

JOHN CIVPRO

EDUCATION

- Princeton University** A.B. 2004
Woodrow Wilson School of Public and International Affairs Major, Computer Science certificate
- **3.9 GPA**, 4.0 departmental GPA
 - Thesis: Is Windows the Next Pinto? A Law and Economic Analysis of Products Liability for Defective Software

AWARDS RECEIVED

- | | | |
|---|--|---|
| Highest honors (<i>summa cum laude</i>) | Phi Beta Kappa | Princeton Inst. for Intl. and Regional Studies Undergraduate Fellow |
| Lt. John A. Larkin Jr. Memorial Prize (awarded for best economics-related thesis in the Wilson School) | Shapiro Prize for Academic Excellence (awarded to ~20 top underclassmen) | Princeton B.S.E. Outstanding Academic Achievement Award |

WORK EXPERIENCE

- McKinsey & Co., New York Office** New York, NY 2004-
Business Analyst
- Helped clients in highly-regulated industries address their top strategic priorities, e.g.:
 - *Big Four accounting firm: Directional strategy for improving audit quality*
 - Diagnosed and developed recommendations for addressing quality issues in audit methodology and auditor tools
 - Led or helped conduct dozens of client interviews and focus groups to identify key issues
 - Performed analytics to identify and illustrate key issues
 - *Large pharmaceutical company: European generics strategy*
 - Modeled financial impact of using novel strategies to create synergies between generic and branded pharmaceutical drug portfolios; built extensive, automated Excel model
 - Developed detailed understanding of laws, regulations, and practices impacting pharmaceuticals in several European markets; collected data on each market
 - Led client workshop in Rome to share findings for Italian market and build consensus on projection inputs and assumptions
 - *Volunteer work:*
 - Researched best practices and helped design grant approval procedure for a start-up non-profit funding a medical college in Tanzania
 - Helped non-profit supporting juvenile offenders set strategic direction and priorities
- U.S. Government Accountability Office** Washington, DC 2003
Student Intern (1 of only 4 undergraduates in a program with 100 graduate students)
- Collected and analyzed data on student loan market and terms offered by various lenders
 - Interviewed Department of Education and school officials to evaluate effectiveness of programs
 - Helped conduct population survey of schools in the Federal Direct Loan Program
- Office of Congressman David Price, Student Intern** Washington, DC 2003
- Princeton-in-Washington Program** Washington, DC 2002
Coordinator
- Coordinated educational, cultural and social program for 400 students and alumni
 - Arranged conversations with alumni including Bill Frist, Paul Sarbanes, Donald Rumsfeld, George Will

CAMPUS EXPERIENCE

Daily Princetonian Newspaper

Princeton, NJ 2000-2004

News Editor, Senior Writer, Writer

- Managed newsroom and edited stories for a daily subscription paper (circulation 6,000)
- Wrote 100-line news articles on deadlines of hours or less as well as feature-length pieces

Undergraduate Student Government

Princeton, NJ 2002-2004

Undergraduate co-chair (elected by student body) for the Council of the Princeton University Community

- Coordinated efforts of undergraduate representatives to improve intellectual climate on campus
- Evaluated University budget priorities with administration, faculty, staff on Priorities Committee

Princeton Model Congress

Princeton, NJ 2000-2001

Director of Supreme Court Program

- Led team of Princeton students to run Moot Court-like program for high school participants in Princeton Model Congress, including a significant constitutional law education component

Taiwanese American Students Association, Political Chair

Princeton, NJ 2000-2002

SKILLS/OTHER

Fluent in Mandarin Chinese; Four years of French language study