



天津外国语大学
Tianjin Foreign Studies University

18 April 2025

Dear Members of the Admissions Committee,

As a teacher at Tianjin Foreign Studies University, I am very pleased to recommend Miss Xinran Zhang, an outstanding student. I first met Miss Zhang in September 2024 when she took my course International Trade. I also served as her class mentor this academic year.

Miss Zhang performed outstandingly in my course and eventually achieved an excellent score of 90, demonstrating her solid academic foundation and outstanding practical abilities. She delved deeply into the complete practical process of international trade in the course and was able to propose practical and feasible solutions in combination with real business scenarios in the context of globalisation. She not only actively participated in discussions in class but also deepened her understanding of the operational mechanism of international trade through the combination of theory and practice. For instance, in the “International Trade Settlement Methods” section, Miss Zhang systematically examined the risk control strategies of different settlement methods by comparing the advantages and disadvantages of D/P (Documents against Payment) and L/C (Letter of Credit) and combining a real case where an exporter’s capital chain broke due to choosing an improper settlement method. This in-depth analytical ability undoubtedly reflected her proactive thinking and practical orientation.

In addition, when Miss Zhang was explaining trade terms (such as FOB and CIF), she proactively raised the question, “How can small and medium-sized enterprises choose the optimal terms based on transportation capacity?” and cited industry data outside the textbook for discussion, fully demonstrating her ability to connect theory with practice. During the simulated letter of credit document review session, she also keenly identified the potential risk of conflicts between the bill of lading date and the validity period of the letter of credit in the group assignment, helping her classmates avoid practical operation mistakes and demonstrating her outstanding attention to detail and teamwork spirit.

Miss Xinran Zhang’s academic potential and immense motivation make her an outstanding candidate for your programme. I am confident she will continue to excel while contributing to your academic community. Should you have any further questions, please do not hesitate to contact me.

Yours sincerely,

Changrui DUAN

Lecturer

Tianjin Foreign Studies University

No. 117, Machang Road, Hexi District, Tianjin, China

0086 13512461720

dcr0728@126.com