“Sincere Heart”, A CHINESE GRADUATES SELF EMPLOYED RESEARCH AND DESIGN PRODUCTION FOR FILM REPORTS

By

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THESIS ADVISOR RECOMMENDATION LETTER

This thesis and short film entitled “Sincere Heart”, AN SELF EMPLOYED RESEARCH AND DESIGN PRODUCTION FOR FILM REPORTS. Prepared and submitted by Feng Xiaohan partial fulfilments of the requirements for the degree of Bachelor of Arts in the Faculty of Humanities, Communication Studies ha been reviewed and found to have satisfied the requirements for a thesis fit to be examined. I therefore recommend this thesis for Oral Defense.

Cikarang, Indonesia, April 17th 2017

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The period of Examiner declare that the thesis and short film entitled “Sincere Heart”, AN CHINESE GRADUATES SELF EMPLOYED RESEARCH AND DESIGN PRODUCTION FOR FILM REPORTS. That was submitted by Feng Xiaohan in Film and Television from the Faculty of Humanities was assessed and approved to have passed the oral Examination on May 2017.

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DECLARATION OF ORIGINALITY

I declare that this thesis, entitled “Sincere Heart”, A CHINESE GRADUATES SELF EMPLOYED RESEARCH AND DESIGN PRODUCTION FOR FILM REPORTS is to the best of my knowledge and belief, an original piece of my work that has not been submitted, either in whole or in part, to another university to obtain a degree.

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ABSTRACT

Begin with a thought of “Chinese graduates in self employed” researcher then prove by this research. Doing self employed is a popular tendency in the wield of Chinese students who are going to graduate or just graduated. This research will use the interview as the method to support the data collection of this research. Researcher made the interview based on some phase that has been divided and do observation to the people who are doing their self employed. The story for this film is based on the research, as a fiction film, it still includes many true contents. The purpose of this research is to make people realize that doing self employed is not a easy thing, it needs many preparations. This film will completed by not only researches but also combine with the imagination that include in creative elements to make the story has more plots. With a sincere heart, and keep going.

Key words: self employed, Chinese graduates
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CHAPTER 1: INTRODUCTION

1.1 Background:
In 1991 the State Education Commission of China organized six provinces to carry out the implementation of basic education employment and entrepreneurship education program. In 1994, Jiangsu Province proposed that carry out "a large area for vocational education" within basic education, vocational education, and adult education. In 1999, college graduates start their own businesses were proposed by National Education Conference, Jiang Zemin (President of China), and Li Lanqing (State Council Vice Premier). In 2000, UNESCO WHO to China to investigate and found that Chinese high school and universities are generally lack of entrepreneurial education. In 2002, the Ministry of Education determined the nine colleges and universities to start pilot institutes which has the classroom teaching entrepreneurship education as the dominant, such as Renmin University of China; there are entrepreneurship education which emphasis to improve students' entrepreneurial knowledge and entrepreneurial skills, established college students' business park, guide students how to start, and provided funding to students' entrepreneurs and consulting services, the representative university is Beijing University of Aeronautics and Astronautics; there is a comprehensive formula of entrepreneurship education, on the one hand, regard the innovation as a basis for entrepreneurship education, students focus on the basic quality during the expertise progress. On the other hand, provide the necessary funding and the necessary technical advice for the students, on behalf of the Shanghai Jiao Tong University.

1.2 Production Purpose
There will be a fiction film according to this research. it will talk about the preparation, the progress, the problems and solutions during the university student do the self employed.

The purpose of self employed is to show to the audiences that doing self employed is not easy for the university students in China.
Production purpose:
- To film the basic preparation and the progress of university students’ self employed in China
- To film that it is not easy to start self employed for university students.

1.3 Research Questions
Self employed is a popular trend for the university students in China. However, not every student can do it very successfully. Therefore, I put a series of questions according to this topic:
- What kind of problems do the students meet frequently during the progress of self employed?
- What kind of preparations should students do before starting the self employed?

1.4 Research Objectives
According to the topic of this research, the objectives of this research which are to explore the progresses of doing self employed, then find the problems which are always happen during the progress of self employed and find the solutions to solve the problems, show to the audiences about the difficulty of self employed.

1.5 Significances of the Research
In nowadays, the employment pressure of the university students in China is heavier and heavier, that lead the competition between the students is becoming bigger. Many students face the problem which is they can’t search a suitable job even a really bottomed position. Therefore, lots of students who just graduated from universities choose self employed as the threshold of their career. However, there are only less students who can really do it successfully, most of them can’t keep going, because there are still a lot of problems during the progress of doing self employed. Therefore, this research will explore the basic progress of self employed, analyze the difficulties of self employed, and find the solutions of the
problems, so this research can provide a reference for the students who want to start their own business, it has a great significance to guide the students make a right choice when they face to start the employment.

1.5.1 academic significance
This research will analyze the progress and problems and solutions of university students’ self employed in China deeply, therefore, it will be a reference for the lectures or teachers whom open the class of entrepreneurship education.

1.5.2 practical significance
This research will explain about the specific strategy for the Chinese university students to do start the self employed, which is include the preparation and progress, and it also analyze the problems, then provide the solutions. Therefore, it is very useful for the students who want to start self employed.

1.6 Scope and Limitation
This research is base on the Chinese condition, therefore, I choose the scope of this research is in Liaoning Province, China. The target research people are the student whom already done his/her own self employed which study in Liaoning, China.

1.7 Definition of terms
Self employed is the act of generating one's income directly from customers through working, clients or other organizations as opposed to being an employee of a business (or person).
CHAPTER 2: LITERATURE REVIEW

J.A. Timmons (1998) claims that self-employed has 3 elements, which are “opportunities, sources and teams.” These 3 elements are the key points to become successful. These are the exterior elements. Besides, according to Liu (2010), self-employed also needs spiritual systems, self-employed knowledge system, and self-employed skill system. Yue (2007) claims that foster the ability of self-employed among university students not only need the education of self-employed, but also need practice of self-employed, students should update the idea of entrepreneurship education, because it’s the core of self-employed, and it leads the development direction of self-employed, then optimize the education environment of self-employed. For the details are reinforce curriculum reform and pay attention to foster the faculty of self-employed education. Yue argues that the content courses of traditional teaching exists systematicness and integrity, that are lay particular stress on knowledge excessively and so that it lead students ignore the applicability. I agree with Yue, however, I think the curriculum reform shouldn’t change too over, because traditional teaching still has its’ own superiority, students need to focus on the knowledge on books first, then after they already got enough concepts of self-employed, then start to practice, otherwise, they will get into trouble because they lack of knowledge. Even though the applicability is also very important, it need to be focused after study some traditional knowledge.

It is a difficult progress for students to study how to do self-employed. First the university students need to understand the Chinese market quotation, meanwhile, pay attention to the changes of market economic and some information about self-employed through every information medium, the information need to pay attention which are the types and numbers of emerging industry, which is including the types and numbers of world emerging industry, Chinese emerging industry and local emerging industry; the information about adjustment of industrial structure, such as the planning of country’s economic development, and policies of industrial restricting and each policies and measure to encourage university students doing self-employed; the changes of labor force and talent market, especially focus on professional’s trend.
and graduated university students’ trend; the information of merchandise marketing, such as current hot production and unsalable production, and make a planning of the future market needs and changes; the information of new product, new technology, new energy and new material. The purpose of focus on these 5 kinds of information is in order to make sure about the specific self employed direction, then prepare and develop and product the types, qualities and quantities of new production, knowing exactly about make a self employed planning. (Zhang Qi, 2011; Shang, 2011; Zhang Xiuhong, 2012).

Zhang Qi (2011) claims that university students who wants to do self employed have to know well about the specialized knowledge after handle the information, so that they can hold the point of self employed. Besides, university students are necessary to know about the others’ self employed experience, they be ready to get psychologically prepared after understand the hardships of self employed, then increase the accomplishment of self employed. However, Guo Ping (2006) has the more specific statements about psychological preparation. He claims that there are 5 points about psychological preparation, first is self-confident and self-reliance, which means don’t care too much about what are the others talk about, once you determined to do the self employed, no matter how difficult it is, do confident about yourself, overcome the problems and be creative on your own enterprise. The second point is be challenging. Be happy to accept all the challenges, it doesn’t means running a risk blindly, we need to be good at to express maximal subjective imitative, gain more pleasure from overcoming problems. Thirdly, the students must full with the sense of responsibility, don’t pass the bucks when you meet troubles, even though the troubles are because of the subordinates, you need to assume your own responsibility about your management. The one who can find the problem reasons on yourself first is the real entrepreneur, and you can gain the respect and trust from the surroundings. The fourth is be good at solidarity and cooperation, to build the trust between the entrepreneurs and staffs, because it is impossible to get success if there is no trust between both. The entrepreneurs should care for staffs, put the staffs foremost, forming the thinking model by loving people and love the society, all the possibility are born from these
two thinking models. The last point is the student entrepreneurs should have risk awareness, they have to have the courage to take a risk, be ready to cope with any kind of problems, the market exist risks any time, and the students usually cannot really handle the fund very well, and they don’t have too much experiences about conduct financial transactions and sales senses and also communication, therefore, the risk awareness is very important, the way of self employed cannot running if people don’t have strong psychological traits and enough risk awareness.

In my point of view, both theirs statement are very clear, for those students who want to start self employed, during the time when students study in university, they need to pay attention to the knowledge and skills which the self employed will needed in the future, and find the contents which will be used and developed, then handle the key knowledge of self employed, so the students can find a sally port to do their own self employed in the future. And I also agree with Guo Ping, because nowadays the market competition is getting aggravate increasingly, it need people have a strong psychological quality. A good psychology quality is stick – at – itiveness, imperturbable and broad minded and also keen – witted. Therefore, a good psychological quality means a good beginning of self employed.

Besides the knowledge preparation, and the psychological preparation, the students also need some extra personal ability to prepare their self employed. Shepherd D. A. (2003) claims that for the students who want to start self employed, they must have the ability of forge ahead, never satisfied and continual self – break and self realization are the core personal competencies. A strong enterprise is not only the foundation of forming the self employed ability and operate ability, but also the basic elements of forming a comprehensive quality for the students who wants to start self employed. And also, the students need to have the study ability, they must have the spirit to study, and be happy to study, so that they can cater to this changing - quickly timing very well, and then grasp the business opportunities, business opportunities usually can satisfied one or more needs, it only appears in a specific moment, and then transient. Grasping a business opportunity needs students can see what the others cannot see, then catch the chance, besides, originality can also bring the business
opportunities. Originality is the idea which is related to the desired. An real originality is already not just an idea of the product itself, it permeate into every link which is can satisfy the needs, including the produce of a product, selling and consummate the product, so actually the originality is a kind of exquisite perception and judgment. I strongly agree with these statements, because the one who has the extra personal ability is the real powerhouse. These abilities need students be more sensitive about their enterprise, and always thinking some special ways to approach the goals. Therefore, I think the extra personal abilities must are the lightening pots of a person who has them.

According to Cao (2009), recent years, Chinese university students’ self employed already becoming the focus of attention by the governments. The governments introduced many policies and measures in succession to promote university students doing self employed actively, intended to promote obtain employment by doing self employed, the graduates could apply the loan for self employed, maximum 15 hundred thousand RMB, this account is a high number for the students. Besides, they can pay less tax to the government per year, get allowance for training, and so on. But in the progress of specific implement, there are many elements that lead the students don’t have enough spirit to do the self employed. Xu (2005) argued that the higher education haven’t regard the ability of doing self employed as their training objective, they placed particular emphasis on the employment type talent training, and until now, there is no even one university of China developed the courses of self employed for the students, and they seldom develop the practice education of self employed for the students. Because of that, for the students who haven’t got the education training of self employed theory system, and the students who have no self employed experience and practice experience, the success rate is really low. There were a survey of self employed education degree 2014, mentioned that the success rate of the students who got the training education is on 79% of the whole. Lei (2015) argued that university students are lack of related policy and systems as their guarantee during the self employed. Now, every province of China already introduced some guiding advices of encourage students doing self employed actively, but they haven’t introduced the
enforcement regulation, and they haven’t give the clear regulation about the detail problems and solutions. For the students who are in the beginning of self employed, they always meet the problem which is they don’t have enough fund to start, according to the related policy from each province, students could come to the relevant departments to apply petty loan, but the real condition is not really like so, almost no students can apply the petty loan successfully because executive force is not enough, and the cooperate between the departments is not very well.

I agree with Xu and Lei, however, I think the block of university students’ self employed also because they are lack of technically support. Many students only have the theory knowledge in books, they don’t have enough actual techniques as the support, and also they don’t have the abilities to solve the problems regarding to the theories in the books, then fail in the self employed because they cannot assess their own professional skill accurately.

Chun (2005) claim that relevant departments should provides the students come to the entity enterprises to get the opportunities of training, accumulate the experiences of doing self employed. According to the progress of doing self employed, the university students are lack of experiences, and don’t have enough abilities to rein the markets and teams, it is very easy to leads chaos to the business system, and because of some university students’ spontaneity is very strong, so it is easy to lead the market prediction and researches are almost from their own subjective judgment, the estimated value of market risks are not enough. Therefore, the training of self employed is come from the reality, to help the university students build the entrepreneurship confident according to the development and vicissitude of the economic society, and through the flexible training, the students then handle the self employed skills, knowing about how to catch the business opportunities, improve the management abilities, then increase the success rate. Xia (2004) claims that lacking of funds is the first problem to influence university students start self employed. The governments could unite universities and companies to contribute capital to set up guarantee funds, provide the guarantee for students’ loan. They can also set up some venture investment fund, invest directly to some small enterprises, which are have
high scientific and technological content, new energy and materials, and talk the risks with university students, self employed together, shared interests. Governments also can set up self employed encouragements funds, implement self employed reward mechanism or loan system for the good programs or potential enterprises. On the one hand, it reduce the fund obligation of the enterprises, on the other hand, it can encourage the enterprises develop actively. Meanwhile, it can simplify the approval progress of venture capital, ensure the funds in place on time.

In my point of view, Xia’s statement can solve the problem of lacking funds, however, I think it is not the whole aspects to help students in their self employed. I think the university can build a self employed – tutor system, to provide students the experiences and technology supports for their self employed. It means the students can invite relevant professors to give some specific guidance in the progress of self employed, to lead the students build the entrepreneurial concepts, develop the self employed training, and guide the self employed practice. The tutors can give the students more possibility to success in their self employed.

According to Wu Dong (2010), the university students’ self employed program are usually have low “gold content‖, and bad innovation. In the entrepreneurship competition of Chinese universities, most students’ programs are about high technology. But once the students without their university, it is very difficult for them to build a high technology enterprise base o their own ability. Mostly, university students always choose some traditional industries which are spend less start – up capital, easy to open for business, less risks and easy to handle, such as clothing shop or snack bar, however, actually the self employed base on the innovation could have more development potential, and easier to becoming successful. If there is no any innovation and break, it cannot show the advantage of university students’ self employed. Besides, most of the university students don’t have the enough psychological preparation, usually they don’t have the awareness to be independent and innovation, and lack of spirit of adventure and sense of competition, they don’t have too much understanding about the society when they are in the university, and cannot adapt the way to get along with people in the markets, they don’t have the
necessary experiences and skills. Because the students need to take care of every single thing personally, play many kinds of roles in the beginning of the self employed, they are very hard to accept all the difficulties, lose their spirits when they fail slightly, and doubt with own ability, be afraid to take risks, it is very easy to give up halfway. Peng (2010) claim that university students don’t have enough abilities to do the self employed. They are weak of manage and business operate abilities, it is an important element to influence university students’ self employed. It is very difficult for the students to be competent with the role of enterprise manager because they are lack of the necessary practical ability and managerial experience, their business planning always sound very nice, but in the end they were weed out by the markets. Many university students haven’t make the market survey and analyze at all, they just follow the trend blindly, then result in failure. Therefore, according to An (2005), the entrepreneurs should have a clear goal and determination. Self employed is a long term and a hard progress, if the entrepreneur only have the enthusiasm but no clear goal and expectation, they cannot keep going. The most important quality that the entrepreneurs should have is a clinging chase. Therefore, the entrepreneurs need to have a long – term planning in the beginning of their self employed, foreseeing the hardships and the risks and also the failures, bear all these things by the dogged willpower. Besides, for the university students, the biggest problem of self employed is not only no economic base, but also they are lack of self – survival ability. In order to solve these problems, most of the entrepreneurs need to rely on the support from their family, otherwise, they can get the support from their experiences in the society and all kinds of resources, maybe they already got some wealth, or maybe they already got one or more technical monopoly. If the entrepreneurs don’t have the overall sources, it is better for them to work in other companies first, after accumulate some experiences and economic base, then start to consider about self employed. All in all, it is necessary for the entrepreneurs to fully consider in the beginning of the self employed, taking full advantages of available resources, don’t taking action blindly.

In my point of view, I strongly agree with An. not all the university students have the suitable condition to do the self employed. If you have the ambition to do that, you
can start with being the others’ staff first, absorb much knowledge and experiences, then start your own business in a right time. The right time, right action will promote you to be success.

CHAPTER 3: METHODOLOGY

3.1 Research Approach
This research will apply Qualitative research approach. I will go close to one student’s who has the experience of doing self employed, and have already done it successfully, then explore his/her progress of doing the self employed, understand the difficulties inside the self employed, then find the specific solutions. Base on the experience of the student, we can know the whole progress of self employed clearly.

3.2 Case of Study
Xin Miao is a small company which is mainly selling wireless network card which is in Liaoning province, Shenyang city, China. It is developed by Min, she is the student who just graduated from university. Her major in the university was marketing. She and her boyfriend made a planning before start their own business, then they formed this company. They perfected the basic company departments with a year, and their sales area is broadening continually.

The reason of Min’s success is because she made a good preparation before starting the self employed. She use her knowledge that she had learnt from university, then she did the specific planning. So it tell us a well begun is half done, it is necessary for the students that make a deep planning for their own business. Besides, she is smart in understanding the popular trend of the market. Nowadays, wireless network card is very convenient for people, many people using laptop and always have difficulties of connecting internet, so the wireless network card is really popular. To sum up, her success is because of her huge knowledge reserves, good planning, and accommodate the masses.

3.3 Method
I use investigation method and observational method in this research. Investigate much specific information from my respondent, which is Min. analyze the answers of the questions that I ask her. And also, follow her life, observe how does she spend her day in her own business. Then analyze the elements of doing self employed.

3.3.1 Conceptual Framework

According to the literature in this research, the conceptual framework of the research which is:

3.3.2 Research instruments
This research will use in observations, then do the interviews to the informants. I need to observe the real condition of the students who are doing self employed, then do the interviews through my questions, and analysis based on the answers and also the condition through my observation.

3.3.3 Unit of Analysis
The unit of analysis of this research is individual student self employee who just graduated in China.

3.3.4 Data collection technique
In doing the data collection, as mentioned above, I employed observation, and interview and documentary analysis. In observing the object of this research I will collect as follows:

<table>
<thead>
<tr>
<th>Period/historical background</th>
<th>What had influenced the students to do the self employed.</th>
<th>The essences which influenced them.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The experiences of the students’ predecessors to do the self employed</td>
<td>How to influence them</td>
</tr>
<tr>
<td></td>
<td>The cultural of doing self employed among the university students in China.</td>
<td>The history of university students’ self employed in China.</td>
</tr>
<tr>
<td>Mimetic Behavioral</td>
<td>How did they apply the company.</td>
<td>The progress of get the silence.</td>
</tr>
<tr>
<td></td>
<td>How did they organize the departments</td>
<td>The basic structure of the company</td>
</tr>
<tr>
<td></td>
<td>What are the requirements to the employees</td>
<td>The rules and regulations for the employees.</td>
</tr>
<tr>
<td>Psychological appearances</td>
<td>How did they organize the departments</td>
<td>The basic structure of the company</td>
</tr>
<tr>
<td></td>
<td>What are the requirements to the employees</td>
<td>The rules and regulations for the employees.</td>
</tr>
<tr>
<td></td>
<td>Psychological appearances</td>
<td>The specific preparations.</td>
</tr>
</tbody>
</table>
### Practices and social settings

<table>
<thead>
<tr>
<th>What kind of attitude should the students have</th>
<th>How to face the success and failures.</th>
</tr>
</thead>
<tbody>
<tr>
<td>How to treat the employees.</td>
<td>Be friendly or strict</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>What books should students read before start self employed</th>
<th>The books which are related self employed</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>What kind of trainings should they join</th>
<th>The trainings which are related to self employed</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>What kind of person should they know and get contact before start</th>
<th>The person which are helpful to the students.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>What kind of setback will students meet during the progress of doing self employed</th>
<th>In the different progress, there are different challenges and difficulties.</th>
</tr>
</thead>
</table>

### Narrative style

The data collection technique of this research is spreading the questionnaires and refer to the specific participants.

### 3.3.5 Coding Procedures/data analysis

- Do the interviews to the participants, then note the answers
- Select the answers which have more persuasion.
- Analyze the selected answers, find its common points and also differences.
- Classify the different types of information, then make the summarize.
- Do the final summarize combine the different selected answers and my observation.

### 3.4 trustworthiness and authenticity
In this research, all the information is collected from the respondent, therefore, it is trustworthy and authentic.

**Chapter 4 Results to be filmed**

4.1 Findings based on Research Questions:

- What kind of problems do the students meet frequently during the progress of self-employed?

  Lack of money is the biggest problem. Money is one of the most important elements for doing the self-employed. Most of the interviewees said that it is hard to start self-employed if they don’t have enough money. To start with a business, firstly, they have to invest, to buy the materials they need, and rent the house, it is not a small account. Therefore, before starting the self-employed, the students have to think about the source to get enough money. Mostly, they got their first support from their parents, some of them borrowed from friends.

  After applying the company successfully, the problem which the students meet frequently is lack of human resource. If the business is small, the students can do all the things by themselves, or together with their group. However, if there are so many things to do and the business has already divided in some apartments, there is no doubt that they have to hire some employees in the outside. Among the 5 interviewee which I’ve interviewed, one of them put the company advertising on the newspapers and internet, 4 of them also joined the job fair events to promote the company.

- What kind of preparations should students do before starting the self-employed?

  Firstly, take the courses about self-employed in the university before graduated.

  To start a self-employed officially, the students have to get more knowledge about
that. The knowledge are basic, without the knowledge, they can’t do anything. In nowadays, there are more and more students are going to do the self employed, therefore, many universities open the courses about that, to help students to make a good preparation. And if the time is possible, it’s better to read more books. To start a self employed, the students must have the ability to control themselves. They need to read more book about self employed outside the classes. More knowledge, more rate to success. Then, plan the type of the company and its structure. Make the mind clear and start it.

After that, it is the time to get the business license. To apply the business license, they must follow the steps:

Firstly, student should come to the government hall of administrative examination and approval and find the industrial and commercial window. Then get and write the ‘<< enterprise name pre-approved application>>’. After that, submit the ‘<<application form for individual proprietorship enterprise’s set up and check in>>’ as well as the ‘<<residence certificate>>’. At last, submit the student’s own certificate of identification and photo.

Getting a business license means the self employee is legal in China. After that, students have more time to pick the supplies and facilities of the company, there is only one thing that the students should know clear in the mind, which is the structure of the company, to know what facilities they need. Then account the number. Meanwhile, they can hire the employees. Putting the company advertisings on the newspapers and internet, and joined the job fair events. If it is necessary, spread the flyers to the people (only 1 interviewee did that).

4.2 Findings to be filmed:

In this film, there will be some elements showing to the audiences:

The first is the whole background of the situation which is about the difficulties for Chinese students’ finding a job. Especially the problem of the education background, most of the companies would like to hair someone whom has a higher
education background, it is no doubt that a Bachelor Degree is not being welcomed already. But not everybody have a such good education background, so this is the reason why there are so many students want to start their own self employed. Most of the interviewees have mentioned, that even though they can be haired in a company, they still need to face a huge challenge and much pressure to get ready to compete with the others. Doing self employed is quiet tired, but they can feel free and they can decide all the things by themselves.

However, the most important element is about the preparation of the self employed. In order to be professional, they read many books about management, study hard every day, and listen to the advises from the predecessors. And also, joining some classes about self employed, the progress of preparation must be very focus, so it is hard. Therefore, there is no doubt that sometimes the student feel annoy or disappointing, but the key is he hold on himself, and face all the challenges and difficulties.

There is a very realistic problem which is about money. For the students who are going to graduate or have just graduate from the universities, they don’t have enough money to do the self employed. Doing a self employed must put much fund to start. To solve this problem, some of them ask help from parents, however, not every family have a good economic foundation, so for the families which are not able to support, the students may think about other ideas, such as borrow money from friends and give an appointment of the date to return.

During the progress to prepare, the students may feel wronged because not everybody can understand them. In this film, the main character and his girlfriend get in some misunderstanding. The girl didn’t want him do the self employed at first, they broke up because the girl can’t get in the sense of security because of the unknown result of the self employed, but finally they were in relationship again because the girl have seen his hardworking and his sincere heart.

4.2.1 Mimetic Behaviors

The first time when the university student gets the idea to do the self employed is
before he graduated. He decides to do it when he was still in his campus, which is the university in Liaoning province, China. To have a good start, the student need to join the training class which is about doing self employed. The student follow the knowledge which the teacher taught to him, and read the books every day, he even study alone until the midnight. He do these things day by day, and then think about the methods to start a business.

Meanwhile, he found a partner about doing self employed, because it will make him easier. He got the partner’s contact number through an advertising, and he met the person, then showed him about all of his ideas of doing self employed. The student doesn’t have enough vigilance about the partner, because he doesn’t have any experiences, his resume is almost blank, so he must accept some results which he doesn’t want to face.

Applying a business license is the beginning of success the self employed. During this time, the student has to come to the government hall of administrative examination and approval, it could also be the Labor Bureau of the city. After apply the business license successfully, the student starts to do the preparation of the company supplies, and take them in his own storefront. Cleaning all the facilities before the storefront open to the outside officially.

4.2.2 Psychological Appearance

Almost everyone has a period that feels very perplexed about their future before graduate from university. The main character, which a student just graduated, doesn’t without exception either. So before he starting preparation, his face is confuse, and nervous. When he can’t get the support from his girlfriend or his family, he is quiet upset. However, because he has a strong thinking of doing a self employed, the student hide the sad emotion and keep going to do what he hope to do.

With some perplexed emotion, the student start to join the class in the training institution of self employed. He takes the classes and reads the books every day, pretty hardworking and doing all the things steadily. And finally he finished the
classes and start his own business.

As time goes by, his thinking of doing the self employed has become more and more firm. And during the time of his own development, he met some problems which are with his partner and his girlfriend. It made him annoyed but soon he got calm. During the time when he was very sad, he was nearly corrupted and he abreact his bad emotion in the seaside. Fortunately, his girlfriend saw his hard working and decided to get in relationship again, and helped him, then he became calm and happy, what’s more, he is a little bit ashamed when his girlfriend come and encourages him. And in the progress of apply the license, he is still hard working and firm, then goes to success.

4.2.3 Constructed film code and Signification

Based on my research, I have constructed film codes and significations to easily deliver my main message. Almost of the scenes are shown in order based on the code of development of things in order. the scenes captured the main character who will graduate soon is in the process to prepare the self employed. He failed in many job interviews and got the idea to do the self employed, during the progress, he met many challenges and difficulties.

One of my film significations is that my participant showed his real story of his family conflict because of his self employed.

4.2.4 Practices and Social Setting

The story of the big background is happen in Jinzhou City, Liaoning Province, China. There will be an important is in the university in Jinzhou City. Besides, the other scenes will be shooting in Xinhua Street, because the small company will be start in there.

4.2.5 Creative Elements

Besides the research findings that have mentioned above, in this film, I would put some creative elements.

First, the main character comes to join some interviews to the company for the
purpose of finding a job. However, when he got an opportunity of interview, he came into the company and found that the only person who will compete the same position with him is his good friend – one of his roommates. Then he gave up this chance and leave the company building. The student didn’t tell the true condition to his girlfriend, he just said he doesn’t want to be interviewed anymore and wants to do his own self employed, because before that, he already had some thinking about that. But his girlfriend can’t understand him and they broke up. Nowadays in China, the girls are almost with a boy who has some steady jobs. Therefore, there are many misunderstandings between a couple.

Next, the character wants to do the self employed with an impatient heart, when he saw an advertisement which is about looking for a partner to do self employed, he met the person immediately, but was swindled by the person. He was very sad and came to the seaside alone, with a helpless emotion.

Finally, the girlfriend knew the true condition and support him again, then they were get in the relationship and doing the self employed together.

Chapter 5 Conclusion
The film, which named is “Sincere Heart”, talks about the progress which a university student do his self employed in China.

In Chinese condition, doing self employed is a very popular trend in nowadays. The total account of the university students who want to do self employed is increasing every year. However, not everyone can do it successfully. Many of the students thinking so easy about that, they don’t know doing self employed must follow some steps, and full with knowledge, have to have tenacious perseverance. There will be much more challenges are waiting for them.

Therefore, this film will show to the audiences the basic steps to do the self employed, and how does the main character face the problems and difficulties. It will remind the audiences especially the students who want to start doing self employed that it is not easy to do, they have to do the enough preparation and get ready to face all the matters.

To sum up, this film is going to be an inspirational film, it encourages young people to chasing dreams, and it also educate young people not do the things unadvisedly, think about all the things which probably will be happened. It has a huge pedagogical meaning.
REFERENCES:


10. Wu Dong, Deng YingQi. Countermeasure analyzing of university students’ self
CHAPTER 6 PRODUCTION DESIGN

6.1. Development of Scenario

6.1.1. Film statement
The idea of this film is doing the self employed is not a easy thing, it need to overcome many difficulties.

6.1.2. Theme
The theme is a student who face many challenges to do his own self employed that is in order to give some financial help to his family especially to his sister.

6.1.3. Basic Story
This short film tells about a student who is nearly graduate from the university, Liu Zhidan, hopes to do self employed to earn money and help his family. Before he considered about doing self employed, he tried to take some interviews and all failed. But he also met many difficulties during the progress of the preparation doing self employed. Broke up with his girlfriend, lack of knowledge and lack of money, and swindled by swindler. But luckily, he overcame all the difficulties under his hardworking and the help of his friends. and his girlfriend make it up with him and help him to rent a store. After a series of preparation, Finally the store opened successfully.

6.1.4. Synopsis
Liu Zhidan is a student who will graduate soon from university. As the other students, he also wants to have his own job. However, he failed in many job interviews, the main reason is because his education is not high enough, nowadays in China, there are more and more students get their masters degree, they can have the first choice to find a job, so it is obverse that Liu Zhidan is hard to find a good job.
One day Liu Zhidan saw one of his roommate, Qi Rui has a vacuum cup, it seems very cool, then Liu Zhidan is a little bit interested in this vacuum cup.

One day when Liu Zhidan is accompanying his girlfriend, Jing Wen, walking in the campus, he receives a message again which is ask him to join a job interview. Unfortunately, Liu Zhidan fails again, he comes out from the company building and Jing Wen is waiting for him. Liu Zhidan tells the condition about the interview and tells Jing Wen that his education level is not very high, do the company doesn’t want to choose him. Then he said his idea to do the self employed, but Jing Wen disagree about that, she thinks doing self employed has many indeterminacies, it is not good to their future. So that they angry with each other, Liu Zhidan goes back first and leave Jing Wen alone.

At night, Liu Zhidan wants to talk to Jing Wen, he calls to her again and again, but no one reply. Suddenly Liu Zhidan receives a message from Jing Wen, it says: if you still consist to do the self employed, then I choose to leave, because I can’t see our future.

Another day, Liu Zhidan sitting in the library and searching the information about vacuum cups online. Then Qi Rui comes to him, they soon comes into the topic of vacuum cups, Liu Zhidan tells Qi Rui that he hopes to do his own self employed which is about vacuum cups, he wants to know the market of vacuums cup, then Qi Rui promises Liu Zhidan to accompany him to observe the market in some stores in the afternoon. In the stores, Qi Rui and Liu Zhidan are discussing the market condition of vacuums cups, they think there will be a huge opportunity if Zhidan doing the business of vacuum cups. Suddenly Liu Zhidan receives an incoming which is from his mom, his mom asks him to find a job, and Liu Zhidan tells his
idea of doing self employed to his mom, his mom is a little bit doubt about his ability to do that, then Liu Zhidan is getting nervous and unhappy.

In the dormitory, Liu Zhidan asks his another roommate, Wang Xu, to give him the contact number of the self employed training institution. Soon he gets the number and takes a call. Next morning he comes to the training institution and applied, then joins the class. Liu Zhidan studies very hard during the time of join the training class. He always reading books alone until midnight. He even reads a book on the way of the class.

One day, Liu Zhidan and Qi Rui are walking in the campus, they seen an advertising by accident. It is about “looking for self employed partner”, Liu Zhidan soon get interested in it, and send a message to the phone number which is already given on the advanting. Then he gets the reply from that person, whose name is Cheng Lei, and they decide to meet each other in a coffee store.

Liu Zhidan and Cheng Lei meet each other and talking about their idea of doing self employed in the coffee store, meanwhile, Qi Rui and Wang Xu are imaging Liu Zhidan’s condition in the university library. They are talking how's the progress of the meeting between Liu Zhidan and Cheng Lei. Jing Wen just pass by them and hears their talking, she asks the condition to Qi Rui and Wang Xu about Liu Zhidan. She is a little bit worry about Liu Zhidan.

At night, Liu Zhidan searches the information about vacuum cups online in the dormitory, suddenly he receives a message which is from Cheng Lei, that says both of them need to put some fund to invest and store the products, one person 10,000 RMB, totally 20,000 RMB. Liu Zhidan doesn’t have so much money, then both of his roommates borrow him some money and send all the money to Cheng Lei through internet.
Liu Zhidan sent message to Cheng Lei after they transferred money, he wants to make sure whether Cheng Lei already received the money successfully. However, he hasn’t received any reply from Cheng Lei, until the next day he finished class, he still hasn’t receive any response from Cheng Lei. It is already the last training class, Liu Zhidan is very nervous to waiting Cheng Lei’s information.

Liu Zhidan backs to the dormitory and tells his Qi Rui and Wang Xu that Cheng Lei hasn’t give him any response until now, Wang Xu tells Zhidan to call Cheng Lei directly, but when Zhidan calls, it says the phone number is empty. They just realized that Zhidan is swindled by Cheng Lei, Cheng Lei is a swindler.

Liu Zhidan’s emotion has became extremely sad and he comes to the seaside alone. He walks on the sand and face the sea. Then he starts to recall the scene that he came here with Jing Wen few months ago. That day Jing Wen and him are walking in the seaside hand by hand, they were drawing and running on the seaside. When Liu Zhidan recalls this scene, his mood nearly crazy, he is so helpless that he got so many troubles in his life, his girlfriend has leave from him, and he swindled all the money by Cheng Lei. Then he starts to shouting and crying. Liu Zhidan is sitting on the sand until dusk, he sighs to the sea. Suddenly Jing Wen comes behind his back and tell Zhidan to keep spirit, Jing Wen says she already regretted to leave Zhidan, she wants to make it up with Zhidan, and she will help him. Meanwhile, Jing Wen drawing on the sand, she draws a heart with a pair of wings, and they starts to recall together, few months ago when Jing Wen and Zhidan came to the seaside, Jing Wen drew the same thing, the heart with wings means a sincere heart, with dream and courage. Jing Wen tells Zhidan she will help him to rent a storefront and help invest into the business, Liu Zhidan is very touched by her, then they are in the relationship again.

Liu Zhidan and Jing Wen start to prepare their own business, they come to the government hall to apply the business license, and buy the office facilities, after
that, Qi Rui and Wang Xu comes to help them to move all the new facilities into the storefront.

Finally, their business store has opened successfully, it is just the beginning, but it’s a good beginning. Liu Zhidan calls to his family and get support from his mom, he feels very satisfied, and he believe after some time he can helps his sister to submit the tuition fee and helps his family lead a better life.

6.1.5. Treatment

1. INT. INTERVIEW ROOM – DAY

   In the interview room, there are only 3 people. Liu Zhidan is doing the self–introduce to the 2 interviewers. There are several papers on the table, which are the information materials of Liu Zhidan. Liu Zhidan is very nervous, he is trying to do the best, however, he still refused by the interviewers.

   (titles of the film)

2. INT. DORMITORY- DAY

   It is the time before graduation, there are 2 boys in the university dormitory, the dormitory is a little bit messy. Wang Xu is reading, Qi Rui is playing online games. Later, Liu Zhidan comes in to the dormitory from outside, he just finished a job interview. He finds that his another roommate – Li Yi is not in here, and his belongings are all disappeared. He asked the condition of Li Yi and knows that Li Yi is coming outside to join a interview, which the interview is planning to pick 1 interviewee from the 2 interviewees. Then he has a simple talk with his roommates, and he find that there is a cool vacuum cup on the desk, which is belong to Qi Rui. Then he looks it for a while. He looks confuse about his future.

3. EXT. CAMPUS- DAY
There are not too many students in campus this time, in the winter, it’s pretty cold, and the trees are baldest. Liu Zhidan and her girlfriend Jing Wen are walking in the campus. Then, Liu Zhidan’s phone is ringing, he opens the phone and receives the information from another company that is remind him to join the job interview.

4. INT. THE AISLE OF INTERVIEW COMPANY – DAY

In the aisle of the company which Liu Zhidan is going to join the interview, he holds a handbag, and goes to the upstairs. When he looks up and sees that Li Yi is walking in the front. Then Liu Zhidan is getting nervous and following Li Yi. Finally Li Yi comes inside the room which Liu Zhidan also going to come in. Liu Zhidan comes beside the door and look inside furtively.

5. INT. THE INTERVIEW ROOM – DAY

Li Yi comes into the room and say hello to the interviewers.

6. INT. THE AISLE OF INTERVIEW COMPANY – DAY

Liu Zhidan is holding the doorknob, hesitates for a while, then loosens the doorknob, and finally gives up and leave the company.

7. EXT. THE GATE OF COMPANY BUILDING-DAY

Out of company gate, Jing Wen is waiting Liu Zhidan. Later, Liu Zhidan comes out from company building, with a little bit sad face, he talks with Jing Wen about the interview condition and his feelings, he doesn’t speak out the true condition which Li Yi is actually another interviewee. He keeps silence for a while then speaks out his idea of doing the self employed. However, Jing Wen disagree, then they are angry with each other, Liu Zhidan can’t control his emotion and go back first, leaves Jing Wen alone.

8. INT. DORMITORY-NIT
Liu Zhidan leaning against the bed, and calling to Jing Wen again and again, he hopes to make it up with Jing Wen, but no one answers the phone. Suddenly he receives a message which is from Jing Wen, it said: we’d better break up, you are too fickle that makes me have no sense of security. That night, Liu Zhidan can’t fall in sleep.

9. INT. LIBRARY-DAY
The university library is very quiet. Liu Zhidan is searching the information about vacuum cup online. He is very focusing on it. Qi Rui comes to him this time, they discuss about the vacuum cup and decide to have a look from some stores.

10 INT. STORE - DAY
In the store, there are many kinds of products. Qi Rui accompanies Liu Zhidan to observe the marketing of vacuum cup. Suddenly, his mom calls him, asks his condition about his job, and urge him to find a job as soon as possible, his younger sister needs his help to start education. He has already waiting for the reply from the companies for a long time, but go nothing reply. His family needs his help and can’t wait too long time. Then he tells his mom about the idea of doing self employed.

11. INT. DORMITORY – NIT
Liu Zhidan seems weight on his mind. Wang Xu is reading. Long time, Liu Zhidan ask the contact number of the self employed training institution. Then he start to ask some detail information from the institution.

12. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Liu Zhidan finds a seat and sit down, take out his notebooks and listens to the teacher carefully with a firm face.

13. INT. DORMITORY – NIT
Liu Zhidan comes into the dormitory and holds a stack of books, which are all about the theories self employed. He sits down and arrange the books carefully, then start the study. In the midnight, his roommates have slept, but he is still forces on reading.

14. EXT. ON THE WAY OF TRAINING INSTITUTION – DAY
Liu Zhidan is on the way of the training institution, that time he just arrives at the gate of the university, his left arm is holding some books and his right hand is taking a book, he is reading the book while walking on the way. He feels a little bit tired and stops walking, turns around head, shrug his shoulders, having a relax. Then Jing Wen walks beside him and dashes against him carelessly. After Jing Wen picks up all the books, they just see each other, Jing Wen feels embarrassed, she puts all the books into Liu Zhdian’s hand and leaves soon.

15. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Liu Zhidan sits on the seat and listens to the teacher carefully and takes the notes.

16. NIT. DORMITORY – NIT
At midnight, Liu Zhidan is reading the books alone, with a little bit light, he stretches himself with a yawn now and again.

17. EXT. CAMPUS – DAY
Liu Zhidan is walking together with Qi Rui. Suddenly, Qi Rui finds that there is a paper sticking on the building wall. It is an advertising of “looking for a self employed partner”. The name and contact number is given on the paper. With the curiosity, Liu Zhidan starts to try to send a message with that person, whose name is Cheng Lei. Soon, he gets the reply from Cheng Lei, and they make an appointment to meet.

18. INT. COFFEE STORE – DAY
In the coffee store, the atmosphere is quiet silent. Liu Zhidan and Cheng Lei meet with each other. They are sit down and discuss about the self employed. Cheng Lei’s face seems very sincere, and Liu Zhidan is very happy after he knows Cheng Lei is very willing to be his partner.

19. INT. LIBRARY – DAY

Qi Rui and Wang Xu are talking in the library, they are imagine the progress of how Liu Zhidan and Cheng Lei’s meeting condition. Suddenly Jing Wen is pass by them and hear theirs talking. Jing Wen then ask Qi Rui and Liu Zhidan what happened.

20. INT. COFFEE STORE – DAY

The coffee store is still very quiet. It is already the ending of their meeting. They are sitting down face to face. Finally they stand up and prepare to go back, they shake hands again and come out together.

21. INT. DORMITORY – NIT

Liu Zhidan is searching the information about vacuum cups online, suddenly he receives the message from Cheng Lei, which is ask him to transfer money to a given bank card number, for doing the self employed together. Then he ask help from the two roommates.

22. INT. CLASSROOM OF TRAINING INSTITUTION – DAY

After class finished, the teacher announces that it’s already the last class. Liu Zhidan arranges his books, after that, he sits down and send a message to Cheng Lei, to tell him that he already sent the money to the card.

23. INT. DORMITORY – DAY

Liu Zhidan just back to dorm, he seems very cold, he sits down on his bed and rub his hand together, he is waiting for Cheng Lei’s reply, opens his phone again and
again, he starts to be nervous. Finally he calls Cheng Lei, but the phone number already become empty. His roommates ask the condition, soon, they know that Liu Zhidan has already swindled by Cheng Lei, Cheng Lei is a swindler.

24. EXT. SEASIDE – DAY
There are only a few people in the seaside. In the winter, it is pretty cold. Liu Zhidan comes to the seaside alone, he walks on the sand, strokes his hair, very sad and helpless. He starts to recall the since which was the first time when he came to the seaside with Jing Wen, they were walking on the sand hand by hand, chatting and smiling, jumping and running. It is a nice memory, but now, he is walking alone and has nothing. He shouts to the sea, and sits on the sand.

25. EXT. SEASIDE – NIT
The sun is setting, Liu Zhidan is still sitting on the sand alone. He sighs to the sea. And the surrounding is quiet. Suddenly, Jing Wen comes behind his back, and talks with him, Liu Zhidan stands up and gives Jing Wen a hug. Liu Zhidan then finds some hope and becomes happier.

26. EXT. IN THE FRONT OF THE GOVERNMENT HALL
A sunny day, Liu Zhidan and Jing Wen come out of the the government hall of administrative examination and approval, they have finished to apply the business license. They are walking hand by hand, with a good emotion.

27. INT. STOREFRONT – DAY
A good day, Qi Rui and Wang Xu help Liu Zhidan to move all the new facilities that Liu Zhidan just bought with Jing Wen. The sound of moving is a little bit noisy. They all exert their utmost, and Jing Wen is responsible for command.

28. INT. STOREFRONT – EVENING
The sun has set down, Liu Zhidan is in his store, he is calling his mom and ask the
condition about his family, he also expresses his condition of his self employed. And then Jing Wen comes in from the outside, she brings a potted flower and shows it to Liu Zhidan, they look at each other and smile.

6.1.6. Scenario

1. INT. INTERVIEW ROOM – DAY
Liu Zhidan is sitting on the chair, faces the two interviewers. His face is pretty nervous. The two interviewers are looking at Liu Zhidan’s material information, and ask him questions.

Liu Zhidan
“my name is Liu Zhidan, I am 22 years old, I am going to graduate from college soon. I…… I got good grades in university, I love my life and care about my collective. I am greatly honoured to join the interview in your esteemed company today”

Interviewer 1
“the education background is not qualified.”

Interviewer 2
“alright. Mrs. Lora has a question, you said you will graduate from college, but have you ever known that the lowest recruiting standard in our finance department is master’s degree? Obviously, your education background is not qualified.”

Liu Zhidan
(embarrassed smile)
Interviewer 2
“what’s more, ive seen your information material, your major is human resource, why you want to apply finance department? Do you have any understanding about finance?”

Liu Zhidan
(embarrassed smile)
“Mr. Ren and Mrs. Lora, even though I only have Bachelor Degree, but I have a strong learning ability, I will adapt the work pace in the shortest time when I come, even though my major is not HR, but I ever got an accounting certificate, I know the related domain knowledge. I… I indeed have no experiences about financing, but I promise I will work hard to create value to the company after I enter the company.”

Interviewer 2
“create value? Mr. Liu, based on your qualification, I am afraid you are not able to create any value in a short time, you need to learn first after enter the company, but your resume is almost blank, whereby the company pay you tuition fee? You’d better go back first.”

Liu Zhidan
“thank you very much.”

fade out

2. INT. DORMITORY- DAY
Liu Zhidan comes from outside to the dormitory while Wang Xu
is reading, and Qi Rui is playing online games. Liu Zhidan looks the vacuum cup which is beside Qi Rui’s laptop. Then he sits down and drinks hot water, the face is very confusing.

Qi Rui
“wow, Zhidan, you back so early, passed the interview?”

Liu Zhidan
“as usual, beyond hope again.”

Qi Rui
“then just give up, may as well play online games with me.”

Liu Zhidan
“emm? Where is Li Yi?”

Wang Xu
“He stays in hotel outside.”

Liu Zhidan
“stays in hotel outside? Why?”

Wang Xu
“he will have an interview tomorrow afternoon, which will compete the same position with another person, the interviewer will choose one person to pass, so he stays in the hotel nearby the interview company, he said he won’t come back if he passed.”

Liu Zhidan
“seems he is full of confidence, took all the belongings away, the students are going outside one by one, but my work still doesn’t have any result.”

Wang Xu
“bachelor Degree means nothing in nowadays, so I choose to keep learning, and admitted to a Master Degree, who can be same with him?”

Qi Rui
“whoops, why you mention me? Wang Xu, nobody discourage you from playing online games okay?”

Wang Xu
“do you think everybody same with you? Have a rich daddy, can live in the world even though playing games everyday.”

Liu Zhidan
“I really don’t want to stay in the university anymore, I must find a job as soon as possible, Qi Rui, is this vacuum cup yours?”

Qi Rui
“oh, you say that one, I just bought few days ago, because it’s fangle, looks cool.”

Liu Zhidan
“Hm, pretty nice.”

Fade out
3. EXT. CAMPUS- DAY
Liu Zhidan and her girlfriend Jing Wen are walking in the campus. They are talking. Liu Zhidan receives a message and opens the phone.

Jing Wen
“times goes by to fast, there is not too much time left in university.”

Liu Zhidan
“you are right darling, have you found a suitable job?”

Jing Wen
“actually my family already found a job for me in my hometown.”

Liu Zhidan
“will you really back to your hometown?”

Jing Wen
“of course not, I want to accompany with you.”

Liu Zhidan
“I’ve failed in so many interviews, but my family still need money now, and also, I hope I can give you a good future.”

(phone message ringing)

Jing Wen
“who sent you message?”
Liu Zhidan
“great! It is a information that inform me o join an interview this afternoon, there’s only one competitor this time, the possibility to success can be bigger”

Jing Wen
“really? That’s great! I will accompany you to go there.”

Fade out

4. INT. THE COMPANY AISLE – DAY
Liu Zhidan is walking in the aisle of the company which he is going to be interviewed, when he arrives at the corner of the aisle, he finds that Li Yi is walking in front of him, and comes into the interview room which is same with Liu Zhidan, then Liu Zhidan follows Li Yi until beside the door.

5. INT. INTERVIEW ROOM – DAY
Li Yi is sitting inside the room, and introduces himself to the interviewer.

   Li Yi
   My name is Li Yi
   My major in university is Human Resource

6. INT. THE COMPANY AISLE – DAY
Liu Zhidan give up to join the interview and turn back
and walk out of the company aisle.

7. EXT. THE GATE OF COMPANY BUILDING-DAY
Jing Wen is waiting for Liu Zhidan at company gate, and Liu Zhidan comes out in a short time. Liu Zhidan talks to Jing Wen that he didn’t join the interview and speaks out his idea of doing self employed, but Jing Wen doesn’t understand him and finally they angry with each other, Liu Zhidan then goes back first and leaves Jing Wen alone.

Jing Wen
“Zhidan, here.”

Liu Zhidan
“Wen”

Jing Wen
“Why you finished so fast?”

Liu Zhidan
“Let’s go back. I didn’t join the interview.”

Jing Wen
“what?”

Liu Zhidan
“I don’t want to be interviewed anymore.”

Jing Wen
“why?”

Liu Zhidan
“I've failed in so many interviews
no good education background
no experiences
Even though this time I join the interview, the result will be same
It's better I find another way to earn money”

Jing Wen
“Find another way?
How come you think that?
There is no another way will be easier than find a job in company”

Liu Zhidan
“so?
I continue to join the interviews with my bachelor degree?
And then wait to be failed?
I've already considered
that I want to do a small business
Then I can earn some money to help my family
You know my family condition
I can't wait too long time to stay like this”

Jing Wen
“Do you think it that so easy to do your self employed?
You give up your interview opportunity easily this time
Don't you think you are very unrealistic?"

Liu Zhidan

"why? Why you never understand me?"

Fade out

8. INT. DORMITORY-NIT
Liu Zhidan leaning against the bed, and calling to Jing Wen again and again. He never receive any reply from Jing Wen. Suddenly he receives a message from Jing Wen, he is very rushed to open the phone message.

Voice prompt

"the number you are calling is busy
the number you are calling is busy
the number you are calling is busy"

message from Jing Wen

"We’d better break up"

Fade out

9. INT. LIBRARY-DAY
Liu Zhidan is sitting in the university library. He is searching the information about vacuum cup. Then Qi Rui comes to him, they discuss about the vacuum cup and it’s marking condition.

Qi Rui
“What's wrong nabs? Why you look so depressed?”

Liu Zhidan
“I am planning to do the self employed
Your vacuum cup which I saw on the desk few days ago looks nice.”

Qi Rui
“Oh that vacuum cup
It's from abroad
pretty fashion
Maybe it can has a good development potential in China”

Liu Zhidan
“Well, let me search more
By the way, are you available this afternoon? accompany me to the vacuum cup market okay?”

Qi Rui
“This afternoon?
You are too impatient to wait”

Liu Zhidan
“Do you think I am same with you?
Nothing serious affairs”

Qi Rui
“don't joke me, buddy
I accompany okay?”

Fade out

10. INT. STORE - DAY
Liu Zhidan and Qi Rui are observing the marketing of vacuum cups in the stores. Then Liu Zhidan receives an incoming call which is from his mom, he talks with his mom for a while.

Qi Rui
“I think you can develop the market
You see the pattern of the cups are not fashion”

Liu Zhidan:
“Yeah
these patterns are a little bit old
Hello, mom?”

Liu Zhidan’s mom
“Zhidan, have you found a job?”

Liu Zhidan
“Not yet
All the companies ask a good education background
My bachelor degree is too low
Finding a job is too difficult”

Liu Zhidan’s mom
“Just be quick
You don't have to find a very suitable work
Your sister will go to school soon
It is too hard to our family that pay the tuition for her.”

Liu Zhidan

“Mom
I've been interviewed in so many companies
All failed
I want to do the self employed
Be the boss to myself
It is much more better than join a company”

Liu Zhidan's mom

“But, can you?
Doing self employed needs lots of money right?
How can you get so much money?”

Liu Zhidan

“Let me think some ideas by myself
Mom, just leave me alone.”

Liu Zhidan’s mom

“Go ahead, son
But remember
Don’t be too rash”

Liu Zhida
“okay I know mom.”

Fade out

11. INT. DORMITORY - NIT
Liu Zhidan is lying on bed, his both arms cross each other.
Wang Xu is reading the books carefully.

Liu Zhidan

“Xu
I've decided to do the self employed
But I think it's better to join a training institution first
Have you ever heard Jin Zhou Talent Training Institution?”

Wang Xu

“Of course, there's one of my lectures having part time job
in there.
Wait a moment
I'll send you her contact number”

Liu Zhidan

“wow you are so awesome, buddy
It's not too late now
I try to call”

Fade out

12. INT. CLASSROOM OF TRAINING INSTITUTION - DAY
Liu Zhidan finds a seat and sit down, take out his notebooks
and listens to the teacher carefully, he takes notes while
he got some important points.

Lecture

“Okay, everybody, today we are going to study business negotiation. The first part is chapter 1 which is talk about the outline of business negotiation. It has 3 points totally. Let’s see the first point, what is business negotiation. It needs a balance of benefits between both sides.”

13. INT. DORMITORY – NIT
Liu Zhidan comes into the dormitory and hold a stack of books, he out of breath, then sits down and arranges the books carefully, then start to study. He continues studying while his roommates already slept at midnight.

Qi Rui

Wang Xu
“So many books, enough you to read for a long time!”

Liu Zhidan
“Well, I have on other choices, let me try.”

14. EXT. ON THE WAY OF TRAINING INSTITUTION – DAY
Liu Zhidan is walking on the way of the training institution of self employed. He is carrying a bag, and holding a book in his hand. He is reading the book when he is walking, suddenly
Jing Wen comes from his backside, and strikes him incautiously, then Liu Zhidan’s books drop on the ground, Jing Wen flurried and picks all the books, when she gives the books and looks up, she just realizes the person is Liu Zhidan, her face is embarrassed and goes far away quickly, but Liu Zhidan seems very sad.

Liu Zhidan

"Wen... …"

15. INT. CLASSROOM OF TRAINING INSTITUTION – DAY

Liu Zhidan sits on the seat and listens to the teacher carefully and takes the notes.

16. NIT. DORMITORY – NIT

At midnight, Liu Zhidan is reading the books alone, with a little bit light, he stretches himself with a yawn now and again.

Fade out

17. EXT. CAMPUS – DAY

Liu Zhidan is walking together with Qi Rui. Then he finds an advertising which is about “looking for self employed partner” sticking on the wall. Liu Zhidan try to send a message to that person, whose name is Cheng Lei, and receives Cheng Lei’s reply soon.

Liu Zhidan
“today is really a nice day.”

Qi Rui
“yeah, it’s good to walk outside to coping with stress.”

Liu Zhidan
“Qi Rui, how’s your preparation of your final presentation?”

Qi Rui
“just like that, my standard is only pass it, I don’t have any high expectation to myself. Zhidan, you see what’s that?”

Liu Zhidan
“looking for a self employed partner? Looking for a self employed partner, years of experience, building a good future together Contact person” Mr. Cheng “

Qi Rui
“looks nice, you can send him a message.”

Liu Zhidan
“is it reliable?”

Qi Rui
“try buddy, you won’t loss anything.”

Liu Zhidan
“okay I try”
Qi Rui
“just try”

Liu Zhidan
(message: hello, is that you want to find a self employed partner? Are you available to talk?)
“I’ve sent already”

Qi Rui
“let’s go”

Liu Zhidan
“Wow, I get the reply”

Qi Rui
“he replies so fast”

Cheng Lei
(message: hello, let’s meet at “the Baltic Sea” coffee store on Saturday 10 AM)

Fade out

18. INT. COFFE STORE – DAY
Cheng Lei is waiting for Liu Zhidan in the coffee store, then Liu Zhidan is coming, they shake hands and smile. They are sitting down and discuss about self employed. They are drinking coffee and laugh sometimes.

Cheng Lei
“Come come come, here!”
Have a seat please, hello hello
Waiter, coffee please!
I am Cheng Lei, you are...?"

Liu Zhidan
"I am Liu Zhidan"

Cheng Lei
"we’ve sent message last time right?"

Liu Zhidan
"yes"

Cheng Lei
"I am as a vice president in an urban enterprise, I want to
put some investment, let me see your investment project okay?"

Liu Zhidan
"alright. "

Waiter
" Mr. Cheng, your coffee"

Cheng Lei
" Drink coffee first"

Liu Zhidan
"it’s like this, this is my entrepreneurial orientation, you
can have a look. I am searching a kind of vacuum cup, it has
a novel appearance, I think it can be better satisfy the
consumption view of nowadays people.

19. INT. LIBRARY – DAY
Qi Rui and Wang Xu are talking in the library. Suddenly Jing Wen pass by them and join the talking, she sits down and ask questions to Qi Rui and Wang Xu about Liu Zhidan. Qi Rui looks at the friends circle in we chat, and read the content which is from Li Yi, Jing Wen grabs the phone and finds that the building in the photo which Li Yi puts on the we chat is same with the building which Liu Zhidan join the interview last time, they seems realize something.

Qi Rui
“Hey Wang Xu, how do you think the condition of Zhidan and that person he is meeting now?”

Wang Xu
“hopefully they can negotiate successfully, it will have lots of help for Zhidan if he can has one more partner.”

Qi Rui
“yes you are right, and Zhidan has broken up with his girlfriend, he has to face so many things now.”

Jing Wen
“are you talking about Liu Zhidan? How does he going now?”

Qi Rui
“whoops, Jing Wen is coming, aren’t you broke up with him?
Still care about him?”

Jing Wen
“don’t joke me okay? What partner you said just now?”

Wang Xu
“few days ago, Zhidan saw an advertisement about find a partner to do the self employed, then he contacted that person, and now he is meeting with that person”

Jing Wen
“it’s too rush, is that person dependable?”

Qi Rui
“he is not your boyfriend already, why you still care about him?”

Jing Wen
“none of your business.”

Qi Rui
(opens the friends circle of we chat) see, Li Yi said he wants to treat us! Last time Li Yi cae to the company to join the interview, the interviewer choose one person from the two competitors, and he passed.”

Wang Xu
“oh, I see”

Jing Wen
“(grabs the phone) isn’t the company which Zhidan came to be interviewered last time? He must been gave up the opportunity to Li Yi!”

Qi Rui
“oh, really?”

20. INT. COFFEE STORE – DAY
Liu Zhidan and Cheng Lei are still talking. Finally they stand up and shake hands with each other. Liu Zhidan smiles and then they come out together.

Liu Zhidan
“these vacuum cups because the good appearances, it can satisfy the requirements of the customers. What’s more, I think it still has a small market share in China, so I do want to catch this opportunity to find a partner work together with me.”

Cheng Lei
“have you done the market research?”

Liu Zhidan
“yes, already”

Cheng Lei
“drink coffee please”

Liu Zhidan
“okay, thank you.”
Cheng Lei
“so how much products do you want to stock for the first batch?”

Liu Zhidan
“initial plan is a thousand.”

Cheng Lei
“such good products, how can you stock one thousand only? At least should be decupled.”

Liu Zhidan
“decuple, ten thousand?” but I don’t have too much fund.”

Cheng Lei
“I will solve the problem of fund, now what you need to solve are contact the supply of goods, choose the place to open a shop front, do you get it?”

Liu Zhidan
“yes”

Cheng Lei
“hello, Mr. Dong. Wow, the bid succeeded? How much you put in the bid? Only five million RMB? Nice nice. Okay, I will go there soon, thank you thank you. I have some business now, could we talk next time?”

Liu Zhidan
“okay, see you next time.”
21. INT. DORMITORY - NIT
Liu Zhidan is searching the information about vacuum cups online, suddenly he receives the message from Cheng Lei that is ask him to put some investment to start the self employed, he asks help from his roommates to transfer money to Cheng Lei to start the self employed.

Qi Rui
"hey Zhidan, how’s your feeling with that partner? Does he willing to cooperate with you”

Liu Zhidan
“I think he is nice, very genuine, and he treated me a cup of coffee. We are planning to start the self employed”

Qi Rui
“whoops, he bought you over only with a cup of coffee.”

Liu Zhidan
(message ringing)
“Cheng Lei tells me I need to pay a part of deposit now. send the money to his bank card.”

Qi Rui
“your progress is too fast.”
Liu Zhidan
“we need to invest first, actually he will put much more money than me. We’ve decided to stock some products. But he asks me put ten thousand RMB, it still too hard for me.”

Wang Xu
“how if like this, I have some money now, I will borrow you, and I will help you think other ways to get some money.”

Qi Rui
“don’t do like that, it’s better I borrow him. You still need to attend the graduate school, you need to save your money. Dong worry Zhidan, later I will put money into Cheng Lei’s card.”

Liu Zhidan
“thank you buddy, you’ve solved my extremely urgency.”

Qi Rui
“don’t say that, I know your personality, we’ve been roommates for already more than three years, I must help you, don’t worry, later I’ll send to him.”

Fade out

22. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
The teacher announces her information after class finished.
Liu Zhidan arranges his books, then sits down and send a message to Cheng Lei, his face is a little bit nervous.

Dialogue:

lecture
“we’ve finished the study of the whole book, and you all passed the examination. I wish everyone will have a wonderful future, have a good beginning of your own self employed. Your future is not a dream.”

Students
“ Thank you Mrs. Lin”

(Liu Zhidan’s message: “Cheng Lei, I’ve already sent you the money yesterday evening, have you received? Please let me know if you’ve received”)

Fade out

23. INT. DORMITORY – DAY
Liu Zhidan backs to his dorm, he rubs his hands together. He sits down on his bed and opens his phone again and again. He checks the message from Cheng Lei and waiting for his reply. His face looks nervous and talks this condition to his two roommates. He looks bad and his body is a little bit tremble.

Liu Zhidna
“why he never give me any response after we sent him money
yesterday?

Wang Xu
“have you contacted him?”

Liu Zhidan
“I’ve sent him message many times.”

Wang Xu
“try to call him.”

Liu Zhidan
“yes, I try now. the number is empty, what’s wrong?”

Qi Rui
“what? Are you swindled by him?”

Fade out

24. EXT. SEASIDE – DAY
Liu Zhidan comes to the seaside alone, he walks on the sand, strokes his hair, with a bad emotion. He stands on the sand and face the sea. He starts to recall the scene that few months ago, Jing Wen and him are walking in the seaside hand by hand. They were drawing and running on the seaside. Then he shouting when he backs to the reality.

Liu Zhidan
“ah!”

25. EXT. SEASIDE – NIT
Liu Zhidan is sitting on the sand alone until dusk. He sighs
to the sea. Suddenly Jing Wen comes behind his back, and talks to him. Then Jing Wen picks a branch and drawing a heart with a pair of wings on the sand. She encourages Liu Zhidan.

Liu Zhidan

"why you come? I don’t want to face you."

Jing Wen

"because I care about you. You must keep going, continue to do what you want to do."

Liu Zhidan

"but we are not in relationship anymore.

The recall"

Jing Wen

"Zhidan, I call it the sincere heart, just like you, have dream and courage. Now I draw it for you."

Liu Zhidan

"it’s so beautiful, Wen. We are still young, no matter how much challenges where will be, let’s face together."

The reality:

Jing Wen

"We’ve already called the police, Cheng Lei has already arrested, you will get your money soon. I’ve seen a good storefront, I can accompany you to do the self employed together."
Liu Zhidan
“ I am sorry Wen, I shouldn’t angry with you that day, I’ve been persist in the self employed so long time, I don’t want to give up actually. Nice to have you, Wen.”

Fade out

26. EXT. THE GOVERNMENT HALL
Liu Zhidan and Jing Wen just come out from the government hall, they are walking hand by hand.

Liu Zhidan
“Wen, fortunately you brought the << enterprise name proposal>> just now, we’ve submitted all the materials successfully. Don’t you heard from the staff? That if it going smooth, we can get our business license in 7 days.”

Jing Wen
“great, finally we can have our own business. You have to treat me, I’ve helped you so many things.

Liu Zhidan
“yes of course, I must treat you well, we still need to tidy our store after lunch.”

27. INT. STOREFRONT - DAY
Liu Zhidan, Qi Rui and Wang Xu are moving the new facilities,
and Jing Wen is commanding in the side.

28. INT. STOREFRONT – EVENING

Liu Zhidan is in his store, he is sitting on the chair, and calling to his mom. Meanwhile, Jing Wen comes into the store and holds a potted flower, she shows to Liu Zhidan, and they smile with each other.

Liu Zhidan

“hello mom, tell you a good news, we’ve finished to clean our storefront today, and we can start the business in around a week. Okay mom, I will work hard to earn money, I will handle my sister’s tuition fee. Okay bye.

Wen......”

Fade out
6.2. Scenario Analysis

6.2.1. Message Analysis

1. **INT. INTERVIEW ROOM – DAY**
   Description: Liu Zhidan is sitting in the interview room, and answer all the questions from interviewers, he looks nervous, he introduces himself and say something about his personality.
   Message: to show that Liu Zhidan is a student who is going to graduate, wants to get a job in the company, but lack of experience.

2. **INT. DORMITORY- DAY**
   Description: Liu Zhidan comes from outside to the dormitory while Wang Xu is reading, and Qi Rui is playing online games. Liu Zhidan looks the vacuum cup which is beside Qi Rui’s laptop. His face is very confusing.
   Message: to show that Liu Zhidan is very confused about his future, and wants to have a job as soon as possible, and Wang Xu is likes reading very much, Qi Rui doesn’t very care about his future. And also, it is the first time that Liu Zhidan see Qi Rui’s vacuum cup, and looks a little bit interested in it, so it is the foreshadowing of doing the self employed in the later scenes.

3. **EXT. CAMPUS- DAY**
   Description: Liu Zhidan walks with Jing Wen in campus, their topic is still about finding a job.
   Message: it shows that Liu Zhidan doesn’t want to have a own work.

4. **INT. THE COMPANY AISLE – DAY**
   Description: Liu Zhidan sees Li Yi is also join the same interview, and follows him.
   Message: to show Liu Zhidan’s amazed emotion.

5. **INT. INTERVIEW ROOM – DAY**
   Description: Li Yi is sitting inside the room, and introduces himself to the interviewer.
   Message: to show to the audiences that Li Yi is the person who is going to compete the same position with Liu Zhidan.
6. INT. THE COMPANY AISLE – DAY
Description: Liu Zhidan give up to join the interview and turn back and walk out of the company aisle.
Message: to show that Liu Zhidan doesn’t want to contend the position with his good friend Li Yi. So he gives up this opportunity.

7. EXT. THE GATE OF COMPANY BUILDING-DAY
Description: Jing Wen is very angry when she know Liu Zhidan gave up the interview and planning to do the self employed. Liu Zhidan go back first when Jing Wen is angry with him.
Message: Liu Zhidan didn’t tell the truth that Li Yi is the one who compete with him, because of two reasons: he wants his friend get this opportunity, he doesn’t want to compete with his friend, and actually he already don’t want to continue to be interviewed, he wants to start self employed. Jing Wen is angry because he thinks Liu Zhidan can’t give him sense of security. Liu Zhidan go back alone because he is disappointed with Jing Wen’s respond.

8. INT. DORMITORY-NIT
Description: Liu Zhidan send message to Jing Wen again and again, but hasn’t get any reply, finally he get a message from Jing Wen, that Jing Wen tells him to break up.
Message: Liu Zhidan still care about Jing Wen even though they were not happy that afternoon, but Jing Wen wants to break up because she thinks Liu Zhidan can’t give her sense of security.

9. INT. LIBRARY-DAY
Description: Liu Zhidan is searching the information about vacuum cups in the library. And he asks Qi Rui to accompany him to the market of vacuum cup in the afternoon.
Message: Liu Zhidan wants to start to prepare the self employed as soon as possible, he doesn’t want to wait.

10. INT. STORE - DAY
Description: Liu Zhidan receive his mom’s phone call while he is hanging in the market.
Message: it is the first time that Liu Zhidan tell his mom about the idea to do the self
employed, even though his mom wants him to earn money, but she agreed Liu Zhidan’s planning.

11. INT. DORMITORY – NIT
Description: Liu Zhidan gets the contact number of the self employed training institution from Wang Xu.
Message: Liu Zhidan very knows that he must get knowledge first if he wants to start self employed.

12. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Description: Liu Zhidan in the room of training institution, listens to the teacher carefully.
Message: to show that Liu Zhidan already start to prepare.

13. INT. DORMITORY – NIT
Description: Liu Zhidan reading the books until the midnight.
Message: to show his hardworking.

14. EXT. ON THE WAY OF TRAINING INSTITUTION – DAY
Description: Jing Wen strikes Liu Zhidan carelessly, when Jing Wen found the person is Liu Zhidan, she goes away very fast, but Liu Zhidan is very sad.
Message: Jing Wen is shy to meet Liu Zhidan, and Liu Zhidan still care about Jing Wen in his heart.

15. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Description: Liu Zhidan sits on the seat and listens to the teacher carefully.
Message: he regards the self employed as an very important thing.

16. NIT. DORMITORY – NIT
Description: Liu Zhidan reading books alone until midnight.
Message: he regards the self employed as an very important thing.

17. EXT. CAMPUS – DAY
Description: Liu Zhidan finds an advertising on the wall which is about find the partner of self employed. He tries to send a message and got a reply soon, they make an appointment in coffee store.
Message: Liu Zhidan thinks he find an opportunity to have a partner, that where will
be somebody help him to do the self employed.

18. INT. COFFE STORE – DAY
Description: Cheng Lei and Liu Zhidan are meeting in the coffee store. They introduce themselves, Liu Zhidan tells Cheng Lei about his idea of doing self employed.
Message: to show the progress that they meet each other.

19. INT. LIBRARY – DAY
Description: Jing Wen, Qi Rui and Wang Xu are talking about Liu Zhidan, then Jing Wen found that the company building which Li Yi shows in the friend circle is same with the building which Liu Zhidan came to interviewed last time.
Message: to show that Qi Rui and Wang Xu are care about Liu Zhidan, and actually in Jing Wen’s heart, she also wants to know Liu Zhidan’s condition, and finally she knows the truth why Liu Zhidan gave up to be interviewed last time.

20. INT. COFFEE STORE – DAY
Description: Liu Zhidan and Cheng Lei finish the talking,
Message: Liu Zhidan already trust Cheng Lei very much.

21. INT. DORMITORY – NIT
Description: Liu Zhidan receives a message that Cheng Lei ask him put 10000 RMB into a bank card, Liu Zhidan doesn’t have so much money, so Qi Rui helped him.
Message: Liu Zhidan trusts Cheng Lei very much, he doesn’t doubt Cheng Lei, and Liu Zhidan’s roommates are very support him.

22. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Description: Liu Zhidan is waiting for Cheng Lei’s response even though in the classroom, and doesn’t have a happy emotion in the last class.
Message: Cheng Lei hasn’t give Liu Zhidan and response after Liu Zhidan sent the money, so Liu Zhidan become nervous.

23. INT. DORMITORY – DAY
Description: Liu Zhidan calls Cheng Lei, but the number already empty. Liu Zhidan sits down and because collapse.
Message: to show Liu Zhidan’s bad condition when he know the truth.
24. EXT. SEASIDE – DAY
Description: Liu Zhidan comes to the seaside alone, and recall the happy memories of the time when he was together with Jing Wen.
Message: to show Liu Zhidan can’t accept the bad condition at this moment, he thinks he has nothing now.

25. EXT. SEASIDE – NIGHT
Description: Jing Wen comes to the seaside and talk with Liu Zhidan, She encourages Liu Zhidan don’t give up, and finally they are in relationship again.
Message: Jing Wen still cares about Liu Zhidan, and they decide to work together in doing self employed.

26. EXT. THE GOVERNMENT HALL
Description: Liu Zhidan and Jing Wen already submitted all the materials about doing self employed to the government hall, they will get their own business license soon.
Message: they already get ready to do the self employed.

27. INT. STOREFRONT – DAY
Description: Liu Zhidan and Jing Wen, and his two roommates are cleaning the storefront.
Message: he already have their own storefront.

28. INT. STOREFRONT – EVENING
Description: Liu Zhidan calls his mom and tells his mom that he will get the license soon, he will running the store very well, his mom is also happy.
Message: his mom is happy about the result.
6.2.2. Character Analysis
1. Liu Zhidan

Character: Main Character
Scene: 1, 2, 3, 4, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 23, 24, 25, 26, 27, 28
Sex: man
Height: 172cm
Body Weight: 65kg
Face Shape: Oval
Skin Color: Yellow
Eye Color: Black
Hair: Black
Description:
An 22 years old man, Liu Zhidan is well-behaved and persevering, has his own dream

2. Jing Wen

Character: Supporting Character
Scene: 3, 7, 15, 19, 25, 26, 27, 28
Sex: Woman
Height: 166cm
Body Weight: 50kg
Face Shape: Oval
Skin Color: Yellow
Eye Color: Black
Hair: Buff and curly hair
Description:
22 years old woman, have some aspirant, and very care about who she love.

3. Qi Rui

Character: Supporting Character
Scene: 2, 9, 10, 13, 17, 19, 21, 23, 27
Sex: Man
Height: 173cm
Body Weight: 60kg
Skin Color: Yellow
Eye color: Black
Hair: Black
Description:
22 years old man, likes playing online games, has a rich family background.

4. Wang Xu

Character: Supporting Character
Scene: 2, 11, 13, 19, 21, 23, 27
Sex: Man  
Height: 176cm  
Body Weight: 75kg  
Skin Color: Yellow  
Eye color: Black  
Hair: Black  
Description: 22 years old man, has a own specific aim.

5. Li Yi

Character: Supporting Character  
Scene: 5  
Sex: Man  
Height: 170cm  
Body Weight: 60kg  
Skin Color: Yellow  
Eye Color: Black  
Hair: Black  
Description: 22 years old man, Liu Zhidan’s roommate

6. Cheng Lei

Character: Supporting Character
Scene: 18, 20  
Sex: Man  
Height: 177cm  
Body Weight: 70kg  
Skin Color: Yellow  
Eye Color: Black  
Hair: Black  
Description: 27 years old man, a swindler.

6.2.3. Setting Analysis

1. Interview Room  
   Contribution:  
The place which Liu Zhidan interviewed, it is a background of the film.  
Scene: 1, 5  
Visual:

2. Dormitory  
   Contribution:  
The university dormitory, Liu Zhidan stays in there with his roommates in his university life.  
Scene: 2, 8, 11, 13, 16, 21, 23  
Visual:

3. Campus
Contribution: the place where Liu Zhidan and his girlfriend walked in.
Scene: 3
Visual:

4. Company Building
Contribution: The company which Liu Zhidan tried to interviewed.
Scene: 7
Visual:

5. Library
Contribution: the place where students searching materials and study.
Scene: 9, 19
Visual:
6. market
Contribution:
The place where Liu Zhidan search the market condition of the vacuum cups.
Scene: 10
Visual:

7. Classroom of self employed training institution
Scene: 12, 15, 22
Contribution:
The classroom of the training institution which Liu Zhidan joined before starting the self employed.
Visual:
8. “The Baltic Sea” Coffee
Scene: 18, 20
Contribution: the coffee store where Liu Zhidan meet Cheng Lei, they talk about the partner of doing self employed.
Visual:

9. Seaside
Scene: 24, 25
Contribution: the place where Liu Zhidan come to alone while he knew he was swindled by Cheng Lei, and Jing Wen also went there in the evening.
Visual:

10. In Front of Labor Bureau of Jin Zhou City
Scene: 26
Contribution: the place where Liu Zhidan and Jing Wen come to apply their business license.
Visual:
11. Storefront
Scene: 27, 28
Contribution: The storefront which Liu Zhidan doing self employed.
Visual:
6.2.4 Property Analysis

1. table
Scene: 1, 5
Description: the table in the interview room.
Contribution: for Liu Zhidan and the interviewers used.
Visual:

2. vacuum cup
Scene: 2
Description: Qi Rui’s vacuum cup
Contribution: Liu Zhidan saw the vacuum cup and start to get interested in it.
Visual:

3. bed
Scene: 2, 8, 11, 13, 16, 21, 23
Description: the beds in the dormitory
Contribution: For students’ take rest.
Visual:
4. computer
Scene: 2, 21
Description: Qi Rui’s computer in dormitory
Contribution: Qi Rui use it to play the online games.
Visual:

5. books
Scene: 13, 14, 15, 16
Description: the books about self employed
Contribution: Liu Zhidan read these books to do the preparation to start the self employed.
Visual:
6. mobile phone:
Scene: 3, 8, 10, 17, 21, 22
Description: Liu Zhidan’s mobile phone
Contribution: Liu Zhidan uses this mobile phone to contact his girlfriend, training institution, and Cheng Lei.
Visual:

7. laptop
Scene: 9, 18, 20, 21
Description: Liu Zhidan’s laptop
Contribution: the laptop that Liu Zhidan use to search the materials about vacuum cups and show his idea to Cheng Lei.
Visual:

8. Advertisement
Scene: 17
Description: the advertisement which is about searching a partner for self employed.
Contribution: Liu Zhidan contact Cheng Lei through it.
Visual:
9. handbag
Scene: 18
Description: Liu Zhidan’s handbag
Contribution: Liu Zhidan takes his handbag to the coffee store when he comes to meet Cheng Lei.
Visual:

10. vacuum cup
Scene: 27
Description: the vacuum cup which is belong to Liu Zhidan’s storefront
Contribution: to show that they have their own products already.
Visual:
11. flower
Scene: 28
Description: the flower in Liu Zhidan’s storefront
Contribution: Jing Wen takes the flower to the storefront and shows it to Liu Zhidan while Liu Zhidan is calling his mom.
Visual:

6.2.5 Wardrobe Analysis
Liu Zhidan
a. Scene: 1, 4, 6, 7, 18, 21
   Description: formal clothes
   Contribution: for Liu Zhidan join the interview and meet the partner.
b. Scene: 2, 3, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 20, 22, 23, 24, 25, 26, 27, 28
   Description: sport jackets, knit top, sport pants, sport shoes
   Contribution: to show Liu Zhidan doesn’t very care about fashion dressing.

**Jing Wen**

a. Scene: 3, 14, 19
   Description: black jeans, white knitwear, ankle boot
   Contribution: to show Jing Wen’s dressing style.
b. Scene: 24, 25
   Description: plaids and tweeds
   Contribution: to reflect the cold weather.

Qi Rui
Scene: 9, 10, 17, 19, 27
Description: jeans wear, sport pants, sport shoes
Contribution: to show Qi Rui’s unruly character.

Wang Xu
Scene: 19, 27
Description: maize yellow jacket, black pants, sport shoes
Contribution: to show Wang Xu’s frank character.
6.2.6 Make Up and Hair Style Analysis
Liu Zhidan
Scene: 1, 2, 3, 4, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 23, 24, 25, 26, 27, 28
Description:
Natural Make up and look, tidy hair, have some small pimplies on his face.
Contribution: shows that Liu Zhidan is a student who doesn’t have any scheming thinking.

Jing Wen
Scene: 3, 7, 14, 19, 25, 26, 27, 28
Description:
Natural make up and long tidy hair
Contribution: Jing Wen is a good looking girl, but she doesn’t wears a heavy make up.
Qi Rui
Scene: 2, 9, 10, 13, 17, 19, 21, 23, 27
Description: natural make up
Contribution: shows that Qi Rui is a student

Wang Xu
Scene: 2, 11, 13, 19, 21, 23, 27
Description: Natural Make up
Contribution: Shows Wang Xu is a student

6.3 CREATIVE CONCEPT
6.3.1 Concept of Scenario Writing
A scenario in a short film should be terse and forceful, but it has a very profound significance. It should have a principle idea, to tell the audiences that what will show about, and the purpose of the shooting. A scenario can base on the real life, it could reflect some phenomenon, so a scriptwriter should feel the life, find some social hot topic and creative a story, to show the true condition of the phenomenon. Besides, building a person image is very important, each character in the scenario should have its own feature, to make the story full. This film tells a story about a student who face many challenges to do his own self-employed that are in order to
give some financial help to his family especially to his sister. It reflects a serious Chinese condition about the tendency that many graduates from China want to do their own self employed but not join a company.

Liu Zhidan, as the main character of the film, is a student who will graduate from the university soon, he wants to get a job as soon as possible, because he needs money to help his sister. However, because the condition of Chinese employment status in these years, almost every companies need to hire a student with a higher education background, so Liu Zhidan didn’t get an opportunity. When he got an interview opportunity, he found that the one who will compete the same position with him is his roommate, also his good friend, so he gave up and decided to do the self employed. But then he met many problems, broke up with his girlfriend, swindled by the swindler, and problem with finance. When he nearly collapsed, his girlfriend came back again and face the challenges together with him, everything became better then, finally they have their own storefront and start their business.

This film is according to the development of things in order to play. The main character met 4 problems totally. Failed in the interview, broke up with girlfriend, lack of money, and swindled by the swindler. The climax phase is Liu Zhidan swindled by the swindler and came to the seaside alone. The ending is a happy ending, they succeed to start the self employed.

6.3.2 Concept of Production

To make a film, there are some works should be done for the preparation. Especially the pre-production, production, and the post-production.

Pre-Production: in the beginning, I did the research about university students’ self
employed, to find the condition about Chinese self employed. I did this research because in nowadays it is a popular tendency for Chinese university students doing self employed. After my research, I were planning to make a film about that, then I got my basic idea to make a scenario, developed the basic story, synopsis and outline, made more detail and became a whole scenario. Based on my scenario, I made a new artistic research into actors, setting, property, places, timeline, production for film. I need to find all the elements that should appear in the film. Therefore, the breakdown should be done. Which is including message analysis, character analysis, setting analysis, property analysis, costume analysis, and make up. For finish these all, the crew need to divide the work and start hunting, find the suitable places, prepare the properties which will be needed. Then start screen among all the options of alternatives. Then start shooting.

**Production**

Production is an application from design. There will be 3 days for the shooting production. In the scenes of the scenario, it includes days and nights. Therefore, all the 3 days should have a full schedule for shooting.

In the progress of shooting, there will be much hinder trouble the shooting. Finding the location is actually an ensure element in China, we need to find a storefront, but we should discuss with the boss of storefront first, if they agree to shoot, it doesn’t mean that we can shoot for sure, because it is easily for them to change their mind. Therefore, we need to find more storefronts and discuss with the bosses and finally choose a best one.

**Post-Production**

There must many materials during to shoot time. Then, the editors and I should select the suitable materials and put them into the film. The editor will edit the film phrase by phrase, and I will check step by step, the process in editing was phrase by phrase;

1. loading data
2. titling data
3. select data
4. assembling data
5. rough-cut
6. trimming
7. fine cut
8. picture lock
9. color grading
10. music scoring
11. master copy

These are the process to editing the movie. This is important for editing because we can show the film clearer, we can create dramatic and temple in movie to support film have more meaning and to make audiences keep the message, easier to understanding visual in film.

6.3.3 Concept of Directing

A director should know the tools in cinema, and follow all the progress in shooting, the concept of director is responsible into transfer the message to the visual in film. Actors have no equipment to stand behind, and nowhere to hide. Because their work is intense, exposed, and difficult, they are vulnerable, easily discouraged, and quick to compare themselves negatively with other actors. What they work for is recognition, and I as their director and sole audience, is the only one to confer it. All directions come from me. Everyone in the film unit, and every visitor, must be briefed never to make critical comments about the actors’ work, and no actor may criticize other actors.

The core of a film is its idea. The idea can comes from everywhere, in this film, the idea is about a true Chinese condition, which is the serious tendency for the graduate students doing the self employed, it needs a pretty hard progress to do it. The film director’s primary task is to interpret the screenplay and translate it visually. He is the creative mind that chooses the aesthetical and technical specifications to be implemented in his vision. To succeed in this mission, he is involved from the early stages of pre-production all the way to the final phase of post.
Even though directors must oversee the several stages of production, during principal photography, everything could get exponentially hectic. Everything revolves around the production schedule. At daytime, directors should join shooting. During breaks, it is better to rehearse. Lights, costumes, décor, props, camera, actors are all supervised by the director, who’s often multitasking and micromanaging all of those. Directing movies requires extensive command of the craft. It takes decades to master and centuries to forget.

6.3.4 Concept of Cinematography

Cinematography is the science or art of motion-picture photography by recording light or other electromagnetic radiation, either electronically by means of an image sensor, or chemically by means of a light-sensitive material such as film stock.

Color

Color motion picture film refers both to unexposed color photographic film in a format suitable for use in a motion picture camera, and to finished motion picture film, ready for use in a projector, which bears images in color. Color is one of our most important tools and not merely because we can do beautiful things with it.

The most type of color that I am planning to use in my film is the nature of light. Because it can make my film more authentic. Light is composed of photons, which have the properties of both matter and light. Every beam of light has a characteristic color which can vary if the observer is moving toward or away from the light source. Visible light is a small part of the continuous spectrum of electromagnetic radiation, most of which is not directly observable.

In my film, there is a part that I am planning to use colorful colors, which there is a scene that is expressing the recall plot. I use pink divergent light that means the memory is a warm moment.
Lens

In my film, my lens size will be 50mm, f/1.4, however, video cameras with sensors smaller than a 35mm frame have more depth-of-field, therefore, I should pay high attention to the lens that make it on the right focus. The lenses generally are superior quality, but what gives the image that reduced depth-of-field is governed by another optical mechanism in the adapter itself. In most of these units, the image formed by the lens is projected onto a ground glass.

Lenses can be attached to the camera to give a certain look, feel, or effect by focus, color, etc.

As does the human eye, the camera creates perspective and spatial relations with the rest of the world. However, unlike one's eye, a cinematographer can select different lenses for different purposes. Variation in focal length is one of the chief benefits. The focal length of the lens determines the angle of view and, therefore, the field of view. Cinematographers can choose from a range of wide-angle lenses, "normal" lenses and long focus lenses, as well as macro lenses and other special effect lens systems such as borescope lenses.

Ratio and Framing

The aspect ratio of an image is the ratio of its width to its height. Different ratios provide different aesthetic effects. Standards for aspect ratio have varied significantly over time. The ratio in this film is 16:9.

Lighting

I used concept in lighting available light. My expectation used the concept I want to make to natural visual in my film, because I am not change the light in shooting process. Light is necessary to create an image exposure on a frame of film or on a
digital target. The art of lighting for cinematography goes far beyond basic exposure, however, into the essence of visual storytelling. Lighting contributes considerably to the emotional response an audience has watching a motion picture. In this film, we use natural light, during the shooting at night, we use bright light to stand out the character’s behavior and emotion.

It is the energy in each photon of light that causes a chemical change to the photographic detectors that are coated on the film. The process whereby electromagnetic energy causes chemical changes to matter is known as photochemistry. All film is coated onto a base: a transparent plastic material (celluloid) that is 4 to 7 thousandths of an inch (0.025 mm) thick. Onto the base, an emulsion is adhered where the photochemistry happens. There may be 20 or more individual layers coated here that are collectively less than one-thousandth of an inch in thickness. Some of the layers coated on the transparent film do not form images. They are there to filter light, or to control the chemical reactions in the processing steps. The imaging layers contain sub-micron-sized grains of silver halide crystals that act as the photon detectors.

When the shutter is open, light affects the chemistry of the emulsion and a latent image is formed. When a photon of light is absorbed by the chemical sensitizer sitting on the surface of a silver halide grain, it forms the latent image.

6.3.5 Concept of Artistic

I used concept natural artistic in film for give information to the audiences the real situation of Chinese students. The artistic is a big part task during shooting. It satisfies the physical need of the audiences. Concept Artists must produce illustrations that are striking but also accurate and clear. They work on illustrations throughout the shoot
and may often be required to change and adapt their original ideas as filming progresses. Mostly the artistic about film are including properties, wardrobe and make up.

**Property**

I used the natural property in my film. The properties could make the scenes of the film more fully. It is an assist of making the film. Mostly, the properties can make the film more reliable, it is near from the true life. In the other hand, using properties can have a match function, the match of the color in the scenes, or the match in the visual spaces.

**Wardrobe**

I used the natural wardrobe in my film. The artist in wardrobe is responsible for all the clothing and costumes worn by all the actors that appear on screen. The wardrobe should be decided base on the character’s identity and their own characteristic. It can help to highlight the personal features. In this film, the main character, Liu Zhidan, is an unadorned person, so he always using some very simple sport customs, or simple jackets.

**Make Up**

I used the natural make in my film. Makeup artists are absolutely essential when it comes to films as they can make the audience believe that what they are seeing on the screen is real. (Admin, 2014). Each character should have their own make up in the film, it can express the features of the characters. In this film, Liu Zhidan as the main character uses natural make up, to show that he is a simple person. Make-up Artists are briefed by Chief Make-up Artists, who provide detailed notes, character and scene breakdowns and pictures about the characters. Occasionally they may only receive a rough brief. In this case they must produce their own script breakdown, and research and create their own design notes. They work on principal and supporting actors.
6.3.6 Concept of Music and Sound

Music and sound is the media to express the emotion of film. In this film, the sound almost appear is synchronous sound. The sound and the lip movement of the character are happen concurrently. Then, because of the angles are not single, therefore sometimes the sound of the dialogue are not together with the lip movement but together with the action of the plot, it should use simultaneous sound. Besides, film can include sounds that seem like a natural part of the scene: waves breaking on a beach, wind blowing, and dialogue (people on screen talking). These are sometimes called diegetic sounds, it is the real sounds in the film.

Sound is a really powerful tool for storytelling and giving your film impact. It is necessary to plan the soundtrack in detail. Soundtracks can include lots of different elements and you’d normally build them up in layers, with different kinds of sound on different tracks. (T Gilman - 2008).

In this film, the music will appear twice, and they are different. The music could show the condition of the character’s behavior, or the emotion of the character, it can better express the plot of the scenes.

6.3.7 Concept of Editing

The editing which always appear in this film is continuity edit. In a continuing scene, the person is doing an action and then the next shooting is continue this action, but the background has some different. Besides, the screen directional edit is also used frequently. Which is let the audiences’ eyes see the screen in different angle. The most basic condition is two people are talking in the scene, the audiences could see the person’s close-up severally. Besides, the parallel editing could also appear for one time in this film, which is in the scene that Liu Zhidan is talking with the swindler while his friends are talking about him in the library.

Extreme Close-Up (XCU or ECU)
This type of extremely magnified imagery can be used in documentary work such as medical films or scientific studies, more fanciful projects like music videos and experimental art films, or it may be used sparingly in a fictional narrative story. In my film, when the main character feels nervous during the interview, I use ECU to emphasize his emotion.

Close-Up (CU)

A very intimate full face shot of a human subject showing all detail in the eyes. It conveys the subtle emotions that play across the eyes, mouth, and facial muscles of an actor. Health conditions and facial hair in men and make-up use in women are clearly visible. In my film, when the main character talk to his girlfriend, I use CU to express their true condition.

Medium Close-Up (MCU)

For the tight bottom frame cutting off at the chest, roughly where you would see the top two buttons on a shirt. Definitely cuts off above the elbow joint. Adjust bottom frame slightly for men or women depending on costuming. Character’s facial features are rather clear. Where the eyes look is obvious, as is emotion, hair style and color, make-up, etc. This is one of the most common shots in filmmaking because it provides so much information about the character while speaking, listening, or performing an action that does not involve much body or head movement.

In my film, when the main character walk or talk with someone, usually I use MCU that can show their condition and some part of the place, also their hair or wardrobe.

Long Shot/Wide Shot (LS/WS)

This is usually considered a “full body” shot, wide but still in close to the figure often framing feet just above bottom of frame and head just below top of frame. The tall vertical line of the human figure attracts the viewer’s eye away from the
surrounding environment; however, a fair amount of the character’s surroundings are still visible and should be considered in the composition.

In my film, I use LS when the character go far away from somewhere, it can show the whole place and condition of the scene.

6.3.8 Concept of the opening, title typography and the credit title of the film

Concept of Opening

In this film, the opening is talk about the background of the main character’s condition to find a job in company. It is actually the important reason for him to start his self employed. The opening start with his interview directly, to show Liu Zhidan’s biggest problem at that time.

Concept of Title Typography

This film talks about the main character, Liu Zhidan failed in many interviews, and gave up a good interview opportunity because his only competitor is his good friend, so he made the decision to prepare self employed. But he didn’t get the support from his girlfriend and broke up with her, research the market and study very hard in the self employed training institution. He has dream, has courage, even though at that time he was not in a good condition, he still keep going, he has a sincere heart about his dream, to face all the challenges. Therefore, the title of the film is called “Sincere Heart”, to highlight his personality. The typography of it is with the red color, and in the middle of the screen.

Sincere Heart

End Credit Concepts

The end credit is in the end of the film, Liu Zhidan finally recover the relationship
with his girlfriend, open his own storefront, and will start the business soon, it is a happy ending.

6.3.9 Concept of Poster

The concept of poster could show Liu Zhidan’s integrity and clinging image. It can express the feeling of “sincere heart”, the audiences can read his personality through his face emotion.
### 6.4 Film Breakdown

6.4.1 Setting and Location Breakdown

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### 6.4.4 Wardrobe Breakdown

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- White knitwear
- Jeans wear
- Black jacket
- Plaids and tweeds
- Black jeans
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- Qi Rui
  - Pajamas
  - Fleece
  - Cowboy
  - Sneaker

- Wang Xu
  - Pajamas
  - Jackets
  - Sneaker
### 6.4.5 Make up & Hairstyle Breakdown

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6.4.6 Music, Cue Sheet, and Sound Sheet Breakdown

DIRECTOR: Feng Xiaohan
MUSIC DIRECTOR: Feng Xiaohan
MOVIE LENGTH: 22 MINUTES

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<td>50mm, f1.4</td>
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<tr>
<td>Scene</td>
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<tr>
<td>13</td>
<td>13</td>
<td>Liu Zhidan takes many books and study in the dormitory</td>
<td>still</td>
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</tr>
<tr>
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<td>Liu Zhidan is walking on the way</td>
<td>Still panning</td>
<td>LS, MS</td>
</tr>
<tr>
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<td>Liu Zhidan listens to the lecture carefully in the classroom</td>
<td>still</td>
<td>CU</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>Liu Zhidan is studying alone at midnight</td>
<td>still</td>
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<td>17</td>
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<td>Liu Zhidan and Qi Rui find an advertisement about searching a self employed partner</td>
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</tr>
<tr>
<td>18</td>
<td>18</td>
<td>Liu Zhidan meet Cheng Lei in coffee store</td>
<td>Panning still</td>
<td>LS, MS</td>
</tr>
<tr>
<td>Time</td>
<td>Frame</td>
<td>Scene Description</td>
<td>Camera Settings</td>
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<td>Qi Rui, Wang Xu and Jing Wen are talking in the library.</td>
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<td>Liu Zhidan send message to Cheng Lei in the classroom</td>
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<td>Jing Wen and Liu Zhidan</td>
<td>Still</td>
<td>LS, MS</td>
</tr>
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### Production Breakdown

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<td>Jing Wen</td>
<td>Computer, vacuum cup, dormitory beds</td>
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<td>E</td>
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<td>I 7</td>
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<td>The lecture and students, Books, desk and chairs</td>
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<td>Laptop, coffees</td>
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<td>Phone, beds</td>
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## 6.4.9 Master Breakdown

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<th>No.</th>
<th>Scene</th>
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<th>Cast</th>
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<th>Property</th>
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<th>Make Up</th>
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<td>D</td>
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<td>2 interviewers-</td>
<td>Table for interview-</td>
<td>Formal wear-</td>
<td>natural-</td>
<td>Liu Zhidan is introducing himself to the 2 interviewers</td>
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<td>N</td>
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<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>-</td>
<td>Vacuum cup, computer, beds</td>
<td>Formal wear, pajamas</td>
<td>Natural</td>
<td>Liu Zhidan is talking with his 2 roommates</td>
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<td>D</td>
<td>Campus</td>
<td>Liu Zhidan, Jing Wen</td>
<td>-</td>
<td>phone</td>
<td>Jacket, sport jeans, sneakers, White knitwear</td>
<td>Natural, light make up</td>
<td>Liu Zhidan is walking with Jing Wen in campus</td>
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<td>Liu Zhidan</td>
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<td></td>
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<td>Natural</td>
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<td>natural</td>
<td>Li Yi is introducing himself to the interviewer</td>
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<td>The aisle of company</td>
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<td></td>
<td></td>
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<td>natural</td>
<td>Liu Zhidan gives up the interview opportunity and goes back</td>
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<td></td>
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<td>Formal wear, White knitwear, black jeans</td>
<td>Natural, light make up</td>
<td>Liu Zhidan and Jing Wen are angry with each other because Liu Zhidan gave up the opportunity and wants to do the self employed</td>
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<td>Liu Zhidan</td>
<td></td>
<td>Liu</td>
<td>pajama</td>
<td>Natural</td>
<td>Liu Zhidan calls to Jing Wen again</td>
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<tr>
<td>Page</td>
<td>Line</td>
<td>ID</td>
<td>Location</td>
<td>Zhidan’s phone, beds</td>
<td>make up</td>
<td>and again</td>
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<td>Liu Zhidan and Qi Rui are searching the market about vacuum cups in the stores</td>
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<td>Liu Zhidan, Wang Xu</td>
<td>Books, phone</td>
<td>Pajamas</td>
<td>Natural make up</td>
<td>Liu Zhidan decide to do the self employed and ask Wang Xu the contact number of self employed training institution</td>
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<td>12</td>
<td>12</td>
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<td>Classroom of training institution</td>
<td>Liu Zhidan</td>
<td>Lecture and students</td>
<td>Books, chairs and desks</td>
<td>Jackets, sport pants, sneaker</td>
<td>Natural make up</td>
<td>Liu Zhidan join the self employed class and listens to the lecture carefully</td>
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<td>13</td>
<td>13</td>
<td>I</td>
<td>Dormitory</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Books, desks</td>
<td>Pajamas</td>
<td>Natural make up</td>
<td>Liu Zhidan takes the books and study alone until the midnight</td>
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<td>Liu Zhidan, Jing Wen</td>
<td>Books</td>
<td>Jacket, sport pants, sneaker, jeans wear, boot</td>
<td>Natural make up, light make up</td>
<td>Liu Zhidan and Jing Wen are collide with each other carelessly.</td>
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<td>Liu Zhidan and Qi Rui found there is an advertisement about looking for a partner to do self employed</td>
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</table>

| 18 | 18 | I | D |   |   |   |   |   |
|    |    |    |    |      | Liu Zhidan, Cheng Lei |    |    |   |
|    |    |    |    |      | Laptop, 2 cups of coffee |    |    |   |
|    |    |    |    |      | Formal wear |    |    |   |
|    |    |    |    |      | Natural |    |    |   |
|    |    |    |    |      | Liu Zhidan is talking to Cheng Lei about his idea about doing the self employed |

| 19 | 19 | I | D |   |   |   |   |   |
|    |    |    |    |      | Jing Wen, Qi Rui, Wang Xu |    |    |   |
|    |    |    |    |      | books |    |    |   |
|    |    |    |    |      | Jeans wear, black jeans, black boot, cowboy wear, jackets, sneaker |    |    |   |
|    |    |    |    |      | natural |    |    |   |
|    |    |    |    |      | Qi Rui and Wang Xu are talking about Liu Zhidan’s condition, Jing Wen comes to join the chatting |

| 20 | 20 | I | D |   |   |   |   |   |
|    |    |    |    |      | Liu Zhidan, Cheng Lei |    |    |   |
|    |    |    |    |      | Laptop, 2 cups of coffee |    |    |   |
|    |    |    |    |      | Formal wear |    |    |   |
|    |    |    |    |      | natural |    |    |   |
|    |    |    |    |      | Liu Zhidan is talking about the vacuum cups |

| 21 | 21 | I | N |   |   |   |   |   |
|    |    |    |    |      | Liu Zhidan, Qi Rui, Wang Xu |    |    |   |
|    |    |    |    |      | Laptop, computer, beds |    |    |   |
|    |    |    |    |      | Formal wear, pajamas |    |    |   |
|    |    |    |    |      | natural |    |    |   |
|    |    |    |    |      | Qi Rui promises to borrow money to Liu Zhidan for his self employed |

| 22 | 22 | I | D |   |   |   |   |   |
|    |    |    |    |      | Liu Zhidan |    |    |   |
|    |    |    |    |      | Lecture and students |    |    |   |
|    |    |    |    |      | Books, bag, desks and chairs |    |    |   |
|    |    |    |    |      | Knit top, sport pants, sneaker |    |    |   |
|    |    |    |    |      | natural |    |    |   |
|    |    |    |    |      | Liu Zhidan is sending message to Cheng Lei with a nervous emotion |

| 23 | 23 | I | D |   |   |   |   |   |
|    |    |    |    |      | Liu Zhidan, Qi Rui, Wang Xu |    |    |   |
|    |    |    |    |      | Phone, beds |    |    |   |
|    |    |    |    |      | Knit top, sport pants, sneaker |    |    |   |
|    |    |    |    |      | natural |    |    |   |
|    |    |    |    |      | Liu Zhidan calls to Cheng Lei and finally knows that Cheng Lei is a swindler |

<p>| 24 | 24 | E | D |   |   |   |   |   |
|    |    |    |    |      | Liu Zhidan, Jing |    |    |   |
|    |    |    |    |      | Jackets, sport pants, |    |    |   |
|    |    |    |    |      | Natural, light make up |    |    |   |
|    |    |    |    |      | Liu Zhidan is walking in the seaside alone, shouting and memorizing the happy |</p>
<table>
<thead>
<tr>
<th>Page</th>
<th>Number</th>
<th>Time</th>
<th>Event/Location</th>
<th>Characters</th>
<th>Description</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>25</td>
<td>25</td>
<td>E</td>
<td>seaside</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Wen wear sneaker, jeans, boot past which he comes to the seaside with Jing Wen</td>
<td>Jing Wen comes to the seaside and encourage Liu Zhidan to keep going</td>
</tr>
<tr>
<td>26</td>
<td>26</td>
<td>E</td>
<td>The Labor Bureau</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Natural, light make up</td>
<td>Liu Zhidan and Jing Wen just finished submit the material which are about to apply the business license</td>
</tr>
<tr>
<td>27</td>
<td>27</td>
<td>I</td>
<td>Liu Zhidan’s storefront</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Natural, light make up</td>
<td>Jing Wen, Qi Rui and Wang Xu are help to clean up Liu Zhidan’s storefront</td>
</tr>
<tr>
<td>28</td>
<td>28</td>
<td>I</td>
<td>Liu Zhidan’s storefront</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Natural, light make up</td>
<td>Jing Wen takes a flower to Liu Zhidan while Liu Zhidan is calling his mom</td>
</tr>
</tbody>
</table>
6.5 Hunting Plan / Survey

6.5.1 Talent Cast Hunting

firstly, there should be a range for talent hunting. Based on the story of the film, it is better to search casts in the university. Therefore, the crew decides to search in Jin Zhou University of technician. It is easier that contact the university Drama club, express our need to them and then choose the suitable talents.

6.5.2 Location Survey

- Dormitory

Scene: 2, 8, 11, 13, 16, 21, 23,

The location that will be surveyed is dormitory in the University of Technician.

  - Interview room and company aisle
  Scene: 1, 4, 5, 6

The location that will be surveyed is the Jinzhou petroleum company

  - Library
  Scene: 9, 19

The location that will be surveyed is the Jinzhou City Library

  - Storefront of vacuum cups
The location that will be surveyed is the Dandong Market of Jinzhou

  - Liu Zhidan’s storefront
  Scene: 27, 28

The location that will be surveyed is the NEW-MART of Jinzhou

  - Training institution of self employed
  Scene: 12, 15, 22

The location that will be surveyed is Jinzhou Talent incubator center

  - Coffee store
  Scene: 18, 20

The location that will surveyed is the Baltic Sea coffee of Jinzhou

  - The Labor Bureau
  Scene: 26
The location that will be surveyed is the Jinzhou Labor Bureau
- Seaside
Scene: 24, 25
The location that will be surveyed is the lido of Jinzhou

**6.5.3 Properties Survey**

We are going to try to use the properties from friends, and buy some properties if it is necessary.

**6.5.4 Wardrobe Survey**

The wardrobe will be used base on the character setting of the film. Mostly the talents can find by themselves.

**6.5.5 Make up & Hairstyle Survey**

In this film, all of the talents use natural make up, except there will be one talent use light make up. The cosmetics will come from the crew members.

**6.5.6 Logistic Survey**

The food and beverages will order from the supermarkets or restaurants near from the University of Technician. Because it is more convenient if we choose the near place of shooting.

**6.5.7 Transportation Survey**

There will be 3 cars for all the crew members. We will rent the cars for 3 shooting days.

**6.5.8 Accommodation**

The crew members will take the equipment back after 1 day shooting, and the casts will take the costumes by themselves.

**6.5.9 Communication Survey**
In order to let the crew members and casts communicate easily, we build a group in we chat, that all of them can see the information on time.

**6.5.10 Equipment Survey**

All the equipment will rent from one of the Jinzhou photography company.

**6.5.11 Workshop Survey**

The scenarios will be sent to the casts 3 days before shooting, and there will be a meeting before 1 day to shooting. All the casts will know specifically about the scenes in that meeting.

**6.5.12 Hunting Team**

Feng Xiaohan: Director

Ren Jiwei: continuity person

**6.5.13 Hunting Schedule**

Location: March 25th, 2017

Property Hunting: March 27th, 2017

Talent Hunting: March 23th, 2017

Talent Workshop: 28 – 30th, 2017
### 6.5.14 Hunting Budget

<table>
<thead>
<tr>
<th></th>
<th>Item</th>
<th>Qty</th>
<th>Amount</th>
<th>Price</th>
<th>Total</th>
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<tbody>
<tr>
<td>1</td>
<td>Lunch</td>
<td>2 Crew</td>
<td>3</td>
<td>Rp. 60,000</td>
<td>Rp. 360,000</td>
</tr>
<tr>
<td>2</td>
<td>Taxi</td>
<td>1 Car</td>
<td>2</td>
<td>Rp. 30,000</td>
<td>Rp. 60,000</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>Rp. 420,000</td>
</tr>
</tbody>
</table>
6.6.2 Shooting Schedule

PRODUKSI FTV PRESIDENT UNIVERSITY  “SINCERE HEART”  DERECTOR: FENG XIAOHAN
PRODUCER: FENG XIAOHAN  SHOOTING SCHEDULE
LOCATION: Interview room, company aisle, company, campus, dormitory  Crew Call: 8.00WIB
Contact Person: FENG XIAOHAN (18642988308)

1ST DAY 01/04/2017 SAT

<table>
<thead>
<tr>
<th>TIME</th>
<th>SIC</th>
<th>LOCATION</th>
<th>ACTION</th>
<th>E/I D/N</th>
<th>CAST</th>
<th>PROPS</th>
<th>COSTUM</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.30 – 8.00</td>
<td></td>
<td></td>
<td>TOUTH DOWN</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>8.00 – 8.30</td>
<td></td>
<td></td>
<td>BREADFAST &amp; BRIEFING</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8.30 – 9.30</td>
<td></td>
<td></td>
<td>PREPARE AND MAKE UP</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9.30 – 10.30</td>
<td>1</td>
<td>Interview room</td>
<td>Liu Zhidan is introducing himself to the 2 interviewers</td>
<td>I/D</td>
<td>Liu Zhidan, the 2 interviewers</td>
<td>Table for interview</td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>10.30 – 10.50</td>
<td>5</td>
<td>Interview room for Li Yi</td>
<td>Li Yi is introducing himself to the interviewer</td>
<td>I/D</td>
<td>Li Yi</td>
<td>Table for the interview</td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>10.50 – 11.00</td>
<td>4</td>
<td>The company aisle</td>
<td>Liu Zhidan is walking in the company aisle, he is going to join the interview</td>
<td>I/D</td>
<td>Liu Zhidan</td>
<td></td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>11.00 – 11.10</td>
<td>6</td>
<td>The company aisle</td>
<td>Liu Zhidan goes back after he knew his only competitor is Li Yi</td>
<td>I/D</td>
<td>Liu Zhidan</td>
<td></td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>Time</td>
<td>Activity</td>
<td>Location</td>
<td>Event</td>
<td>Attire</td>
<td>Notes</td>
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</tr>
<tr>
<td>11.10 – 11.40</td>
<td>7</td>
<td>In front of company building</td>
<td>Liu Zhidan and Jing Wen are angry with each other when he told Jing Wen he gave up the opportunity</td>
<td>E/D</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Formal wear, White knitwear, black jeans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11.40 – 12.00</td>
<td></td>
<td></td>
<td>PREPARE NEXT SET</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12.00 – 12.30</td>
<td></td>
<td></td>
<td>LUNCH</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12.30 – 13.00</td>
<td>3</td>
<td>Campus</td>
<td>Liu Zhidan and Jing Wen are walking in the campus</td>
<td>E/D</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Liu Zhidan's phone</td>
<td>Jacket, sport jeans, sneakers, White knitwear</td>
<td></td>
</tr>
<tr>
<td>13.00 – 14.00</td>
<td>17</td>
<td>On the campus’s road</td>
<td>Liu Zhidan and Qi Rui find an advertisement about looking for a partner to do the self employed</td>
<td>E/D</td>
<td>Liu Zhidan, Qi Rui</td>
<td>Advertisement</td>
<td>Jackets, sport pants, sneaker</td>
<td></td>
</tr>
<tr>
<td>14.00 – 16.00</td>
<td></td>
<td></td>
<td>PREPARE NEXT SET</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16.00 – 16.30</td>
<td>2</td>
<td>Dormitory</td>
<td>Liu Zhidan talking with his 2 roommates</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Computer, vacuum cup, dormitory beds</td>
<td>Formal wear, pajamas</td>
<td></td>
</tr>
<tr>
<td>16.30 – 17.10</td>
<td>21</td>
<td>Dormitory</td>
<td>Liu Zhidan receive the message from Cheng Lei and borrow money from Qi Rui</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Laptop, computer, beds</td>
<td>Formal wear, pajamas</td>
<td></td>
</tr>
<tr>
<td>17.10 – 17.30</td>
<td>23</td>
<td>Dormitory</td>
<td>Liu Zhidan calls to Cheng Lei and finally knows he swindled by Cheng Lei</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Phone, beds</td>
<td>Knit top, sport</td>
<td></td>
</tr>
<tr>
<td>17.30 – 17.50</td>
<td>8</td>
<td>Dormitory</td>
<td>Liu Zhidan is calling to Jing Wen</td>
<td>I/N</td>
<td>Liu Zhidan</td>
<td>phone</td>
<td>Pajama</td>
<td></td>
</tr>
<tr>
<td>17.50 – 18.10</td>
<td>11</td>
<td>Dormitory</td>
<td>Liu Zhidan asks the contact</td>
<td>I/N</td>
<td>Liu Zhidan</td>
<td>Beds in dormitory</td>
<td>pajamas</td>
<td></td>
</tr>
<tr>
<td>TIME</td>
<td>SIC</td>
<td>LOCATION</td>
<td>ACTION</td>
<td>E/I D/N</td>
<td>CAST</td>
<td>PROPS</td>
<td>COSTUM</td>
<td>NOTES</td>
</tr>
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<td>----------------</td>
</tr>
<tr>
<td>13.00 – 14.00</td>
<td>9</td>
<td>Library</td>
<td>Liu Zhidan is searching the information about vacuum cups in the library</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui</td>
<td>laptop</td>
<td></td>
<td>Jackets, sport pants, sneaker, fleece</td>
</tr>
<tr>
<td>14.00 – 14.30</td>
<td>9</td>
<td>Library</td>
<td>Liu Zhidan is searching the information about vacuum cups in the library</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui</td>
<td>laptop</td>
<td></td>
<td>Jackets, sport pants, sneaker, fleece</td>
</tr>
<tr>
<td>14.30 – 16.30</td>
<td>19</td>
<td>Library</td>
<td>Qi Rui and Wang Xu are talking about Liu Zhidan’s condition in</td>
<td>I/D</td>
<td>Qi Rui, Jing Wen, Wang Xu</td>
<td>books</td>
<td></td>
<td>Jeans wear, black jeans,</td>
</tr>
</tbody>
</table>

**PRODUKSI FTV PRESIDENT UNIVERSITY**

**“SINCERE HEART”**

**DIRECTOR:** FENG XIAOHAN

**PRODUCER:** FENG XIAOHAN

**SHOOTING SCHEDULE**

LOCATION: Interview room, company aisle, company, campus, dormitory

Crew Call: 13.00WIB

Contact Person: FENG XIAOHAN (18642988308)

BREAKFAST: 06.00 – 06.30 WIB

LUNCH: 11.00 – 11.30 WIB

DINNER: 17.00 – 17.30 WIB

**ND DAY 02/04/2017 SAT**
<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>16.30 – 17.00</td>
<td>Liu Zhidan and Jing Wen are collide with each other carelessly.</td>
<td>Library, and then Jing Wen comes to join the chatting</td>
<td>black boot, cowboy wear, jackets, sneaker</td>
</tr>
<tr>
<td>17.00 – 17.30</td>
<td>Liu Zhidan listens to the lecture carefully</td>
<td>The classroom of training institution</td>
<td>Dinner</td>
</tr>
<tr>
<td>17.30 – 18.00</td>
<td>Liu Zhidan is listening to the lecture carefully</td>
<td>The classroom of training institution</td>
<td>Prepare next setting</td>
</tr>
<tr>
<td>18.00 – 18.20</td>
<td>Liu Zhidan send message to Cheng Lei and getting nervous</td>
<td>The classroom of training institution</td>
<td>Jacket, sport pants, sneaker, jeans wear, boot</td>
</tr>
<tr>
<td>18.20 – 18.40</td>
<td>Liu Zhidan send message to Cheng Lei and getting nervous</td>
<td>The classroom of training institution</td>
<td>Jackets, sport pants, sneaker</td>
</tr>
<tr>
<td>18.40 – 19.00</td>
<td>Liu Zhidan sends message to Cheng Lei and getting nervous</td>
<td>The classroom of training institution</td>
<td>Knit top, sport pants, sneaker</td>
</tr>
<tr>
<td>19.00 – 19.30</td>
<td>Liu Zhidan sends message to Cheng Lei and getting nervous</td>
<td>The classroom of training institution</td>
<td>DONE – GO HOME</td>
</tr>
</tbody>
</table>
PRODUKSI FTV PRESIDENT UNIVERSITY

“SINCERE HEART”

DERECTOR: FENG XIAOHAN

PRODUCER: FENG XIAOHAN

SHOOTING SCHEDULE

LOCATION: Interview room, company aisle, company, campus, dormitory

Crew Call: 9.00WIB

Contact Person: FENG XIAOHAN (18642988308)

Talent Call: 9.00WIB

BREAKFAST

LUNCH: 11.30 – 12.00

DINNER: 17.00 – 17.30 WIB

3rd DAY 03/04/2017 SAT

<table>
<thead>
<tr>
<th>TIME</th>
<th>SIC</th>
<th>LOCATION</th>
<th>ACTION</th>
<th>E/I D/N</th>
<th>CAST</th>
<th>PROPS</th>
<th>COSTUM</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.00 – 9.30</td>
<td></td>
<td></td>
<td>PREPARATION AND MAKE UP</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9.30 – 10.30</td>
<td>18</td>
<td>Coffee store</td>
<td>Liu Zhidan is talking about his idea of doing self employed to Cheng Lei</td>
<td>I/D</td>
<td>Liu Zhidan, Cheng Lei</td>
<td>laptop</td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>10.30 – 11.30</td>
<td>20</td>
<td>Coffee store</td>
<td>Liu Zhidan is talking about his idea of doing self employed to Cheng Lei</td>
<td>I/D</td>
<td>Liu Zhidan, Cheng Lei</td>
<td>laptop</td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>11.30 – 12.00</td>
<td></td>
<td></td>
<td>Lunch</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12.00 – 12.30</td>
<td></td>
<td></td>
<td>PREPARE NEXT SETTING</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12.30 – 12.50</td>
<td>27</td>
<td>Liu Zhidan’s storefront</td>
<td>Jing Wen, Liu Zhidan and his 2 roommates are help to clean Liu Zhidan’s storefront</td>
<td>I/D</td>
<td>Liu Zhidan</td>
<td>The vacuum cups, small table and chair</td>
<td>Jackets, sport pants, sneaker, black jacket, black jeans, boot, fleece, sneaker, jacket, sneaker</td>
<td></td>
</tr>
<tr>
<td>Time</td>
<td>Activity</td>
<td>Location</td>
<td>Notes</td>
<td></td>
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</tr>
<tr>
<td>12.50 – 13.10</td>
<td>Liu Zhidan’s storefront</td>
<td>Liu Zhidan is calling his mom</td>
<td>Liu Zhidan, Jing Wen take a flower</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>while Jing Wen take a flower</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13.10 – 14.00</td>
<td>PREPARE NEXT SETTING</td>
<td>Liu Zhidan and Qi Rui are</td>
<td>The vacuum cups, small table and chair, mobile phone, Jackets, sport</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>observing the vacuum cup</td>
<td>pants, sneaker, black jacket, black jeans, boot</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>conditions in market</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>14.00 – 15.00</td>
<td>Store of vacuum cups</td>
<td>Liu Zhidan and Qi Rui are</td>
<td>The vacuum cups, Liu Zhidan’s phone, Jackets, sport pants, sneaker,</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>observing the vacuum cup</td>
<td>fleece</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>conditions in market</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15.30 – 16.00</td>
<td>PREPARE NEXT SETTING</td>
<td>Liu Zhidan and Jing Wen are</td>
<td>The portfolio, Jackets, sport pants, sneaker, black jacket, black</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>just finished submitting</td>
<td>jeans, boot</td>
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<td>materials to apply a business</td>
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<tr>
<td>16.30 – 17.00</td>
<td>ON THE WAY</td>
<td>Liu Zhidan and Jing Wen</td>
<td>The portfolio, Jackets, sport pants, sneaker, jeans wear, black</td>
<td></td>
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<td></td>
<td></td>
<td>come to the seaside alone</td>
<td>jeans, boot</td>
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<tr>
<td>17.30 – 18.00</td>
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<td>Liu Zhidan comes to the seaside</td>
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<td>and encourages Liu Zhidan to</td>
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<td>keep going</td>
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<tr>
<td>18.00 – 18.40</td>
<td></td>
<td>Liu Zhidan and Jing Wen</td>
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<td>On the Way</td>
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</tr>
<tr>
<td>18.40 – 19.00</td>
<td>BREAK</td>
<td>Liu Zhidan and Jing Wen</td>
<td></td>
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<tr>
<td>19.00 – 19.40</td>
<td></td>
<td>Seaside</td>
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<td>Liu Zhidan comes to the seaside</td>
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<td>and encourages Liu Zhidan to</td>
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<td>keep going</td>
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</table>
### 6.6.3 Online Shooting Schedule

**PRODUKSI FTV PRESIDENT UNIVERSITY**

**“SINCERE HEART”**

**DIRECTOR: FENG XIAOHAN**

**PRODUCER: FENG XIAOHAN**

**SHOOTING SCHEDULE**

**LOCATION: Interview room, company aisle, company, campus, dormitory**

Crew Call: 7.00 WIB

Talent Call: 8.00 WIB

Contact Person: FENG XIAOHAN (18642988308)

**BREAKFAST: 8.00 – 8.30 WIB**

**LUNCH: 12.00 – 12.30 WIB**

**DINNER: 18.10 – 18.30 WIB**

**1ST DAY  01/04/2017 SAT**

<table>
<thead>
<tr>
<th>TIME</th>
<th>SIC</th>
<th>LOCATION</th>
<th>ACTION</th>
<th>E/I D/N</th>
<th>CAST</th>
<th>PROPS</th>
<th>COSTUM</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.00 – 8.00</td>
<td></td>
<td></td>
<td>TOUTH DOWN</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8.00 – 8.30</td>
<td></td>
<td>Interview room</td>
<td>PREPARE AND MAKE UP</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>8.30 – 9.30</td>
<td></td>
<td></td>
<td>BREADFAST &amp; BRIEFING</td>
<td></td>
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<td></td>
<td></td>
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</tr>
<tr>
<td>9.30 – 10.30</td>
<td>1</td>
<td>Interview room</td>
<td>Liu Zhidan is introducing himself to the 2 interviewers</td>
<td>I/D</td>
<td>Liu Zhidan, the 2 interviewers</td>
<td></td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>10.30 – 10.50</td>
<td>5</td>
<td>Interview room for Li Yi</td>
<td>Li Yi is introducing himself to the interviewer</td>
<td>I/D</td>
<td>Li Yi</td>
<td></td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>10.50 – 11.00</td>
<td>4</td>
<td>The company aisle</td>
<td>Liu Zhidan is walking in the company aisle, he is going to join the interview</td>
<td>I/D</td>
<td>Liu Zhidan</td>
<td></td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>11.00 – 11.10</td>
<td>6</td>
<td>The company aisle</td>
<td>Liu Zhidan goes back after he knew his only competitor is Li Yi</td>
<td>I/D</td>
<td>Liu Zhidan</td>
<td></td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>11.10 – 11.40</td>
<td>7</td>
<td>In front of</td>
<td>Liu Zhidan and Jing Wen are</td>
<td>E/D</td>
<td>Liu Zhidan, Jing</td>
<td></td>
<td>Formal wear,</td>
<td></td>
</tr>
<tr>
<td>Time</td>
<td>Location</td>
<td>Activity</td>
<td>Characters</td>
<td>Location Details</td>
<td>Wardrobe</td>
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</tr>
<tr>
<td>11.40 – 12.00</td>
<td>Building</td>
<td>angry with each other when he told Jing Wen he gave up the opportunity</td>
<td>Wen</td>
<td></td>
<td>White knitwear, black jeans</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12.00 – 12.30</td>
<td></td>
<td>PREPARE NEXT SET</td>
<td>Wen</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12.30 – 13.00</td>
<td>Campus</td>
<td>Liu Zhidan and Jing Wen are walking in the campus</td>
<td>E/D</td>
<td>Liu Zhidan, Jing Wen</td>
<td>Jacket, sport jeans, sneakers, White knitwear</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13.00 – 14.00</td>
<td>On the campus’s road</td>
<td>Liu Zhidan and Qi Rui find an advertisement about looking for a partner to do the self employed</td>
<td>E/D</td>
<td>Liu Zhidan, Qi Rui</td>
<td>Advertisement</td>
<td>Jackets, sport pants, sneaker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14.00 – 16.00</td>
<td>Dormitory</td>
<td>Liu Zhidan talking with his 2 roommates</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Computer, vacuum cup, dormitory beds</td>
<td>Formal wear, pajamas</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16.00 – 16.30</td>
<td>Dormitory</td>
<td>Liu Zhidan receive the message from Cheng Lei and borrow money from Qi Rui</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Laptop, computer, beds</td>
<td>Formal wear, pajamas</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16.30 – 17.10</td>
<td>Dormitory</td>
<td>Liu Zhidan calls to Cheng Lei and finally knows he swindled by Cheng Lei</td>
<td>I/D</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Phone, beds</td>
<td>Knit top, sport</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17.10 – 17.30</td>
<td>Dormitory</td>
<td>Liu Zhidan is calling to Jing Wen</td>
<td>I/N</td>
<td>Liu Zhidan</td>
<td>phone</td>
<td>Pajama</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17.30 – 17.50</td>
<td>Dormitory</td>
<td>Liu Zhidan asks the contact number of the training</td>
<td>I/N</td>
<td>Liu Zhidan, Wang Xu</td>
<td>Beds in dormitory</td>
<td>Pajamas</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17.50 – 18.10</td>
<td>Dormitory</td>
<td></td>
<td>I/N</td>
<td>Liu Zhidan, Wang Xu</td>
<td>Beds in dormitory</td>
<td>Pajamas</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TIME</td>
<td>SIC</td>
<td>LOCATION</td>
<td>ACTION</td>
<td>E/I</td>
<td>CAST</td>
<td>PROPS</td>
<td>COSTUM</td>
<td>NOTES</td>
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<tr>
<td><strong>18.10 – 18.30</strong></td>
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</tr>
<tr>
<td><strong>18.30 – 19.00</strong></td>
<td>13</td>
<td>Dormitory</td>
<td>Liu Zhidan takes many books and study alone until midnight</td>
<td>I/N</td>
<td>Liu Zhidan, Qi Rui, Wang Xu</td>
<td>Books, beds in dormitory</td>
<td>pajamas</td>
<td></td>
</tr>
<tr>
<td><strong>19.00 – 19.15</strong></td>
<td>16</td>
<td>Dormitory</td>
<td>Liu Zhidan is studying alone at midnight</td>
<td>I/N</td>
<td>Liu Zhidan</td>
<td>Books, beds in dormitory</td>
<td>pajamas</td>
<td></td>
</tr>
<tr>
<td><strong>19.15 – 20.00</strong></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td><strong>DONE – GO HOME</strong></td>
</tr>
</tbody>
</table>

PRODUKSI FTV PRESIDENT UNIVERSITY
“SINCERE HEART”
DERECTOR: FENG XIAOHAN

PRODUCER: FENG XIAOHAN

SHOOTING SCHEDULE

LOCATION: Interview room, company aisle, company, campus, dormitory

Crew Call: 13.00WIB
Talent Call: 13.00WIB

Contact Person: FENG XIAOHAN (18642988308)

BREAKFAST | LUNCH | DINNER: 17.00 – 17.30 WIB

2<sup>nd</sup> DAY 02/04/2017 SAT
about Liu Zhidan’s condition in library, and then Jing Wen comes to join the chatting.

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Character(s)</th>
<th>Setting</th>
<th>Dress/Look</th>
</tr>
</thead>
<tbody>
<tr>
<td>16.30 – 17.00</td>
<td>On the way in campus</td>
<td>Liu Zhidan and Jing Wen</td>
<td>Collide with each other carelessly.</td>
<td>E/D Liu Zhidan, Jing Wen, books, jacket, sneaker, jeans wear, boot</td>
</tr>
<tr>
<td>17.00 – 17.30</td>
<td>PREPARE NEXT SETTING</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17.30 – 18.00</td>
<td>DINNER</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>18.00 – 18.20</td>
<td>The classroom of training institution</td>
<td>Liu Zhidan comes to the self employed training institution and listens to the lecture carefully</td>
<td>I/D Liu Zhidan</td>
<td>Books, desks and chairs, jackets, sport pants, sneaker</td>
</tr>
<tr>
<td>18.20 – 18.40</td>
<td>The classroom of training institution</td>
<td>Liu Zhidan is listening to the lecture carefully</td>
<td>I/D Liu Zhidan, lecture, students</td>
<td>Books, desks and chairs, jackets, sport pants, sneaker</td>
</tr>
<tr>
<td>18.40 – 19.00</td>
<td>The classroom of training institution</td>
<td>Liu Zhidan send message to Cheng Lei and getting nervous</td>
<td>I/D Liu Zhidan, lecture, students</td>
<td>Books, desks and chairs, bags, knit top, sport pants, sneaker</td>
</tr>
<tr>
<td>19.00 – 19.30</td>
<td>DONE — GO HOME</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PRODUKSI FTV PRESIDENT UNIVERSITY  
“SINCERE HEART”  
DERECTOR: FENG XIAOHAN  
PRODUCER: FENG XIAOHAN  
SHOOTING SCHEDULE  
LOCATION: Interview room, company aisle, company, campus, dormitory  
Crew Call: 9.00WIB  
Contact Person: FENG XIAOHAN (18642988308)  
Talent Call: 9.00WIB  
BREAKFAST  
LUNCH: 11.30 – 12.00  
DINNER: 17.00 – 17.30 WIB  
3rd DAY  03/04/2017 SAT

<table>
<thead>
<tr>
<th>TIME</th>
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<th>LOCATION</th>
<th>ACTION</th>
<th>E/I D/N</th>
<th>CAST</th>
<th>PROPS</th>
<th>COSTUM</th>
<th>NOTES</th>
</tr>
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<tbody>
<tr>
<td>9.00 – 9.30</td>
<td></td>
<td></td>
<td>PREPARATION AND MAKE UP</td>
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<tr>
<td>9.30 – 10.30</td>
<td>18</td>
<td>Coffee store</td>
<td>Liu Zhidan is talking about his idea of doing self employed to Cheng Lei</td>
<td>I/D</td>
<td>Liu Zhidan, Cheng Lei</td>
<td>laptop</td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>10.30 – 11.30</td>
<td>20</td>
<td>Coffee store</td>
<td>Liu Zhidan is talking about his idea of doing self employed to Cheng Lei</td>
<td>I/D</td>
<td>Liu Zhidan, Cheng Lei</td>
<td>laptop</td>
<td>Formal wear</td>
<td></td>
</tr>
<tr>
<td>11.30 – 12.00</td>
<td></td>
<td></td>
<td>Lunch</td>
<td></td>
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</tr>
<tr>
<td>12.00 – 12.30</td>
<td></td>
<td></td>
<td>PREPARE NEXT SETTING</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>12.30 – 12.50</td>
<td>27</td>
<td>Liu Zhidan’s storefront</td>
<td>Jing Wen, Liu Zhidan and his 2 roommates are help to clean Liu Zhidan’s storefront</td>
<td>I/D</td>
<td>Liu Zhidan</td>
<td>The vacuum cups, small table and chair</td>
<td>Jackets, sport pants, sneaker, black jacket, black jeans, boot, fleece, sneaker, jacket, sneaker</td>
<td></td>
</tr>
<tr>
<td>Time</td>
<td>Code</td>
<td>Location</td>
<td>Action</td>
<td>Details</td>
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<tr>
<td>12.50 – 13.10</td>
<td>28</td>
<td>Liu Zhidan’s storefront</td>
<td>Liu Zhidan is calling his mom while Jing Wen take a flower</td>
<td>I/D Liu Zhidan, Jing Wen The vacuum cups, small table and chair, mobile phone Jackets, sport pants, sneaker, black jacket, black jeans, boot</td>
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<td></td>
</tr>
<tr>
<td>13.10 – 14.00</td>
<td></td>
<td></td>
<td>PREPARE NEXT SETTING</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>14.00 – 15.00</td>
<td>10</td>
<td>Store of vacuum cups</td>
<td>Liu Zhidan and Qi Rui are observing the vacuum cup conditions in market</td>
<td>I/D Liu Zhidan, Qi Rui The vacuum cups, Liu ZHidan’s phone Jackets, sport pants, sneaker, black jacket, black jeans, boot</td>
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<tr>
<td>15.30 – 16.00</td>
<td></td>
<td></td>
<td>PREPARE NEXT SETTING</td>
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</tr>
<tr>
<td>16.30 – 17.00</td>
<td>26</td>
<td>The Labor Bureau of Jinzhou</td>
<td>Liu Zhidan and Jing Wen are just finished submitting materials to apply a business license</td>
<td>E/D Liu Zhidan, Jing Wen The portfolio Jackets, sport pants, sneaker, black jacket, black jeans, boot</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>17.30 – 18.00</td>
<td></td>
<td></td>
<td>ON THE WAY</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>18.00 – 18.40</td>
<td>24</td>
<td>Seaside</td>
<td>Liu Zhidan comes to the seaside alone</td>
<td>E/D Liu Zhidan, Jing Wen Jackets, sport pants, sneaker, jeans wear, black jeans, boot</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18.40 – 19.00</td>
<td></td>
<td></td>
<td>BREAK</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>19.00 – 19.40</td>
<td>25</td>
<td>Seaside</td>
<td>Jing Wen comes to the seaside and encourages Liu Zhidan to keep going</td>
<td>E/N Liu Zhidan, Jing Wen Jackets, sport pants, sneaker, plaids and tweeds</td>
<td></td>
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6.6.4 Call Sheet

PRODUCER: Feng Xiaohan
LOCATION: interview room
CREW CALL: 7.00
TALENT CALL: 7.30

<table>
<thead>
<tr>
<th>SET DESCRIPTION</th>
<th>SCENE #</th>
<th>CAST</th>
<th>D/N</th>
<th>PAGES</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>Interview room</td>
<td>1, 5</td>
<td>Liu Zhidan</td>
<td>D</td>
<td></td>
<td>Jinzhou petroleum company</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Li Yi</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CAST</td>
<td>PART OF</td>
<td>MAKE UP</td>
<td>SET</td>
<td>CALL</td>
<td>REMARKS</td>
</tr>
<tr>
<td>Ji Zhuo</td>
<td>Liu Zhian</td>
<td>Natural</td>
<td>8.00–</td>
<td>10.50</td>
<td></td>
</tr>
<tr>
<td>Li Zhan</td>
<td>Li Yi</td>
<td>Natural</td>
<td></td>
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</tr>
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</table>

ATMOSPHERE & STANDS IN
The interview room of company building
<table>
<thead>
<tr>
<th>SET DESCRIPTION</th>
<th>SCENE #</th>
<th>CAST</th>
<th>D/N</th>
<th>PAGES</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aisle of company building and in front of company building</td>
<td>4, 6, 7</td>
<td>Liu Zhidan, Jing Wen</td>
<td>D</td>
<td></td>
<td>Jinzhou petroleum company</td>
</tr>
</tbody>
</table>

CAST

<table>
<thead>
<tr>
<th>Ji Zhuo</th>
<th>Liu Zhian</th>
<th>Natural</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wang Mingzhu</td>
<td>Jing Wen</td>
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ATMOSPHERE & STANDS IN

The company building

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<th>PAGES</th>
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<td>Qi Rui</td>
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CAST

<table>
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<th>Liu Zhian</th>
<th>Natural</th>
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<tbody>
<tr>
<td>Wang Mingzhu</td>
<td>Jing Wen</td>
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<td>Wang Yang</td>
<td>Qi Rui</td>
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<td>MAKE UP</td>
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<td>CALL</td>
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<tr>
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<td>Liu Zhan</td>
<td>Natural</td>
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<tr>
<td>Mai Jinlong</td>
<td>Wang Xu</td>
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<td>Wang Yang</td>
<td>Qi Rui</td>
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ATMOSPHERE & STANDS IN

Dormitory of Liaoning technician university
PRODUCER: Feng Xiaohan
DATE: April 2nd, 2017
LOCATION: library
CREW CALL: 12.30
TALENT CALL: 13.00

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<td></td>
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<th>SET CALL</th>
<th>REMARKS</th>
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<tr>
<td>Wang Yang</td>
<td>Qi Rui</td>
<td>Natural</td>
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<tr>
<td>Mai Jinlong</td>
<td>Wang Xu</td>
<td>Natural</td>
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<tr>
<td>Wang Mingzhu</td>
<td>Jing Wen</td>
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ATMOSPHERE & STANDS IN

Library where less people
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<tr>
<td>Wang Mingzhu</td>
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**ATMOSPHERE & STANDS IN**

Campus of university
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**ATMOSPHERE & STANDS IN**
The room of Jinzhou talent institution
**SET DESCRIPTION**

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**CAST**

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**ATMOSPHERE & STANDS IN**

| The Baltic Sea coffee store in Liaoning Technician University |
CREW CALL: 12.30
TALENT CALL: 12.30

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<td>Wang Xu</td>
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<td>Wang Yang</td>
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<td>Natural</td>
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<tr>
<td>Mai Jinlong</td>
<td>Wang Xu</td>
<td>Natural</td>
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<tr>
<td>Wang Mingzhu</td>
<td>Jing Wen</td>
<td>Light make up</td>
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**ATMOSPHERE & STANDS IN**
The storefront in new mart of Jinzhou
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<thead>
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<td>Qi Rui</td>
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<tr>
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<tr>
<td>Mai Jinlong</td>
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<td>Wang Xu</td>
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<tr>
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<tr>
<td>Wang Mingzhu</td>
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<tr>
<td>Jing Wen</td>
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<tr>
<td>Light make up</td>
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**ATMOSPHERE & STANDS IN**

The storefront in new mart of Jinzhou

<table>
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<td>Dandong market of Jin Zhou</td>
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**CAST**

- Ji Zhuo
- Liu Zhian
- Natural

- Wang Yang
- Qi Rui
- Natural

- Mai Jinlong
- Wang Xu
- Natural

- Wang Mingzhu
- Jing Wen
- Light make up

**ATMOSPHERE & STANDS IN**
PRODUCER: Feng Xiaohan
DATE: April 3rd, 2017
LOCATION: Labor bureau
CREW CALL: 16.30.30
TALENT CALL: 16.30

The storefront in new mart of Jinzhou

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<td>Wang Mingzhu</td>
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ATMOSPHERE & STANDS IN
The storefront in new mart of Jinzhou

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<td>Liu Zhian</td>
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<td>Wang Mingzhu</td>
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ATMOSPHERE & STANDS IN

<table>
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### Post Production Schedule

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<th>ACTIVITIES</th>
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<td>(Weeks)</td>
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<td>2</td>
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<td>3</td>
<td>4</td>
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<td>2</td>
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<td>3</td>
<td>4</td>
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<td><strong>POST PRODUCTION</strong></td>
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<td>Defense (February)</td>
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### 6.7 Production Budget

#### 6.7.1 Budget Estimation

#### Budget Estimation “SCINCERE HEART”

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**Total**: IDR 22,850

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**Total**: IDR 420,000
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<th>@</th>
<th>Subtotal</th>
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<tr>
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**Total:** IDR 2,170,000
### Property

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### Logistic

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<th>@</th>
<th>Subtotal</th>
<th>Total</th>
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<tr>
<td>1</td>
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<td>Talent &amp; crew lunch</td>
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IDR5,400,000
### Post-production Budget

#### Administration and Finishing

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**GRAND TOTAL**

IDR 328,000

6.7.2 Budget Summary

#### Budget Summary "SINCERE HEART"

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CHAPTER 7
PRODUCTION REPORT

7.1 SCENARIO

7.1.1 Technical Problem
In the progress to write the scenario, it was almost smoothly. However, the plots are nor really good, it can’t catch people’s attention. Therefore, I made some obstacles in the story, to make the plots more full.

7.1.2 Non-Technical Problem
There was a deadline for my own to make a scenario, the time that left to me is not too much, so I need to hurry my time and very focus on it.

7.1.3 Solution
I’ve asked the friends around me, and listened to their idea and adverse, then put more plots in my scenario, then hurry my time to make the scenario.

7.2 DIRECTOR PROBLEM

7.2.1 Technical Problem
There were some scenes in the scenario but not suitable for shooting in the reality, I didn’t realized.

7.2.2 Non-Technical Problem
There was a scene in the seaside, because it is in the season of winter, so the weather is pretty cold.

7.2.3 Solution
The scenes which are not suitable for shooting, I canceled them, therefore the shooting effect could be better. And when the day I came to the seaside, the talents and crews were very cooperate, they still work even though the weather is bad, and
finally finished it.

7.3 PRODUCTION PROBLEM

7.3.1 Technical Problem
In the 1st day, not all the talents had time like they promised.

7.3.2 Non-Technical Problem
In some of the scenes, the talents didn’t say the sentences very same as the scenario, they spoke more spoken.

7.3.3 Solution
In the first day, some of the talents can’t come on time because of their time, I decided to wait them, we can not change to shoot another scene because we’ve already arrived the location, therefore, we waited the talents who came late.
Even though some talents spoke the sentences with a spoken way, it is realer actually, therefore, I didn’t stop this phenomenon, because the meaning with the scenario are same.

7.4 CINEMATOGRAPHY

7.4.1 Technical Problem
In the scenes of dormitory, there is a mirror, it is very easy for the cameramen to shoot themselves in the mirror, it made more difficult for shooting.

7.4.2 Non-Technical Problem
There is no non – technical problem for cinematography matters.

7.4.3 Solution
In order to make it realer, they changed the shooting angle.

7.5 ARTISTIC

7.5.1 Technical Problem
There is no technical problems in artistic, because there are not too many artistic things in shooting.
7.5.2 Non-Technical Problem
there was a scene, the talent should take his handbag actually, but the crew forgot to bring it.

7.5.3 Solution
The crew decided to let the talent change a formal wear, so it looks more formal.

7.6 EDITING
7.6.1 Technical Problem
There were some scenes looks same, the editor put the scenes into wrong place. Besides, the sound in each scenes are not same, some scenes the sound is loud, some scenes the sound is low.

7.6.2 Non-Technical Problem
There were no non – technical problems for editing matters.

7.6.3 Solution
The editor and I saw the scenario carefully, and then changed the scenes into the right places. For the sound editing, the editor tried to revised the sound and hope to make them in the same level, however, the sound condition got better but still not really up to the standard.

7.7 SOUND
7.7.1 Technical Problem
in the scenes of library, the characters have to speak in a low voice, we used the sound receiver but it didn’t get a good effect.

7.7.2 Non-Technical Problem
During the editing progress, there were some noises in the scenes. Some of the scenes had heavy noise.

7.7.3 Solution
The technical problem couldn’t be solved during the shooting time, the editor tried to make some improvements to reach a better result, but the result still not really satisfied. The editor tries to lower the noise, but in some area, the noise can’t cancel,
and some of the noise have solved.

There were some changes in scenario, almost the changes are from the dialogue. The scenes were not changed. The dialogues became more spoken and more natural, it seems more trustworthy than before. Therefore, here I put the scenario that has been revised after shooting and editing.

1. INT. INTERVIEW ROOM - DAY
Liu Zhidan is sitting on the chair, faces the two interviewers. His face is pretty nervous. The two interviewers are looking at Liu Zhidan’s material information, and ask him questions.

Liu Zhidan
“my name is Liu Zhidan, I am 22 years old, I am going to graduate from college soon. I...... I got good grades in university, I love my life and care about my collective. I am greatly honoured to join the interview in your esteemed company today”

Interviewer 1
“(in sinkiang language, a language from Sinkiang province of China, which is totally different with mandarin)”

Interviewer 2
“alright. Mrs. Lora has a question, you said you will graduate from college, but have you ever known that the lowest recruiting standard in our finance department is master’s degree? Obviously, your education background is not qualified.”

Liu Zhidan
(embarrassed smile)

Interviewer 2
“what’s more, ive seen your information material, your major is human resource, why you want to apply finance department? Do you have any understanding about finance?”

Liu Zhidan
(embarrassed smile)
“Mr. Ren and Mrs. Lora, even though I only have Bachelor Degree, but I have a strong learning ability, I... I believe that after
I enter the company, I will adapt the work pace in the shortest time, even though my major is not HR, but I ever got an accounting certificate, I know the related domain knowledge. I... I indeed have no experiences about financing, but I promise I will work hard to create value to the company after I enter the company.”

Interviewer 2
“create value? Mr. Liu, based on your qualification, I am afraid you are not able to create any value in a short time, you need to learn first after enter the company, but your resume is almost blank, whereby the company pay you tuition fee? You’d better go back first.”

Liu Zhidan
“thank you Mr. Ren and Mrs. Lora.”

fade out

2. INT. DORMITORY- DAY
Liu Zhidan comes from outside to the dormitory while Wang Xu is reading, and Qi Rui is playing online games. Liu Zhidan looks the vacuum cup which is beside Qi Rui’s laptop. Then he sits down and drinks hot water, the face is very confusing.

Qi Rui
“wow, Zhidan, you back so early, passed the interview?”

Liu Zhidan
“as usual, beyond hope again.”

Qi Rui
“then just give up, may as well play online games with me.”

Liu Zhidan
“emm? Where is Li Yi?”

Wang Xu
“He stays in hotel outside.”

Liu Zhidan
“stays in hotel outside? Why?”
Wang Xu
“he will have an interview tomorrow afternoon, which will compete the same position with another person, the interviewer will choose one person to pass, so he stays in the hotel nearby the interview company, he said he won’t come back if he passed.”

Liu Zhidan
“seems he is full of confidence, took all the belongings away, the students are going outside one by one, but my work still doesn’t have any result.”

Wang Xu
“bachelor Degree means nothing in nowadays, so I choose to keep learning, and admitted to a Master Degree, who can be same with him?”

Qi Rui
“whoops, why you mention me? Wang Xu, nobody discourage you from playing online games okay?”

Wang Xu
“do you think everybody same with you? Have a rich daddy, can live in the world even though playing games everyday.”

Liu Zhidan
“I really don’t want to stay in the university anymore, I must find a job as soon as possible, Qi Rui, is this vacuum cup yours?”

Qi Rui
“oh, you say that one, I just bought few days ago, because it’s fangle, looks cool.”

Liu Zhidan
“Hm, pretty nice.”

Fade out

3. EXT. CAMPUS- DAY
Liu Zhidan and her girlfriend Jing Wen are walking in the campus. They are talking. Liu Zhidan receives a message and opens the phone.
“times goes by to fast, there is not too much time left in university.”

“you are right darling, have you found a suitable job?”

“actually my family already found a job for me in my hometown.”

“will you really back to your hometown?”

“of course not, I want to accompany with you.”

“I’ve failed in so many interviews, but my family still need money now, and also, I hope I can give you a good future.”

(phone message ringing)

“who sent you message?”

“great! It is a information that inform me o join an interview this afternoon, there’s only one competitor this time, the possibility to success can be bigger”

“really? That’s great! I will accompany you to go there.”

4. INT. THE COMPANY AISLE – DAY

Liu Zhidan is walking in the aisle of the company which he is going to be interviewed, when he arrives at the corner of the aisle, he finds that Li Yi is walking in front of him, and comes into the interview room which is same with Liu Zhidan, then Liu Zhidan follows Li Yi until beside the door.

5. INT. INTERVIEW ROOM – DAY

Li Yi is sitting inside the room, and introduces himself to
the interviewer.

Li Yi
My name is Li Yi
My major in university is Human Resource.

6. INT. THE COMPANY AISLE – DAY
Liu Zhidan give up to join the interview and turn back and walk out of the company aisle.

7. EXT. THE GATE OF COMPANY BUILDING–DAY
Jing Wen is waiting for Liu Zhidan at company gate, and Liu Zhidan comes out in a short time. Liu Zhidan talks to Jing Wen that he didn’t join the interview and speaks out his idea of doing self employed, but Jing Wen doesn’t understand him and finally they angry with each other, Liu Zhidan then goes back first and leaves Jing Wen alone.

Jing Wen
"Zhidan, here."

Liu Zhidan
"Wen"

Jing Wen
"Why you finished so fast?"

Liu Zhidan
"Let’s go back. I didn’t join the interview."

Jing Wen
"what?"

Liu Zhidan
"I don’t want to be interviewed anymore."

Jing Wen
"why?"

Liu Zhidan
"I've failed in so many interviews"
no good education background
no experiences
Even though this time I join the interview, the result will be same
It's better I find another way to earn money”

Jing Wen
“Find another way?
How come you think that?
There is no another way will be easier than find a job in company”

Liu Zhidan
“so?
I continue to join the interviews with my bachelor degree?
And then wait to be failed?
I've already considered
that I want to do a small business
Then I can earn some money to help my family
You know my family condition
I can't wait too long time to stay like this”

Jing Wen
“Do you think it that so easy to do your self employed?
You give up your interview opportunity easily this time
Don't you think you are very unrealistic?”

Liu Zhidan
“why? Why you never understand me?”

Fade out

8. INT. DORMITORY-NIT
Liu Zhidan leaning against the bed, and calling to Jing Wen again and again. He never receive any reply from Jing Wen. Suddenly he receives a message from Jing Wen. he is very rushed to open the phone message.

Voice prompt
“the number you are calling is busy
the number you are calling is busy
the number you are calling is busy”

message from Jing Wen
"We'd better break up"

Fade out

9. INT. LIBRARY-DAY
Liu Zhidan is sitting in the university library. He is searching the information about vacuum cup. Then Qi Rui comes to him, they discuss about the vacuum cup and it’s marking condition.

Qi Rui
“What’s wrong nabs?
Why you look so depressed?”

Liu Zhidan
“I am planning to do the self employed
Your vacuum cup which I saw on the desk few days ago looks nice.”

Qi Rui
“Oh that vacuum cup
It’s from abroad
pretty fashion
Maybe it can has a good development potential in China”

Liu Zhidan
“Well, let me search more
By the way, are you available this afternoon?
accompany me to the vacuum cup market okay?”

Qi Rui
“This afternoon?
You are too impatient to wait”

Liu Zhidan
“Do you think I am same with you?
Nothing serious affairs”

Qi Rui
“don’t joke me, buddy
I accompany okay?”
Liu Zhidan and Qi Rui are observing the marketing of vacuum cups in the stores. Then Liu Zhidan receives an incoming call which is from his mom, he talks with his mom for a while.

Qi Rui
“ I think you can develop the market
You see the pattern of the cups are not fashion”

Liu Zhidan:
“Yeah
these patterns are a little bit old
Hello, mom?”

Liu Zhidan’s mom
“Zhidan, have you found a job?”

Liu Zhidan
“Not yet
All the companies ask a good education background
My bachelor degree is too low
Finding a job is too difficult”

Liu Zhidan’s mom
“Just be quick
You don’t have to find a very suitable work
Your sister will go to school soon
It is too hard to our family that pay the tuition for her.”

Liu Zhidan
“Mom
I’ve been interviewed in so many companies
All failed
I want to do the self employed
Be the boss to myself
It is much more better than join a company”

Liu Zhidan’s mom
“But, can you?
Doing self employed needs lots of money right?”
How can you get so much money?”

Liu Zhidan
“Let me think some ideas by myself
Mom, just leave me alone.”

Liu Zhidan’s mom
“Go ahead, son
But remember
Don’t be too rash”

Liu Zhida
“okay I know mom.”

Fade out

11. INT. DORMITORY – NIT
Liu Zhidan is lying on bed, his both arms cross each other. Wang Xu is reading the books carefully.

Liu Zhidan
“Xu
I’ve decided to do the self employed
But I think it’s better to join a training institution first
Have you ever heard Jin Zhou Talent Training Institution?”

Wang Xu
“Of course, there's one of my lectures having part time job in there.
Wait a moment
I’ll send you her contact number”

Liu Zhidan
“wow you are so awesome, buddy
It's not too late now
I try to call”

Fade out

12. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Liu Zhidan finds a seat and sit down, take out his notebooks and listens to the teacher carefully, he takes notes while he got some important points.
Lecture

"okay, everybody, today we are going to study business negotiation. The first part is chapter 1 which is talk about the outline of business negotiation. It has 3 points totally. Let’s see the first point, what is business negotiation. It needs a balance of benefits between both sides."

13. INT. DORMITORY – NIT
Liu Zhidan comes into the dormitory and hold a stack of books, he outs of breath, then sits down and arranges the books carefully, then start to study. He continues studying while his roommates already slept at midnight.

Qi Rui
"wow. Zhidan. Where you’ve got so many books?, its so late already.

Wang Xu
"so many books, enough you to read for a long time!"

Liu Zhidan
"well, I have on other choices, let me try."

14. EXT. ON THE WAY OF TRAINING INSTITUTION – DAY
Liu Zhidan is walking on the way of the training institution of self employed. He is carrying a bag, and holding a book in his hand. He is reading the book when he is walking, suddenly Jing Wen comes from his backside, and strikes him incautiously, then Liu Zhidan’s books drop on the ground, Jing Wen flurried and picks all the book, when she gives the books and looks up, she just realizes the person is Liu Zhidan, her face is embarrassed and goes far away quickly, but Liu Zhidan seems very sad.

Liu Zhidan

"Wen... …"

15. INT. CLASSROOM OF TRAINING INSTITUTION – DAY
Liu Zhidan sits on the seat and listens to the teacher carefully and takes the notes.
At midnight, Liu Zhidan is reading the books alone, with a little bit light, he stretches himself with a yawn now and again.

Fade out

Liu Zhidan is walking together with Qi Rui. Then he finds an advertising which is about “looking for self employed partner” sticking on the wall. Liu Zhidan try to send a message to that person, whose name is Cheng Lei, and receives Cheng Lei’s reply soon.

Liu Zhidan
“today is really a nice day.”

Qi Rui
“yeah, it’s good to walk outside to coping with stress.”

Liu Zhidan
“Qi Rui, how’s your preparation of your final presentation?”

Qi Rui
“just like that, my standard is only pass it, I don’t have any high expectation to myself. Zhidan, you see what’s that?”

Liu Zhidan
“looking for a self employed partner? Looking for a self employed partner, years of experience, building a good future together Contact person” Mr. Cheng “

Qi Rui
“looks nice, you can send him a message.”

Liu Zhidan
“is it reliable?”

Qi Rui
“try buddy, you won’t loss anything.”

Liu Zhidan
“okay I try”
Qi Rui
“just try”

Liu Zhidan
(message: hello, is that you want to find a self employed partner? Are you available to talk?)
“I’ve sent already”
Qi Rui
“let’s go”

Liu Zhidan
“Wow, I get the reply”

Qi Rui
“he replies so fast”

Cheng Lei
(message: hello, let’s meet at “the Baltic Sea” coffee store on Saturday 10 AM)

Fade out

18. INT. COFFE STORE - DAY
Cheng Lei is waiting for Liu Zhidan in the coffee store, then Liu Zhidan is coming, they shake hands and smile. They are sitting down and discuss about self employed. They are drinking coffee and laugh sometimes.

Cheng Lei
“Come come come, here!
Have a seat please, hello hello
Waiter, coffee please!
I am Cheng Lei, you are…?”

Liu Zhidan
“I am Liu Zhidan”

Cheng Lei
“we’ve sent message last time right?”

Liu Zhidan
“yes”
Cheng Lei
“I am as a vice president in an urban enterprise, I want to put some investment, let me see your investment project okay?”

Liu Zhidan
“alright.”

Waiter
“Mr. Cheng, your coffee”

Cheng Lei
“Drink coffee first”

Liu Zhidan
“it’s like this, this is my entrepreneurial orientation, you can have a look. I am searching a kind of vacuum cup, it has a novel appearance, I think it can be better satisfy the consumption view of nowadays people.

19.  INT. LIBRARY – DAY
Qi Rui and Wang Xu are talking in the library. Suddenly Jing Wen pass by them and join the talking, she sits down and ask questions to Qi Rui and Wang Xu about Liu Zhidan. Qi Rui looks at the friends circle in we chat, and read the content which is from Li Yi, Jing Wen grabs the phone and finds that the building in the photo which Li Yi puts on the we chat is same with the building which Liu Zhidan join the interview last time, they seems realize something.

Qi Rui
“Hey Wang Xu, how do you think the condition of Zhidan and that person he is meeting now?”

Wang Xu
“hopefully they can negotiate successfully, it will have lots of help for Zhidan if he can has one more partner.”

Qi Rui
“yes you are right, and Zhidan has broken up with his girlfriend, he has to face so many things now.”

Jing Wen
“are you talking about Liu Zhidan? How does he going now?”
Qi Rui
“whoops, Jing Wen is coming, aren’t you broke up with him? Still care about him?”

Jing Wen
“don’t joke me okay? What partner you said just now?”

Wang Xu
“few days ago, Zhidan saw an advertisement about find a partner to do the self employed, then he contacted that person, and now he is meeting with that person”

Jing Wen
“it’s too rush, is that person dependable?”

Qi Rui
“he is not your boyfriend already, why you still care about him?”

Jing Wen
“none of your business.”

Qi Rui
(opens the friends circle of we chat) see, Li Yi said he wants to treat us! Last time Li Yi cae to the company to join the interview, the interviewer choose one person from the two competitors, and he passed.”

Wang Xu
“oh, I see”

Jing Wen
“(grabs the phone) isn’t the company which Zhidan came to be interviewered last time? He must been gave up the opportunity to Li Yi!”

Qi Rui
“oh, really?”

20. INT. COFFEE STORE – DAY
Liu Zhidan and Cheng Lei are still talking. Finally they stand up and shake hands with each other. Liu Zhidan smiles and then they come out together.
Liu Zhidan
“these vacuum cups because the good appearances, it can satisfy the requirements of the customers. What’s more, I think it still has a small market share in China, so I do want to catch this opportunity to find a partner work together with me.”

Cheng Lei
“have you done the market research?”

Liu Zhidan
“yes, already”

Cheng Lei
“drink coffee please”

Liu Zhidan
“okay, thank you.”

Cheng Lei
“so how much products do you want to stock for the first batch?”

Liu Zhidan
“initial plan is a thousand.”

Cheng Lei
“such good products, how can you stock one thousand only? At least should be decupled.”

Liu Zhidan
“decuple, ten thousand?” but I don’t have too much fund.”

Cheng Lei
“I will solve the problem of fund, now what you need to solve are contact the supply of goods, choose the place to open a shop front, do you get it?”

Liu Zhidan
“yes”

Cheng Lei
“hello, Mr. Dong. Wow, the bid succeeded? How much you put in the bid? Only five million RMB? Nice nice. Okay, I will
go there soon, thank you thank you.
I have some business now, could we talk next time?”

Liu Zhidan
“okay, see you next time.”

Fade out

21. INT. DORMITORY - NIT
Liu Zhidan is searching the information about vacuum cups online, suddenly he receives the message from Cheng Lei that is ask him to put some investment to start the self employed, he asks help from his roommates to transfer money to Cheng Lei to start the self employed.

Qi Rui
“hey Zhidan, how’s your feeling with that partner? Does he willing to cooperate with you”

Liu Zhidan
“I think he is nice, very genuine, and he treated me a cup of coffee. We are planning to start the self employed”

Qi Rui
“whoops, he bought you over only with a cup of coffee.”

Liu Zhidan
(message ringing)
“Cheng Lei tells me I need to pay a part of deposit now. send the money to his bank card.”

Qi Rui
“your progress is too fast.”

Liu Zhidan
“we need to invest first, actually he will put much more money than me. We’ve decided to stock some products. But he asks me put ten thousand RMB, it still too hard for me.”

Wang Xu
“how if like this, I have some money now, I will borrow you, and I will help you think other ways to gater some money.”
Qi Rui
“don’t do like that, it’s better I borrow him. You still need to attend the graduate school, you need to save your money. Dong worry Zhidan, later I will put money into Cheng Lei’s card. “

Liu Zhidan
“thank you buddy, you’ve solved my extremely urgency.”

Qi Rui
“don’t say that, I know your personality, we’ve been roommates for already more than three years, I must help you, don’t worry, later I’ll send to him.”

Fade out

22. INT. CLASSROOM OF TRAINING INSTITUTION - DAY
The teacher announces her information after class finished. Liu Zhidan arranges his books, then sits down and send a message to Cheng Lei, his face is a little bit nervous.

Dialogue:

lecture
“we’ve finished the study of the whole book, and you all passed the examination. I wish everyone will have a wonderful future, have a good beginning of your own self employed. Your future is not a dream.”

Students
“Thank you Mrs. Lin”

(Liu Zhidan’s message: “Cheng Lei, I’ve already sent you the money yesterday evening, have you received? Please let me know if you’ve received”)

Fade out

23. INT. DORMITORY - DAY
Liu Zhidan backs to his dorm, he rubs his hands together. He
sits down on his bed and opens his phone again and again. He checks the message from Cheng Lei and waiting for his reply. His face looks nervous and talks this condition to his two roommates. He looks bad and his body is a little bit tremble.

Liu Zhidna
“why he never give me any response after we sent him money yesterday?”
Wang Xu
“have you contacted him?”
Liu Zhidan
“I’ve sent him message many times.”
Wang Xu
“try to call him.”
Liu Zhidan
“yes, I try now. the number is empty, what’s wrong?”
Qi Rui
“what? Are you swindled by him?”

Fade out

24. EXT. SEASIDE - DAY
Liu Zhidan comes to the seaside alone, he walks on the sand, strokes his hair, with a bad emotion. He stands on the sand and face the sea. He starts to recall the scene that few months ago, Jing Wen and him are walking in the seaside hand by hand. They were drawing and running on the seaside. Then he shouting when he backs to the reality.
Liu Zhidan
“ah!”

25. EXT. SEASIDE - NIT
Liu Zhidan is sitting on the sand alone until dusk. He sighs to the sea. Suddenly Jing Wen comes behind his back, and talks to him. Then Jing Wen picks a branch and drawing a heart with a pair of wings on the sand. She encourages Liu Zhidan.
Liu Zhiddan
“why you come? I don’t want to face you. “

Jing Wen
"because I care about you. You must keep going, continue to do what you want to do."

Liu Zhidan
"but we are not in relationship anymore.

The recall"
Jing Wen
“Zhidan, I call it the sincere heart, just like you, have dream and courage. Now I draw it for you.”

Liu Zhidan
“it’s so beautiful, Wen. We are still young, no matter how much challenges where will be, let’s face together. “

The reality:
Jing Wen
“We’ve already called the police, Cheng Lei has already arrested, you will get your money soon. I’ve seen a good storefront, I can accompany you to do the self employed together.”

Liu Zhidan
“I am sorry Wen, I shouldn’t angry with you that day, I’ve been persist in the self employed so long time, I don’t want to give up actually. Nice to have you, Wen.”

Fade out

26. EXT. THE GOVERNMENT HALL
Liu Zhidan and Jing Wen just come out from the government hall, they are walking hand by hand.

Liu Zhidan
“Wen, fortunately you brought the << enterprise name proposal>> just now, we’ve submitted all the materials successfully. Don’t you heard from the staff? That if it going smooth, we can get our business license in 7 days.”
Jing Wen
“great, finally we can have our own business. You have to treat me, I’ve helped you so many things.

Liu Zhidan
“yes of course, I must treat you well, we still need to tidy our store after lunch.”

27. INT. STOREFRONT – DAY
Liu Zhidan, Qi Rui and Wang Xu are moving the new facilities, and Jing Wen is commanding in the side.

28. INT. STOREFRONT – EVENING
Liu Zhidan is in his store, he is sitting on the chair, and calling to his mom. Meanwhile, Jing Wen comes into the store and holds a potted flower, she shows to Liu Zhidan, and they smile with each other.

Liu Zhidan
“hello mom, tell you a good news, we’ve finished to clean our storefront today, and we can start the business in around a week. Okay mom, I will work hard to earn money, I will handle my sister’s tuition fee. Okay bye.
Wen……”

Fade out
7.8 Hunting Report

7.8.1 location

- Liaoning university of technician.
  Address: Jinzhou city, Gu Ta district.
  Phone number: 0416 – 4198702
  Owner: the country
  Note: permission from the office of management division.

- The Baltic Sea coffee
  Address: inside of university of technician.
  Phone number: 13808247330
  Owner: Mrs. Xu
  Note: the permission from Mrs. Xu.

- New – mart of Jinzhou
  Address: Jinzhou city
  Note: the permission from the boss of the store.

7.8.2 Consumption

- caring from the restaurants which are near the shooting places. – for lunch 3 days, and one celebration.
  Note: simple lunches.
  Menu: rice, greens, meat dish

7.8.3 Transportation

  We used taxi for the shooting, almost we used 3 cars for the crew and talents.
7.9. Talent Report

7.9.1 Liu Zhidan

Full name: Ji Zhuo
Age: 22
Hair color: brown black
Address: Huludao City, Liaoning Province
Clothes size: M
Pants size: 24
Shoes size: 40
Phone number: 15566539095

7.9.2 Jing Wen
Full name: Wang Mingzhu
Age: 19
Hair color: brown black
Address: Dandong city
Clothes size: S
Pants size: 20
Shoes size: 37
Phone number: 15142946101

7.9.3 Qi Rui

Full name: Wang Yang
Age: 20
Hair color: black
Address: Jinzhou city
Clothes size: S
Pants size: 24
Shoes size: 41
Phone number: 1335239107
7.9.4 Wang Xu

Full name: Mai Jinlong
Age: 21
Hair color: black
Address: Jinzhou city
Clothes size: L
Pants size: 27
Shoes size: 43
Phone number: 13843309896

7.9.5 Cheng Lei
Full name: Malqinhu
Age: 20
Hair color: black
Address: inner Mongolia
Clothes size: M
Pants size: 26
Shoes size: 42
Phone number: 15802296311

7.10 Wardrobe Report

1. Formal wear
Scene: 1, 2, 4, 6, 7, 18, 20, 21
Description: Liu Zhidan wears it to join the interview and meet his partner.
Contribution: to show he cares about his looking and wants to leave a good imagine to the interviewers and partner.

2. black jacket and jeans, with white shirt.
Scene: 3, 14, 15, 17, 24, 25
Description: Liu Zhidan’s normal looking.
Contribution: wearing the black costumes can show Liu Zhidan’s steady character.

3. green jacket with stripe shirt.
Scene: 9, 10, 27, 28
Description: Liu Zhidan’s casual look.
Contribution: to show he is a tidy person.

4. black knitted coat with white shirt.
Scene: 22, 23
Description: Liu Zhidan’s casual normal looking
Contribution: to show he is a tidy person.

5. blue shirt
Scene: 12
Description: Liu Zhidan wears it to join the class.
Contribution: to show Liu Zhidan’s careful character.

6. Pajama
Scene: 8, 11, 17
Description: Liu Zhidan’s dormitory life
Contribution: to show his looking in dormitory

7. white knit wear, black jeans
Scene: 3, 7
Description: Jingwen accompanies Liu Zhidan go outside.
Contribution: to show Jing Wen is a fashion girl

8. jeans wear
Scene: 14
Description: Jing Wen’s casual wear.
Contribution: to show she is a fashion girl.

9. plaids and tweeds
Scene: 25
Description: Jing Wen comes to the seaside
Contribution: to show the weather is pretty cold.

10. black coats with black jeans
Description: Jing Wen accompanies Liu Zhidan to apply the license and clean the storefront.
Contribution: to show Jing Wen’s warm looking.

11. black coat and jeans pants.
Scene: 9, 24
Description: Qi Rui’s casual wear
Contribution: to show his rich looking.

12. whole jeans wear
Scene: 10, 17, 19
Description: Qi Rui’s casual wear.
Contribution: to show his cool looking.

13. Pajamas
Scene: 2, 13, 21, 23
Description: Qi Rui with his roommates’ casual wear in dorm
Contribution: to show his looking in dorm
14. Yellow jacket with black sweater
Scene: 19
Description: Wang Xu’s casual wear, he talks with Qi Rui in the library
Contribution: to show his steady character.
15. blue coat
Scene: 27
Description: Wang Xu help Liu Zhidan clean the storefront, looks hard working
Contribution: to show Wang Xu’s helpful
16. Pajamas
Scene: 2, 11, 13, 21, 23
Description: Wang Xu with his roommates’ casual wear in dorm
Contribution: to show his looking in dorm
17 black coat and jeans and shoes
Scene: 18, 20
Description: Cheng Lei as a swindler come to meet Liu Zhidan
Contribution: to make a steady wear, let Liu Zhidan trust himself.

7.11 Property Report
1. table
Scene: 1, 5
Description: table for interview
Contribution: to show it is an interview place
Borrow (available in location)
2. computer
Scene: 2, 21,
Description: Qi Rui’s computer
Contribution: to show Qi Rui is very focus on his online games.

Borrow student’s computer

3. headset
Scene: 2, 13, 21, 23
Description: Qi Rui’s headset
Contribution: to show Qi Rui always use the headset for entertainment

4. desks and beds
Scene: 2, 8, 11, 13, 16, 21, 23
Descriptions: the facilities in dormitory
Contribution: to show the look of dormitory

5. hammock
Scene: 2
Description: Wang Xu’s hammock
Contribution: to show Wang Xu always lying on the hammock to read books.

Borrow from students

6. books
Scene: 2, 11, 12, 13, 14, 15, 16, 19, 21, 23
Description: Liu Zhidan and Wang Xu’s books
Contribution: to show Liu Zhidan and Wang Xu always study hard.

7. vacuum cups
Scene: 2, 9, 27, 28
Description: Liu Zhidan saw Li Yi’s vacuum cup, and have the idea to do the self employed about selling vacuum cups.
Contribution: it is the background of Liu Zhidan’s self employed.

From crew member

8. Laptop
Scene: 9, 18, 20, 21
Description: Liu Zhidan’s laptop
Contribution: Liu Zhidan use it to search the information about self employed

Borrow from students
9. advertisement
Scene: 17
Description: the advertisement which is about find the partner of doing self employed
Contribution: it is the beginning which Liu Zhidan start to contact Cheng Lei

10. phone
Scene: 3, 8, 10, 11, 17, 21, 22, 23
Description: Liu Zhidan’s mobile phone
Contribution: Liu Zhidan use it to contact the others.

11. the portfolio
Scene: 26
Description: the portfolio which is used to put documents
Contribution: to show Liu Zhidan already submitted materials to the Labor Bureau

12. small table and chair in storefront
Scene: 27, 28
Description: the small table and chair in Liu Zhidan’s storefront
Contribution: to show his storefront already have some facilities

13. flower
Scene: 28
Description: Jing Wen shows the flower to Liu Zhidan
Contribution: to show they all have a good emotion

From crew member
### 7.12 Budget Report

#### Budget Report “Sincere Heart”

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Total: IDR230,000

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**Total: IDR 540,000**

**Subtotal: IDR 1,920,000**
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**GRAND TOTAL**

| Total | IDR11,490,500 |

**Post-production Budget Administration and Finishing**
CHAPTER 8
CONCLUSION AND RECOMMENDATION

Conclusion

During the progress in shooting film “sincere heart”, I was under too much pressure, because it is a very big challenge for me. I acted as the script writer, director, and producer, it is my first time to handle so many important positions.

Started from writing the script, I felt I have no idea about that, it actually took a little bit long time. I revised the script again and again, I took the notes about my ideas whenever and whatever I was doing at that time. Finally I finished my script and started to prepare for my next step.

However, writing the script was only the beginning, the more difficult things just coming. I was shooting this film in China, so I must find a crew for myself. I don’t have any friends who are good at in making films, so my family helped to find the technician university of Liaoning. We found that the students who are major in management are very friendly and actively. They were willing to help me to build a crew. However, the people still not enough, there’s one student asked help from his father to do my cameraman, his father has time but not professional, but I was willing to accept his help. Therefore, our crew built successfully.

Then the crew and I found the talents also in this university, they are from the student union. We picked some of them which are suitable for act the characters. Like this, all the talents had found by us.

The progress of chose the location was pretty hard, I met many challenges in finding some locations. For example, there are some scenes that I need to shoot in some different storefronts, however, the suitable are not really too many, when I found a good place which was conform to my scenario, almost all the bosses in the storefront disagree my requirement of shooting, even I promised I can pay for it. So finding a location took me long time, and finally after my wild-place searching, I found the suitable places and they agree us to shoot if we pay them.

During the shooting progress, I felt unfamiliar because actually I don’t have experiences into directing. Sometimes my idea is different with the other crew members idea and the talents idea, then we always discussed and finally negotiated a good result. So I was very lucky because all the crew members were had a very good cooperate with me. We gathered our ideas and analysis very
careful.
During the edit progress, the editor sent me the videos step by step, part by part. I know he also
doesn’t full of experiences, but he worked hard and full of responsibility. I do feel grateful about
that.
The whole progress was difficult for me and all the crew members, we faced it and finished it, this
kind of spirit is a good result actually. The film, “sincere heart”, we made by a sincere heart.

Recommendation
The film, “sincere heart”, totally reflects the condition about university students in China,
especially for the students who just or is going to graduate soon. Self employed is a very popular
tendency for the university students in China. However, not everyone can do it successfully, it
need too much things. So this film will show one of the student who wants to do the self employed,
he did the preparations, but also face problems because lack of social experiences and his own
shortcoming. It is a fiction film, but it based on the reality. It has some pedagogical meaning, that
the audiences will have their own feelings according to the film. In order to make the film become
more attractive, I also put the topic of friendship, and relationship. It can reflect the Chinese
students’ life.
The film shooting time was quiet happy, all of us was united, analysis the scenes and solve all the
problems together. We all tried out best to let the quality of the shooting production become better.
APPENDIX

OBSERVATION REPORT

Thesis Observation
For the purpose of this research, I’ve searched a lot which I never recognized before. I do appropriate to do the observation and known people’s mimetic, behavior and gesture into doing the self employed. I’ve chose several people to did the interview which are all the graduate students from universities.

A student who is in the progress to preparing self employed
Through my friend in Dandong University, I kept in touch with a student who were still preparing his self employed.
We met in the campus of Dandong University, Liaoning Province, China. Because it is the first person that I am going to interview, I’ve prepared some questions but I didn’t know where I should start. After a while, I discussed with him about the university life first. And then talk about his life condition gradually. Because of this, he didn’t have too much mind of vigilance with me.
I asked him about the information of doing self employed. I asked him questions step by step based on the questions which I have already prepared. Because he is the one who just start to prepare, I can’t ask all the questions which I prepared, until now there still no exactly result about his business.
Actually his experience in the university made me very curious about him. So during our discussion, I’ve known the reason of his beginning into doing self employed, and also his whole journey of his heart.

The student who already start the self employed
I met this student in Shenyang city, Liaoning province, China. His business is growing strawberries and selling them. When I started to interview him, I felt he was very shy to answer my questions. Therefore, I stopped to ask for a while, and discussed with
him about something relax.
Without my imagine, he talked about his self employed with me forwardly. He told me the reason, the starting, and the progress about his self employed. The interview was going very well, and I tried to make our talk happy. I got all the information which I had to known in the end.

**Conclusions**
Doing the observation is quiet a big challenge actually. It is very important that I come into the community. For the Chinese community of students who are doing self employed, it is pretty hard to find. Because the community is scattering, so I have to get close with them through my friends but not I wait in somewhere. The aim of this observation is to know the life of the students who are doing self employed, to produce and evolve the poetical truth of the phenomenon. This observation helped me to make sure that behavior of the students. Therefore, it is an important step.
## MATRIX ELEMENTS OF RESEARCH FINDING

### Mimetic Behavior

<table>
<thead>
<tr>
<th></th>
<th>Behavior</th>
<th>Dialogue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Personal Quality</strong></td>
<td>Learn knowledge</td>
<td>Ask knowledge to the professional people</td>
</tr>
<tr>
<td></td>
<td>Have responsibility</td>
<td></td>
</tr>
<tr>
<td><strong>entrepreneurship</strong></td>
<td>Get own idea about self employed</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Arrange the planning</td>
<td></td>
</tr>
<tr>
<td><strong>Get method</strong></td>
<td>Handle the step of doing self employed</td>
<td>Ask people who already did the self employed</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>preparation</strong></td>
<td>Join the training classes of self employed</td>
<td>Talk with the lectures</td>
</tr>
<tr>
<td></td>
<td>Find a partner</td>
<td>Discuss with partner about the business idea</td>
</tr>
<tr>
<td></td>
<td>Make a specific planning</td>
<td></td>
</tr>
<tr>
<td><strong>Problems</strong></td>
<td>Face the problems, try to find some solutions</td>
<td></td>
</tr>
<tr>
<td><strong>solutions</strong></td>
<td>Find the solution and implement the remedial measure</td>
<td></td>
</tr>
<tr>
<td><strong>Face the result</strong></td>
<td>If the business still can keep going, then go ahead, if the business already failed or it is impossible to get well, then change another way to do the self employed or give up the self employed</td>
<td></td>
</tr>
</tbody>
</table>
### 1. INT. Interview room - DAY

<table>
<thead>
<tr>
<th>SHOT</th>
<th>VISUAL</th>
<th>AUDIO</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CU Liu Zhidan with a confuse face</td>
<td>Dialogue of the 2 interviewers</td>
</tr>
<tr>
<td>2</td>
<td>MS The interviewers asking questions</td>
<td>The interviews discussing</td>
</tr>
<tr>
<td>3</td>
<td>CU Liu Zhidan is talking</td>
<td>Dialogue Liuzhidan and interviewer</td>
</tr>
<tr>
<td>4</td>
<td>MS The interviewers discussing and asking questions</td>
<td>Dialogue from Liuzhidan</td>
</tr>
<tr>
<td>5</td>
<td>CU Liu Zhidan is talking and face the interviewer</td>
<td>Dialogue from Liu zhidan</td>
</tr>
<tr>
<td>6</td>
<td>CU The female interviewer shakes her head</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>CU The male interviewer asking question</td>
<td>Dialogue from male interviewer</td>
</tr>
<tr>
<td>8</td>
<td>MS Liu Zhidan saying thanks to the interviewers</td>
<td>Dialogue from Liu Zhidan</td>
</tr>
</tbody>
</table>

### Opening

9  Sincere heart

10 Scriptwriter and director

### 2. INT. DORMITORY - NIT

<table>
<thead>
<tr>
<th>SHOT</th>
<th>VISUAL</th>
<th>AUDIO</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>MS Qi Rui is playing computer game</td>
<td>The game background music</td>
</tr>
<tr>
<td>12</td>
<td>MS Wang Xu is reading</td>
<td>The game background music</td>
</tr>
<tr>
<td>13</td>
<td>LS Liu Zhidan enter dormitory</td>
<td>The game background music</td>
</tr>
<tr>
<td>14</td>
<td>CU Liu Zhidan move the vacuum cup</td>
<td>The game background music</td>
</tr>
<tr>
<td>15</td>
<td>CU Liu Zhidan talking with roommates</td>
<td>The game background music</td>
</tr>
<tr>
<td>16</td>
<td>MS Qi Rui is talking</td>
<td>The game background music</td>
</tr>
<tr>
<td>17</td>
<td>MS Liu Zhidan asking where Li Yi is</td>
<td>The game background music</td>
</tr>
<tr>
<td>18</td>
<td>MS Wang Xu answering Liu Zhidan</td>
<td>The game background music</td>
</tr>
<tr>
<td>19</td>
<td>MS Wang Xu chatting</td>
<td>The game background music</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---</td>
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</tr>
<tr>
<td>20</td>
<td>MS Liu Zhidan is chatting with the vacuum cup</td>
<td>The game background music</td>
</tr>
<tr>
<td>21</td>
<td>MS Liu Zhidan asks about the vacuum cup</td>
<td>The game background music</td>
</tr>
<tr>
<td>22</td>
<td>MS Qi Rui answers Liu Zhidan</td>
<td>The game background music</td>
</tr>
<tr>
<td>23</td>
<td>MS Liu Zhidan looking at the vacuum cup</td>
<td>The game background music</td>
</tr>
<tr>
<td>24</td>
<td>Liu Zhidan opens the cup and looking carefully</td>
<td>The game background music</td>
</tr>
</tbody>
</table>

3. EXT. CAMPUS - DAY

| 25 | LS Liu Zhidan is walking with his girlfriend Jing Wen | Dialogue |
| 26 | Liu Zhidan is chatting with Jing Wen | dialogue |

4. INT. THE AISLE OF COMPANY - DAY

| 27 | LS Liu Zhidan looks the interview room | Sound of opening door |

5. INT. THE INTERVIEW ROOM - DAY

| 28 | MS Li Yi is inside the interview room and introducing himself | Li Yi is talking |
| 29 | MS Liu Zhidan is shocking | |

6. INT. THE AISLE OF COMPANY - DAY

| 30 | LS Liu Zhidan leave the aisle | |

7. EXT. IN FRONT OF THE COMPANY BUILDING

| 31 | LS Liu Zhidan says he wont come to the interview again | Dialogue |
| 32 | MS Liu Zhidan and Jing Wen are chatting | dialogue |
| 33 | MS Jing Wen is angry | dialogue |
| 34 | MS Liu Zhidan is arguing | dialogue |
| 35 | MS Jing Wen tracts her head | |
| 36 | LS Jing Wen watching Liu Zhidan is going far away | |

8. INT. DORMITORY - NIT

<p>| 37 | LS Liu Zhidan is calling | |</p>
<table>
<thead>
<tr>
<th>Page</th>
<th>Jing Wen</th>
<th>Scene Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>38</td>
<td>MS Liu Zhidan is calling Jing Wen on his chair</td>
<td>Voice from official</td>
</tr>
<tr>
<td>39</td>
<td>CU phone screen which is calling to Jing Wen</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>MS Liu Zhidan is calling</td>
<td>Voice from official</td>
</tr>
<tr>
<td>41</td>
<td>MS Liu Zhidan gets the break up text</td>
<td>Message voice</td>
</tr>
<tr>
<td>42</td>
<td>LS Qi Rui is walking closer</td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>MS Qi Rui comes to talk with Liu Zhidan</td>
<td>dialogue</td>
</tr>
<tr>
<td>44</td>
<td>CU Liu Zhidan and Qi Rui are observing the cups</td>
<td>dialogue</td>
</tr>
<tr>
<td>45</td>
<td>MS Liu Zhidan has a phone call and picks the phone</td>
<td>Phone ringing</td>
</tr>
<tr>
<td>46</td>
<td>MS Liu Zhidan is talking with his mom</td>
<td>Dialogue Mom and Liu Zhidan</td>
</tr>
<tr>
<td>47</td>
<td>MS Liu Zhidan asking information from Wang Xu</td>
<td>dialogue</td>
</tr>
<tr>
<td>48</td>
<td>MS Wang Xu answers him</td>
<td>dialogue</td>
</tr>
<tr>
<td>49</td>
<td>MS Liu Zhidan contact the training institution</td>
<td>dialogue</td>
</tr>
<tr>
<td>50</td>
<td>LS Liu Zhidan comes into the classroom</td>
<td>Dialogue from lecture</td>
</tr>
<tr>
<td>51</td>
<td>MS The lecture is having class</td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>MS Liu Zhidan comes into the dorm with lots of books</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>MS Qi Rui talking with Liu Zhidan</td>
<td>dialogue</td>
</tr>
<tr>
<td>54</td>
<td>MS Wang Xu is talking to Liu Zhidan also</td>
<td>dialogue</td>
</tr>
<tr>
<td>55</td>
<td>MS Liu Zhidan starts to studying</td>
<td></td>
</tr>
<tr>
<td>56</td>
<td>CU Liu Zhidan is taking</td>
<td></td>
</tr>
</tbody>
</table>
57  | LS Liu Zhidan is studying alone until midnight
58  | MS Liu Zhidan is studying

14. EXT ONT THE WAY - DAY

59  | LS Liu Zhidan carrying the books
60  | MS Jing Wen knocked down Liu Zhidan
61  | MS they pick the books
62  | MS Jing Wen found that the person is Liu Zhidan
63  | MS Their eyes meet with each other
64  | LS Jing Wen gives the books and leave immediately  Background music

15 INT. TRAINING CLASSROOM - DAY

65  | LS The lecture is having class  Background music
66  | MS Liu Zhidan is studying  Background music

16. INT. DORMITORY - NIT

67  | MS Liu Zhidan is studying until midnight  Background music
68  | LS Liu Zhidan is studying along  Background music
69  | MS Liu Zhidan is studying alone  Background music
70  | LS Liu Zhidan is studying alone  Background music

17. EXT. CAMPUS - DAY

71  | LS Liu Zhidan and Qi Rui are walking  dialogue
72  | CU the advertising about looking for a partner for self employed
73  | MS they are looking at the advertising  dialogue
74  | CU Liu Zhidan taking his phone from the pocket
75  | CU Liu Zhidan is sending message by his phone to the contact person
<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>76</td>
<td>CU Liu Zhidan is talking</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>77</td>
<td>MS Qi Rui is talking to Liu hidan</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>78</td>
<td>MS Liu Zhidan got the reply</td>
<td></td>
<td></td>
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</tbody>
</table>

**18. INT. THE BALTIC SEA COFFEE STORE - DAY**

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>79</td>
<td>CU Decoration hanging</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>80</td>
<td>LS Cheng Lei is waiting on the chair</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>81</td>
<td>MS They meet each other</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>82</td>
<td>LS Liu Zhidan is meeting Cheng Lei</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>83</td>
<td>MS Liu Zhidan and Cheng Lei are discussing about the self employed</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>84</td>
<td>LS They are talking carefully</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>85</td>
<td>MS Liu Zhidan is showing his idea by laptop</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>86</td>
<td>MS Liu Zhidan is talking with laptop</td>
<td>Music in coffee store</td>
<td></td>
</tr>
</tbody>
</table>

**19. INT. LIBRARY - DAY**

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>87</td>
<td>LS Jing Wen is finding books in library</td>
<td></td>
<td></td>
</tr>
<tr>
<td>88</td>
<td>CU Jing Wen is reading a book</td>
<td></td>
<td></td>
</tr>
<tr>
<td>89</td>
<td>MS Wang Xu and Qi Rui are talking about Liu Zhidan</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>90</td>
<td>MS Jing Wen comes to talk with them</td>
<td>Dialogue</td>
<td></td>
</tr>
<tr>
<td>91</td>
<td>MS They are talking</td>
<td>Dialogue</td>
<td></td>
</tr>
<tr>
<td>92</td>
<td>MS Jing Wen is talking with them</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>93</td>
<td>MS Jing Wen takes Qi Rui’s phone and finally they know the truth why Liu Zhidan gave up the interview</td>
<td>dialogue</td>
<td></td>
</tr>
</tbody>
</table>

**20. INT. THE BALTIC SEA COFFEE STORE - DAY**

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>94</td>
<td>MS Liu Zhidan share his idea to Cheng Lei</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>95</td>
<td>MS Cheng drinks coffee</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>Scene</td>
<td>Dialogue Description</td>
<td>Music/Dialogue</td>
<td></td>
</tr>
<tr>
<td>---------</td>
<td>-------------------------------------------------------------------------------------</td>
<td>-------------------</td>
<td></td>
</tr>
<tr>
<td>96</td>
<td>CU Cheng Lei is answering the phone</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>97</td>
<td>MS Cheng Lei leaving</td>
<td>Music in coffee store</td>
<td></td>
</tr>
<tr>
<td>98</td>
<td>MS Qi Rui is playing online games</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>99</td>
<td>CU Liu Zhidan is observing vacuum cups online</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>100</td>
<td>CU Liu Zhidan is talking with Qi Rui</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>101</td>
<td>CU Liu Zhidan is clicking laptop</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>102</td>
<td>CU Liu Zhidan receives a message from Cheng Lei</td>
<td>Message ringing</td>
<td></td>
</tr>
<tr>
<td>103</td>
<td>MS Liu Zhidan talk to roommates about money</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>104</td>
<td>MS Wang Xu wants to help him</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>105</td>
<td>MS Qi Rui says he will help Liu Zhidan</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>106</td>
<td>CU Qi Rui playing game and talks to Liu Zhidan</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>107</td>
<td>MS Liu Zhidan say thanks to Qi Rui</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>108</td>
<td>MS Qi Rui answers Liu Zhidan</td>
<td>Game music</td>
<td></td>
</tr>
<tr>
<td>109</td>
<td>MS Liu Zhidan is in the classroom</td>
<td>Lecture dialogue</td>
<td></td>
</tr>
<tr>
<td>110</td>
<td>Liu Zhidan is texting to Cheng Lei</td>
<td>Lecture and students dialogue</td>
<td></td>
</tr>
<tr>
<td>111</td>
<td>MS The lecture is talking in classroom</td>
<td>Lecture and students dialogue</td>
<td></td>
</tr>
<tr>
<td>112</td>
<td>MS Liu Zhidan is nervous and talking with roommates</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>113</td>
<td>MS Wang Xu asks him to call Cheng Lei</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>114</td>
<td>MS. Liu Zhidan calls to Cheng Lei</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>115</td>
<td>MS Liu Zhidan sitting on</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Scene</td>
<td>Description</td>
<td></td>
<td></td>
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<tr>
<td>-------</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>24. EXT. SEASIDE - DAY</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>116</td>
<td>LS Liu Zhidan is walking on the beach</td>
<td>Sound of sea wave</td>
<td></td>
</tr>
<tr>
<td>117</td>
<td>BE Liu Zhidan’s flashback</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>118</td>
<td>LS Liu Zhidan’s flashback</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>119</td>
<td>BE Liu Zhidan’s flashback back with Jing Wen</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>120</td>
<td>BE. Liu Zhidan’s flashback</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>121</td>
<td>LS Liu Zhidan on the beach alone</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>25. EXT. SEASIDE - NIT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>122</td>
<td>LS Liu Zhidan sitting on the beach until evening</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>123</td>
<td>LS The sun has already down</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>124</td>
<td>LS Jing Wen is coming</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>125</td>
<td>LS Jing Wen encourages Liu Zhidan and draw a heart for him</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>126</td>
<td>LS Liu Zhidan’s flashback</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>127</td>
<td>MS flashback</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>128</td>
<td>MS Liu Zhidan and Jing Wen’s flashback</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>129</td>
<td>MS Liu Zhidan and Jing Wen get in relationship again</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>130</td>
<td>LS Jing Wen is lying on Liu Zhidan’s shoulder</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>26. EXT THE LABOR BUREAU - DAY</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>131</td>
<td>LS Liu Zhidan and Jing Wen just finished to submit materials from the labor bureau</td>
<td></td>
<td></td>
</tr>
<tr>
<td>132</td>
<td>CU Liu Zhidan is talking to Jing Wen</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>133</td>
<td>MS they are in happy talking</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td>134</td>
<td>CU Liu Zhidan talks with smile</td>
<td>Dialogue</td>
<td></td>
</tr>
<tr>
<td>135</td>
<td>MS They are talking and both happy</td>
<td>dialogue</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
<td></td>
</tr>
<tr>
<td><strong>27. INT. STOREFRONT - DAY</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>135</td>
<td>LS all the friends are cleaning the storefront</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>136</td>
<td>CU Jing Wen is cleaning the vacuum cup</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>137</td>
<td>MS Liu Zhidan is putting the vacuum cups</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td><strong>28. INT. STOREFRONT - NIT</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>138</td>
<td>MS Liu Zhidan is talking with mom by phone</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>139</td>
<td>MS Jing Wen brings a flower</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>140</td>
<td>MS Liu Zhidan is answering the phone</td>
<td>Background music</td>
<td></td>
</tr>
<tr>
<td>141</td>
<td>MS Jing Wen gives the flower to Liu Zhidan</td>
<td>Background music</td>
<td></td>
</tr>
</tbody>
</table>
CONSENT FORM

Communication Studies – School of Humanities
Batch 2013

Consent Form for Interview
President University – Jababeka, Indonesia

Research Title: “Sincere heart”, the university students doing self employed

Please consider this information carefully before deciding whether to participate in this research

Purpose of the Research
To discover the difficulty for the students or graduate students doing self employed in China, which the ages are between 19 – 23 years old. This research will be made in form of thesis research that might be published as online archives and as President University document.

What You Will Do in the Research
If you agree to be a respondent, you will be asked to participate in the interview. You will be asked several questions regarding the process of Chinese students doing self employed base on some phase that have been decide. Your name will be not written in the thesis and refer to be called as Mr. / Ms. A/B/C, etc.

Time required
The interview will take approximately one hour

Risk or Discomfort of Involvement in the Research
You may experience some of the questions that cause discomfort or no risk anticipated regarding questions about the information. However, your participations will help researchers to find relevant data and credible.

Benefits
This is a chance for you to give information, experiences, and knowledge concerning the progress of doing self employed based on your real experience. At same time, it is possible to give additional insight to academic and practice through the information you give.
Participations and Withdrawal
Your participation is completely voluntary, and you may withdrawal from the study as any without penalty. You may withdraw by informing that you no longer wish to participate (no question will be asked)

To contact the researcher: if you have any questions about this research, please contact Feng Xiaohan, 13358848822, Long Wan street, No. 101, Hu Ludao City, Liaoning province, 125000. E-mail 597555179@qq.com. You may also contact the faculty member supervising this work: Mr. Syamsuddin Aziz, phone number: +62816883045, email: aztsyam@gmail.com
Agreement:
The nature and purpose of this research have been sufficiently explained and I agree to participate in this study. I understand that I am free to withdraw at any time without incurring any penalty.

Date: 2018. 8. 18.
Signature: [Signature]
Name: Yang Jingyao
CONSENT FORM

Communication Studies – School of Humanities
Batch 2013

Consent Form for Interview
President University – Jababeka, Indonesia

Research Title: “Sincere heart”, the university students doing self employed

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Agreement:
The nature and purpose of this research have been sufficiently explained and I agree to participate in this study. I understand that I am free to withdraw at any time without incurring any penalty.

Date : 3rd 6th 8th 15
Signature : [Signature]
Name : Li Yang
CONSENT FORM

Communication Studies – School of Humanities
Batch 2013

Consent Form for Interview
President University – Jababeka, Indonesia

Research Title: “Sincere heart”, the university students doing self employed

Please consider this information carefully before deciding whether to participate in this research

Purpose of the Research
To discover the difficulty for the students or graduate students doing self employed in China, which the ages are between 19 – 23 years old. This research will be made in form of thesis research that might be published as online archives and as President University document.

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Time required
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Agreement:
The nature and purpose of this research have been sufficiently explained and I agree
to participate in this study. I understand that I am free to withdraw at any time without
incurring any penalty.

Date       : 2-16-15
Signature  : 
Name       : Wang Kai
LS = Long Shot
MS = Medium Shot
CU = Close Up

STORYBOARD

SHOT
CU
Liu Zhidan - converse face

SHOT
MS
The Interviewer

SHOT
CU
Liu Zhidan - talking

SHOT
MS
The Interviewers discussing and asking questions

SHOT
CU
Liu Zhidan - listening

SHOT
MS
The Interviewers discussing and asking questions
SHOT CU Liu Zhidan talking

SHOT MS Liu Zhidan talking

SHOT CU Liu Zhidan talking

SHOT MS Liu Zhidan talking

SHOT CU Liu Zhidan talking

SHOT MS Liu Zhidan talking

SHOT CU The female interviewer

SHOT CU Shakes her head
SHOT LS
Liu Zihao enters his room.

SHOT CU
Liu Zihao moves the water bottle.

SHOT CU
Liu Zihao talking to his friend.

SHOT MS
Liu Zihao’s friend talking.

SHOT MS
Liu Zihao opening where Li is.
SHOT MS "The answer: Liu Zhidan's question"

SHOT MS "Chatting"

SHOT MS "Chatting"

SHOT MS "Chatting"

SHOT MS "Liu Zhidan touches his forehead"
Li Yi is inside the room

Li Yi is doing the interview

Li Yi leaves the room
SHOT LS
Lia Yan says she won't do the interview

SHOT MS
Chatting

SHOT MS
Chatting

SHOT MS
Chatting

SHOT MS
Chatting

SHOT MS
Chatting
Arguing

Arguing, Liu Zhidan left.

Liu Zhidan’s girlfriend taps her head.

She watches Liu Zhidan go.

Liu Zhidan uses his phone.

Liu Zhidan calling.
SHOT MS
Liu Zhide calling

SHOT CU
Phone screen

SHOT MS
Liu Zhide calling, he gets break up text.

SHOT MS
Liu Zhide's friend wedging closer.

SHOT LS

SHOT MS
Chatting
SHOT MS Chatting

SHOT MS Chatting

SHOT MS Chatting

SHOT MS Chatting

SHOT CU Liu Zhidan and his friend go to pet shop

SHOT MS Liu Zhidan picks his call
SHOT MS
Liù Zhìdan talking with his mom

SHOT MS
Liù Zhìdan looking in his room.

SHOT MS
Chatting with Liù Zhìdan’s friend.

SHOT MS
Liù Zhìdan contact the trainer.

SHOT US
Liù Zhìdan comes to training class.

SHOT MS
The trainer explain the material.
SHOT MS Liu Zidian comes to his room

SHOT MS Chating

SHOT MS Chating

SHOT MS Chating

SHOT MS Chating

SHOT MS Chating
SHOT LS  Liu Zidun carrying books

SHOT MS  Liu Zidun hit by his ex-girlfriend

SHOT MS  They pick the books together

SHOT MS  She looks at Liu Zidun face

SHOT MS  Their eyes meet

SHOT LS  She gives the book then go
SHOT Lp
Liu Zhinan and his friend walking down the street.

SHOT CU
Advertising on the wall.

SHOT MS
Liu Zhinan and his friend looking at the advertising.

SHOT Cu
Liu Zhinan taking his phone out of his pocket.

SHOT CU
Liu Zhinan looking at the advertising.

SHOT Cu
Liu Zhinan taking his phone out of his pocket.
SHOT
LS  Liu Zhidan meeting someone from advertising

SHOT
MS  Liu Zhidan meeting someone from advertising

SHOT
LS  Liu Zhidan meeting someone from advertising

SHOT
MS  Liu Zhidan showing something on his laptop

SHOT
MS  Liu Zhidan showing something on his laptop

SHOT
LS  Liu Zhidan’s girlfriend in the Library
Liu Zhidan's girlfriend reading a book in the library.

Liu Zhidan's friends talking in the library.

Liu Zhidan's girlfriend talking to Liu Zhidan's friends.

Liu Zhidan's friends talking in the library.

Liu Zhidan's girlfriend talking to Liu Zhidan's friends.

Liu Zhidan's girlfriend talking to Liu Zhidan's friends.
SHOT MS Liu Zhidan showing something on his laptop

SHOT MS Liu Zhidan showing something on his laptop

SHOT CU Answering phone

SHOT MS Liu Zhidan talking to someone on the phone

SHOT CU Answering phone

SHOT MS Liu Zhidan's friend in his room
SHOT MS Liu Zhidan’s friend talking
SHOT MS Liu Zhidan talking
SHOT CU Liu Zhidan talking
SHOT LS Liu Zhidan at the beach
SHOT BE *flashback* Liu Zhidan and his girlfriend
SHOT LS *flashback* Liu Zhidan and his girlfriend
Shot LS: Office

Shot LS: Liu Zhidan and his girl-friend walking

Shot CU: Liu Zhidan talking

Shot MS: Liu Zhidan and his girl-friend walking

Shot CU: Liu Zhidan talking

Shot MS: Liu Zhidan and his girl-friend walking
SHOT
CU Liu Zhidan talking

SHOT
WE At store

SHOT
CU Clean the bottle

SHOT
MS Put the bottle

SHOT
MS Liu Zhidan answering phone

SHOT
MS Liu Zhidan's girlfriend bring flower
FLOORPLAN
Scene: 8, 19
A: LuiZaidan
B: Cheng Lei

Scene: 19
A: Si Rui
B: Wang Xin
C: Jing Wen
Scene: 26
A Liu Zixian
B Jingwen

Scene: 27
A Liu Zixian  C Qi Rui
B Jingwen  D Wang Xue
Scene: 28
A. Liu Zhidan
B. Jingleyem
<table>
<thead>
<tr>
<th>No</th>
<th>Position</th>
<th>Name</th>
<th>Phone Number</th>
<th>Email</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Producer</td>
<td>Feng Xiaohan</td>
<td>18642988308</td>
<td><a href="mailto:597555179@qq.com">597555179@qq.com</a></td>
</tr>
<tr>
<td>2</td>
<td>Script Writer</td>
<td>Feng Xiaohan</td>
<td>18642988308</td>
<td><a href="mailto:597555179@qq.com">597555179@qq.com</a></td>
</tr>
<tr>
<td>3</td>
<td>Director</td>
<td>Feng Xiaohan</td>
<td>18642988308</td>
<td><a href="mailto:597555179@qq.com">597555179@qq.com</a></td>
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<td>4</td>
<td>Camera Person 1</td>
<td>Tang Wenbin</td>
<td>15542946101</td>
<td><a href="mailto:8304221122@qq.com">8304221122@qq.com</a></td>
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<tr>
<td>5</td>
<td>Camera Person 2</td>
<td>Wang Chunlin</td>
<td>13605188306</td>
<td><a href="mailto:317006689@qq.com">317006689@qq.com</a></td>
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<tr>
<td>6</td>
<td>Lighting man</td>
<td>Ren Jiwei</td>
<td>15842730512</td>
<td><a href="mailto:2280199424@qq.com">2280199424@qq.com</a></td>
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<tr>
<td>7</td>
<td>Sound Recordist</td>
<td>Ren Jiwei</td>
<td>15842730512</td>
<td><a href="mailto:2280199424@qq.com">2280199424@qq.com</a></td>
</tr>
<tr>
<td>8</td>
<td>Art Director</td>
<td>Xu Jiajia</td>
<td>18642988513</td>
<td><a href="mailto:276502920@qq.com">276502920@qq.com</a></td>
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<tr>
<td>9</td>
<td>Make Up</td>
<td>Xu Jiajia</td>
<td>18642988513</td>
<td><a href="mailto:276502920@qq.com">276502920@qq.com</a></td>
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<tr>
<td>10</td>
<td>Wardrobe</td>
<td>Xujiajia</td>
<td>18642988513</td>
<td><a href="mailto:276502920@qq.com">276502920@qq.com</a></td>
</tr>
<tr>
<td>11</td>
<td>editor</td>
<td>Tang Wenbin</td>
<td>15542946101</td>
<td><a href="mailto:8304221122@qq.com">8304221122@qq.com</a></td>
</tr>
<tr>
<td>12</td>
<td>Music Director</td>
<td>Feng Xiaohan</td>
<td>18642988308</td>
<td><a href="mailto:597555179@qq.com">597555179@qq.com</a></td>
</tr>
</tbody>
</table>
LOCATION MAP

Technician University of Liaoning
Talent Training Institution of Jinzhou
New Market of Jinzhou
Labor Bureau of Jinzhou
Seaside of Jinzhou
Crew agreement

（CREW AGREEMENT）
摄制组同意确认
（组队协议）

为了合作协议（“该协议”），以对电影分级最终讲座总统大学，标题为“拍摄小租，拍摄周期依据组内工作情况而定“我的签字:

名称：

没有 HP:
(电号)

ID（KTP）：

职业：

同意被..........................................................。与冯小寒记录电影制片人和导演
将支付住宿和交通拍摄与我的预期可以帮助生产过程中完成的项目的电影。


电影制片人和导演

...........................
(CREW AGREEMENT)

摄制组同意确认

(组队协议)

为了合作协议（“该协议”），以对电影分级最终讲座总统大学，标题为“拍摄小租，
拍摄周期依据组内工作情况而定”我的签字：

名称：

没有HP：

ID（KTP）：

职业：

愿意被.................................................。与冯小寒记录电影制片人和导演
将支付住宿和交通拍摄与我的预期可以帮助到生产过程中完成的项目的电影。

Feng Xiaohan

电影制片人和导演
（CREW AGREEMENT）

摄制组同意确认

（组队协议）

为了合作协议（“该协议”），以对电影分级最终讲座总统大学，标题为“拍摄小租，拍摄期间依照组内工作情况而定”我的签字：

名称：

手机号：15542946611

ID（KTP）：211211198502243652

职业：

愿意被…冯小寒记录电影制片人和导演

将支付住宿和交通拍摄与我的预期可以帮助到生产过程中完成的项目的电影。

Tony Keohan

电影制片人和导演
(CREW AGREEMENT)

摄制组同意确认

(组队协议)

为了合作协议（“该协议”），以对电影分级最终讲座总统大学，标题为“拍摄小组，
拍摄周期依照组内工作情况而定“我的签字：

名称：

没有 HP(授权) 1360158308

ID (KTP): 211320 1979 0514 1413

职业：

愿意被.................................................................，与冯小寒记录电影制片人和导演
将支付住宿和交通拍摄与我的预期可以帮助到生产过程中完成的项目的电影。

[签名]

电影制片人和导演

.................................................................
（CREW AGREEMENT）

摄制组同意确认

（组队协议）

为了合作协议（“该协议”），以对电影分级最终讲座总统大学，标题为“拍摄小组，拍摄周期依照组内工作情况而定“我的签字”

名称：

ID（KTP）：

职业：

愿意被---------------------------------。与冯小寒记录电影制片人和导演将支付住宿和交通拍摄与我的预期可以帮助到生产过程中完成的项目的电影。

电影制片人和导演

-----------------------------------
Talent Agreement

合作协议纽带 (talent agreement)

下面信守：
名称：
学号：0920130013
职业：
地址：Liaoning, Kindea
号手机：15829838305

在这种情况下，作用并代表生产者的工作论文题目“关于中国大学生自主创业的故事”，以下在本期票称为第一方。
名称：
职业：
地址：Kindea
号手机：15321034382

代理并以自己的名义，以下简称本协议第二方的信。
双方共同同意建立并签署债券协议这项工作，这是由章节组成如下图：

第 1 条
形式的协议
1. 第二方表示愿意，并在制作纪录片第一方的支撑作用能力
2. 对方愿意满足所有形式的与生产纪录片第一方的相关活动。
3. 第二方愿意从事生产纪录片第一方。
4. 第二方愿意接受第一方的运输成本

第 2 条

争议
如果争议意图这些信件的内容的第一方第二方意义之间发生，双方将友好解决和审议的精神。

第 3 条

紧急
如果外面，而不是发生在双方防守疏忽各方的能力，如紧急情况：
自然灾害，意外事故，直接与权利的实现和干扰
双方的义务，将根据磋商和共识。

第 4 条

尚未/没有在协议中列出的其他事情由一个单独的法令管辖。

第五条

闭幕
这项协议是在有意识的状态下进行，不受其他各方施加压力，以便作出两（2）同样是声音和力量的真实以及冲压。

签名在
当时
第一方
（…………………）

第二方
（…………………）
合作协议纽带 (talent agreement)

下面信守：
名称：
学号：
职业：
地址：
号手机：

在这种情况下，作用并代表生产者的工作论文题目“关于中国大学生自主创业的故事”，以下在本期票称为第一方。
名称：
职业：
地址：
号手机：

代理并以自己的名义，以下简称本协议第二方的信。

双方共同同意建立并签署债券协议这项工作，这是由章节组成如下图：

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1. 第二方表示愿意，并在制作纪录片第一方的支撑作用能力
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闭幕
这项协议是在有意识的状态下进行，不受其他各方施加压力，以便作出两（2）同样是声音和力量的真实以及冲压。

签名在
当时
第一方

第二方

（..........................）（..........................）
合作协议纽带 (talent agreement)

下面信寄：
名称：
学号：00920130013
职业：
地址：Hu#o
号手机：13647839358

在这种情况下，作用并代表生产者的工作论文题目“关于中国大学生自主创业的故事”，以下在本期票称为第一方。
名称：
职业：
地址：Jh#o
号手机：13602249300

代理并以自己的名义，以下简称本协议第二方的信。
双方向同意建立并签署债券协议这项工作，这是由章节组成如下图：

第1条
形式的协议
1.第二方表示愿意，并在制作纪录片第一方的支撑作用能力
2.对方愿意满足所有形式的与生产纪录片第一方的相关活动。
3.第二方愿意从事生产纪录片第一方。
4.第二方愿意接受第一方的运输成本

第2条

争议

如果争议意图这些信件的内容的第一方第二方意义之间发生，双方将友好解决和审议的精神。

第3条

紧急

如果外面，而不是发生在双方防守疏忽各方的能力，如紧急情况：

自然灾害，意外事故，直接与权利的实现和干扰

双方的义务，将根据磋商和共识。

第4条

尚未/没有在协议中列出的其他事情由一个单独的法令管辖。

第五条

闭幕

这项协议是在有意识的状态下进行，不受其他各方施加压力，以便作出两（2）同样是声音和力量的真实以及冲压。

签名

当时
第一方

第二方

（                       ） （                       ）
合作协议纽带 (talent agreement)

下面信守：
名称：
学号：
职业：
地址：
号手机：

在这种情况下，作用并代表生产者的工作论文题目“关于中国大学生自主创业的故事”，以下在本期内称为第一方。
名称：
职业：
地址：
号手机：

代理并以自己的名义，以下简称本协议第二方的信。
双方共同同意建立并签署债券协议这项工作，这是由章节组成如下图：

第1条
形式的协议
1. 第二方表示愿意，并在制作纪录片第一方的支撑作用能力
2. 对方愿意满足所有形式的与生产纪录片第一方的相关活动。
3. 第二方愿意从事生产纪录片第一方。
4. 第二方愿意接受第一方的运输成本

第2条
争议
如果争议意图这些信件的内容的第一方和第二方意义之间发生，双方将友好解决和审议的精神。

第3条
紧急
如果外面，而不是发生在双方防守疏忽各方的能力，如紧急情况：
自然灾害，意外事故，直接与权利的实现和干扰
双方的义务，将根据磋商和共识。

第4条
尚未/没有在协议中列出的其他事情由一个单独的法令管辖。

第五条
闭幕
这项协议是在有意识的状态下进行，不受其他各方施加压力，以便作出两（2）同样的声音和力量的真实以及冲压。

签名在
当时
第一方

（..........................）

第二方

（..........................）
合作协议纽带 (talent agreement)

下面信守：
名称：
学号：09123456
职业：
地址：
号手机：

在这种情况下，作用并代表生产者的工作论文题目“关于中国大学生产生自主创业的故事”，以下在本期票称为第一方。
名称：
职业：
地址：
号手机：

代理并以自己的名义，以下简称本协议第二方的信。
双方共同同意建立并签署债券协议这项工作，这是由章节组成如下图：

第１条
形式的协议
1. 第二方表示愿意，并在制作纪录片第一方的支撑作用能力
2. 对方愿意满足所有形式的与生产纪录片第一方的相关活动。
3. 第二方愿意从事生产纪录片第一方。
4. 第二方愿意接受第一方的运输成本

第 2 条

争议
如果争议意图这些信件的内容的第一方第二方意义之间发生，双方将友好解决和审议的精神。

第 3 条

紧急
如果外面，而不是发生在双方防守疏忽各方的能力，如紧急情况：
自然灾害，意外事故，直接与权力的实现和干扰
双方的义务，将根据磋商和共识。

第 4 条

尚未/没有在协议中列出的其他事情由一个单独的法令管辖。

第五条

闭幕
这项协议是在有意识的状态下进行，不受其他各方施加压力，以便作出两（2）同样声音和力量的真实以及冲压。

签名在
当时
第一方

（………………）

第二方

（………………）
LOCATION AGREEMENT

All the shooting locations are in Jinzhou city, Liaoning province, China. During the shooting, all the locations got the permission from location owners. But all the permissions were given by the verbal pattern, therefore, there is no official agreement in this shooting.