IBUS Information Session
Agenda

• Faculty introductions and Course overviews
• Recommendation: Building skills and getting out of your comfort zone
• The IBN
• Resume Building Before/After Graduation
• Jobs and the job market
• Some representative hires
• Past IBUS success stories
• Study abroad
**Background**
- Math undergrad + Political Science MA + Asian Economics PhD
- A professor Forced me to be Uncomfortable
- Research on Japanese business Relationships

**Classes**

**IBUS 370 Introduction to International Business**
- Economics and Political Science Focus
- Focus on Environment
- Markets, Institutions and Distribution
- Cases and News Articles

**IBUS 473 International Trade Operations**
- 3 Person Teams working with Local Companies for Export Promotion
- Better than an Internship!
- Work Directly with a Manager
- Experience in Dealing with a complex issue that requires combining skills
- Result is a PPT presentation and a report that shows you capabilities
Shantala Samant

• **Background**
  - BS- Mumbai University, India; MS- Mumbai University, India; PhD- Virginia Tech.

• **Classes**

  • **IBUS 470**
    - International business operations from a firm’s perspective
    - Why should a firm go international? Where? What strategies should it adopt? How should it undertake and organize international operations?

  • **MGT 495**
    - Strategic management (i.e., thinking like a CEO)
    - Understanding a firm as a whole, analyzing its activities from different functional perspectives, defining its future direction
Skylar Powell

• **Background**
  - BA - Montana State University; MA - Durham University (UK); PhD - University of Hawai’i
  - Bulk of my international experience is in Korea

• **Classes**

  • **IBUS 370**
    - A buffet of International Business topics

  • **IBUS 372**
    - Cross-cultural Management
Shih-Fen Chen

**Background**
- BA in Management Science from Taiwan; MBA from Michigan State; PhD from University of Illinois at Urbana-Champaign
- 10+ years of industrial experience
- Taught in the US, Canada, Taiwan, and... (from 1985-2018)
- My first year at Western (Kaiser Chair of International Business and Director of Center for International Business)

**Classes**

**IBUS 370**
- Impacts of national borders on international operations
- Various aspects of international operations
- Skills of situation analysis and problem solving
- Heavily case-based discussion

**IBUS ???**
- Possibly an elective on Global Branding or Global Supply Chain Management
Ted Alden

• **Background**
  - BA from UBC; MA from UC-Berkley
  - Ross Distinguished Professor of Canadian American Business and Economics
  - Experience as Senior Fellow at the Council of Foreign Relations in DC; Extensive experience in journalism
  - Mellon fellowship in humanities; MacArthur Foundation graduate fellowship

• **Classes**
  - **IBUS 365**
    - Canadian Economy
  - **IBUS 474**
    - Topics in International Business: International Political Economy
Building an International Business Skill Set: Tom Roehl’s Opinion

• **Decide that you are going to be Comfortable Being Uncomfortable**  
  • Essential to Building Capabilities  
  • Forces you Away from Easy Answers

• **Do Careful Preparation of the Basics**  
  • Be Confident with Analytical Skills  
  • Know the Core Courses ‘Cold’

• **Be Enthusiastic about Going After Messy Problems**  
  • Almost all International assignments give you grey hair  
  • They have no ‘silver bullet’ solution  
  • Situations evolve Quickly and unexpectedly

• **Narrowly Trained Managers will Freeze; You will Thrive!**
Good Sources of ‘Uncomfortable’ Experience: Seek Them Out!

- All IBUS Courses
- IBUS 473 Projects Class
- Case Competitions
  - Boeing Case Competition
  - UW Tacoma Sustainability Case Competition
  - Join other Functional Area Competitions if Double Major
- Internships
  - Volunteer Opportunities
  - Expeditors (we should own these)
  - German Internships
  - Your Network Can Generate
  - Apply even if you don’t quite quality
- Direct Exchange and ISEP Study Abroad Programs
The IBN
(International Business Network)

• Speakers
• Cases
• Networking
• Career preparedness
Does your resume need a little help?

Yun Gee
New York, N.Y.

1926
1926
1930
1932
1932
1932
1934
1934
1935
1936

Galerie Farme de Mort
Sponsored by Princess Odille Mortet

Galerie Cumine
Sponsored by André Salmon

Galerie Berkin Farme
Sponsored by Paul Guillaume

One man show at Temple Gallery

Brooklyn Museum

Molteni Gallery

Sold 50 paintings

Port figures painted for St. Peter's

One man show at Pierre de Hooch

Sponsored by Princess AchillesMont

Pierre Mille

Alain St-Denier

A. Vollard

Maurice Lemovier

Charles Mervelle
Resume Building Before/After Graduation

**Fulbright Teaching Fellowship**
- 80% Teaching English + 20% your own creative activity; local expenses paid; helps with graduate school entry
- Wide Choice of Countries, with or without local language
- Apply in fall of Senior year, but start in spring to develop a story
- Western has the best track record of any school its size, but few CBE students apply
- Success Story: Chris Crow. Indonesia; MA SAIS, Currently World Bank Manager in Indonesia
Resume Building Before/After Graduation

**Internships at US embassies**
- Internships at US Embassies and Consulates
- Unpaid. Three to six months
- Work with the Commercial Foreign Service People
- Generally available outside of the summer period.
- Success Story: Argentina; Connections helped land a consulting company position in San Paulo
Resume Building Before/After Graduation

Internships at American Chamber of Commerce (AmCham) organizations

- Internships at American Chamber of Commerce Organizations in Various countries
- Unpaid; length is flexible; Work with senior business managers
- No Track Record Yet at Western Washington
- Example countries: China; France; Korea; Montenegro; Singapore; Taiwan; Thailand; etc...
Resume Building Before/After Graduation

Peace Corps

• Apply late in Junior Year to Avoid a long period between Graduation and Assignment
• Paid; Two Years; Some community development opportunities as well and English teaching
• Success Stories: Alex and Heather;
• Erin at Starbucks after working with coffee growers in the Caribbean
• Chris (a career change to helping disadvantaged high school students with business skills in the inner city)
Transition to Jobs:

IBUS Skillset

This is where you need to position yourself

Non-IBUS Skillset
Transition to Jobs:
Combining IBUS and problem solving skills

IBUS Skillset

Job/Intern experiences
Case competitions
Projects class
IBUS 470 paper

Non-IBUS Skillset
Transition to Jobs:
Combining IBUS with ability to work with relationships

IBUS Skillset

Direct exchange experiences
Case competitions
Projects class

Non-IBUS Skillset
Transition to Jobs:
Combining IBUS skills with any other WWU skills

IBUS Skillset

Language skills professionally
- internships, jobs,
  volunteer activities
  - projects class

Non-IBUS Skillset
Transition to Jobs:
Able to combine IBUS with basic proficiency in other areas

IBUS Skillset

Data analysis skills
Majors
Minors
Even a couple of classes

Non-IBUS Skillset
The Job Market is a Challenge

• **Look for non-International jobs initially**
  1. Lots of evidence you can ’upgrade’ after a few years
  2. Build a capability set

• **You May Find IBUS Skills Valuable in other Areas**

• **Look for Medium Sized Firms**
  1. Often growing fast if they are hiring
  2. UW Grads may ignore
  3. Less Bureaucratic
  4. Often Short of Managers, so you can progress fast if you are capable
## Some Representative Recent Hires

<table>
<thead>
<tr>
<th>Job title</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business &amp; Planning Analyst</td>
<td>Boeing</td>
</tr>
<tr>
<td>Financial Analyst</td>
<td>Boeing</td>
</tr>
<tr>
<td>Warranty Analyst</td>
<td>PACCAR</td>
</tr>
<tr>
<td>Field Sales Rep. PNW</td>
<td>Medtronic</td>
</tr>
<tr>
<td>Logistic Specialist</td>
<td>Frontier Supply Chain Solutions</td>
</tr>
<tr>
<td>Customs Clearance Coordinator</td>
<td>AA Customs Brokers</td>
</tr>
<tr>
<td>Assistant Buyer</td>
<td>Zuilly</td>
</tr>
<tr>
<td>Concierge</td>
<td>Hilton Hotels</td>
</tr>
<tr>
<td>French Client Rep. Inside Sales</td>
<td>Microsoft</td>
</tr>
<tr>
<td>Customs Rep.</td>
<td>UPS Supply Chain Solutions</td>
</tr>
<tr>
<td>Procurement Agent</td>
<td>Insitu</td>
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<tr>
<td>Program Coordinator</td>
<td>Blue Skies for Children</td>
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</tbody>
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We have only about ten percent of graduates working at the famous firms Amazon (15); Boeing (25); Microsoft (12); Expeditors (10)
Success Stories

**Heather Stephens** (IBUS 2008)

**At Western:** Study Abroad; Projects Class; Double Majors Spanish and Economics

**Current Job:** Aircraft Support Manager, Boeing Defense UK

**Prior:** Selected to prestigious Boeing rotational program for financial managers; Parts supplier manager, Boeing Spain; MBA IE (taken in Spanish)
Success Stories

Alex Helpenstell (IBUS 2010)

At Western: Study Abroad-Costa Rica; Projects Class; Minors in Spanish and Economics

Current Job: Consultant, EY UK

Prior: Peace Corps Ecuador; Senior Financial Analyst, Joshua Green; Oxford MBA
Success Stories

Fernanda Gray  (IBUS 2006)
At Western: Club Leader; Projects Class
Current Job: Operations Quality Manager at PACCAR
Prior: Regional Business Process Analyst, Expeditors Brazil
Resident Coordinator CIEE Brazil
Success Stories

Shannen Gnagey (IBUS 2014)

At Western: Double Major Marketing; German Internship; Projects Class

Current Job: Manager, Google Zurich

Success Stories

Sebastian Kohlmeier  (IBUS 2007)

At Western: Projects Class; Study Abroad Uruguay; Internships in Latin America; Double Major in Spanish

Current Job: Senior Technical Program Manager
Allen Institute for Artificial Intelligence (A12)

Prior: Senior Program Manager, Microsoft; Software Development Manager; Amazon Web Services
Success Stories

Josh Lozensky (IBUS 2014)
At Western: Projects Class; Study Abroad in Japan; Boeing Internship
Current Job: Brand Specialist  Amazon
Prior: Event Recruiter, Amazon
Josh Quinn (IBUS 2004)

At Western: Projects Class; Double Major Spanish; Boeing Internship

Current Job: Senior Strategy Analyst; Interiors Boeing

Prior: Business Preparedness Project Analyst Boeing; Contracts Administrator, Boeing
Success Stories

**Julie Banerjee** (IBUS 2010)

**At Western:** Study Tour to India; Microfinance Intern

**Current Job:** MPA Candidate, Columbia University

**Prior:** Finance Manager, Pollinate Energy, Bengaluru India; Compliance Administrator, Management Systems International, Washington DC
Success Stories

Thanh Le (IBUS 2015)

At Western:
Double Major in Marketing; IBUS Club Marketing; Two Projects Classes

Current Job:
Contract Worker, KL, Malaysia

Prior:
Optional Practical Training, Green Logistics, Tacoma
The IBUS Concentration elements:

International Business Concentration Flow Chart

IBUS370 Introduction to International Business
IBUS470 International Business Operations
IBUS 372 Cross Cultural Mgmt
IBUS 473 Trade Operations

One International Economics Course Or OPS 461 Project Management

Three More Courses form

ECON 385 Comparative Economic Systems
ECON 388 Economics of EU
ECON 389 Economics of Pacific Rim
ECON 365 Canadian Economy
ECON 343 Population, Environment and World Agriculture

- International Experience Requirement
  Complete one of the following:
  - a approved foreign education experience
  - a qualified global internship
  - foreign language (second year college)

FIN 442 Multinational Corporate Finance
IBUS 473 International Trade Operations
IBUS 372 Topics in International Business
MKTG 486 International Marketing
OPS 466 Supply Chain Management
MGMT 481 Managing Cultural Diversity
INTL 3xx International Accounting
## Study Abroad Options

<table>
<thead>
<tr>
<th>Type</th>
<th>Challenge</th>
<th>Interaction</th>
<th>Length</th>
<th>Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Exchange/ISEP</td>
<td>High (a regular student)</td>
<td>With locals Students and community</td>
<td>Semester in the Fall</td>
<td>Cheapest Western Tuition Scholarship Priority</td>
</tr>
<tr>
<td>Faculty Led Tours</td>
<td>Low</td>
<td>Little Interaction with locals</td>
<td>Short</td>
<td>Medium to High</td>
</tr>
<tr>
<td>Contact Programs</td>
<td>Low to Medium</td>
<td>US Students</td>
<td>Varies</td>
<td>Expensive</td>
</tr>
</tbody>
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Getting Started with Study Abroad

Explore the World of Learning Opportunities

Western

Study Abroad! Exchanges!

Abroad 101
Information Sessions
Monday & Tuesday @ 4pm
Miller Hall 113
Wednesday & Thursday @ 9am
Miller Hall 112

Education Abroad
https://studyabroad.wwu.edu/ 360-650-3298
EdAbroad@wwu.edu  Miller Hall 208 #WWUabroad

For disability accommodations, please contact Education Abroad, 360-650-3298
Getting Credit for Study Abroad

• IBUS Concentration and Minor is ‘Credit Friendly’

• One Course for any 300 level Course taken for Credit

• IBUS Minors may get one more course credit

• IBUS Concentration Students May get two more course Credits

• Approval is a Two Step Process
  • Registrar Assigns INTL Credit
  • Student Applies to CBE for Major or Minor Credit

Advice: Keep all documents (e.g., study abroad advising forms; syllabi; and etc.). Scan and e-mail to self!
That’s all folks