recommendation for Dr. Zhongwu Li, who was my student under the Doctor of Philosophy in Business Administration and Economics of Assumption University. He was a studious and diligent student. Moreover, he can finish assigned projects under each subject independently and creatively.

The most important point is that he can suppress stresses either from his business or from his study to fulfil all requirements for graduation of the Doctor Philosophy in Business Administration Program under which I am the director and his advisor.

So, I would highly recommend him as a lecturer in financial or related departments.

Sincerely,

Nopphen 4

Asst. Prof. Dr. Nopphon Tangjitprom

Program Director

Doctor of Philosophy in Business Administration

Assumption University of Thailand (ABAC)

Otlice No: (66)-2-3004543 ext.1177 / Mobile: (66)-85-815-6177

E-Mail: nopphontng/alau.edu