IBUS Information Session
• Faculty introductions and course overviews
• Recommendation: Building skills
• Resume building before/after graduation
• Jobs and the job market
• Some representative hires
• Past IBUS success stories
• Study abroad
• The IBN
• We also have a minor!
Background
• Math undergrad + Political Science MA + Asian Economics Phd
• A professor forced me to be uncomfortable
• Research on Japanese business relationships

Classes
• **IBUS 474 Asian Business**
  • Learn/understand the ways business people interact in China and Japan
  • Learn about how institutions and the local context influence actors and/or local players
  • Cases offer students an opportunity to imagine how they would react as Chinese and Japanese players

• **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 your 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?
  • MGMT 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 474**
  - Global Supply Chain Relationships
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
- **ECON 365**
  - Canadian Economy
- **ECON 361**
  - International Business and Economics
Building an international business skill set

• 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

• Adding challenges can help build your skill set
  • Case competitions
  • Internships
  • Study abroad
  • IBUS 473
  • Faculty led short-term study experiences

• Do careful preparation of the basics
  • Be confident with analytical skills
  • Know the core courses ‘cold’

Narrowly trained managers will freeze;
You will thrive!
Good sources of skill-set building experience: Seek them out!

- All IBUS Courses
- IBUS 473 Projects Class
- Case Competitions
  - Boeing Case Competition
  - UW Tacoma Sustainability Case Competition
  - CBE Case Competition
  - Join other functional area competitions if double major
- Internships
  - Volunteer opportunities
  - Expeditors (we should own these)
  - International internships
  - Your network can generate
  - Apply even if you do not quite qualify
- Study Abroad
  - Direct Exchange/ISEP (most challenging)
  - Contracted study abroad programs for US students
  - Short-term faculty led programs
Does your resume need a little help?
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)
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 University
- Example countries: China; France; Korea; Montenegro; Singapore; Taiwan; Thailand; etc...

-
Transition to Jobs:

This is where you need to position yourself

IBUS Skillset

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

Language skills (professional) internships, jobs, volunteer activities projects class

IBUS Skillset

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

Data analysis skills
Majors
Minors
Even a couple of classes
Making the Transition to the Job Market

800 IBUS alumni have made the transition

- Alumni Network of >500 with company, position and email contact information
- 20% work with large firms (e.g., 20 at Boeing, 20 at Amazon, 15 at Microsoft, 10 at Expeditors, etc.)
- Many at midsized &/or local Firms (e.g., Flexport, Pitchbook Data, Convoy, Zillow, Zuilly, Brambleberry, SPIE, Faith Life, Alpha Technologies, Superfeet, etc.)

Look for non-International jobs initially

- Lots of evidence you can ’upgrade’ after a few years
- Build a capability set

You may find IBUS skills valuable in other areas

Look for medium-sized firms

- Often growing fast if they are hiring
- UW Grads may ignore
- Less Bureaucratic
- Often short of managers, so you can progress fast if you are capable
<table>
<thead>
<tr>
<th>Job title</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operations</td>
<td>Expeditors (2)</td>
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<td>Consultants</td>
<td>Artemis Connection (2)</td>
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<td>Data Operations</td>
<td>Flexport</td>
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<td>HR Assistant</td>
<td>Amazon</td>
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<td>Logistic Specialist</td>
<td>Frontier Supply Chain Solutions</td>
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<td>Convoy</td>
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<td>Logistics</td>
<td>PACCAR (4)</td>
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<td>Management Rotational Program</td>
<td>Shermin Williams</td>
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<tr>
<td>French Client Rep. Inside Sales</td>
<td>Microsoft</td>
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<tr>
<td>Customs Rep.</td>
<td>UPS Supply Chain Solutions</td>
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<td>Procurement Agent</td>
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<td>Program Coordinator</td>
<td>Blue Skies for Children</td>
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<td>Solution Engineer</td>
<td>Disney</td>
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<td>Supply Chain</td>
<td>Boeing (4)</td>
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<tr>
<td>Marketing</td>
<td>Open Hearts Big Dreams</td>
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Heather Stephens  (IBUS 2008)

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

Current Job: Senior Finance Manager, Global Commercial Training Campuses (located in Singapore)

Prior: Selected to prestigious Boeing rotational program for financial managers; Parts supplier manager, Boeing Spain; MBA IE (taken in Spanish); Aircraft Support Manager, Boeing Defense UK
Success Stories:
Consulting

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
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:
High Tech

Shannen Gnagey (IBUS 2014)
At Western: Double Major Marketing; German Internship; Projects Class
Current Job: Manager, Google Zurich
Success Stories:
Managing IT

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:
Graduate School

Josh Lozensky (IBUS 2014)
At Western: Projects Class; Study Abroad in Japan; Boeing Internship
Current Job: MS Computer Science Student Northeastern University
Prior: Event Recruiter, Amazon; Brand Specialist Amazon
Success Stories: Corporate

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: Sustainability

Julie Banerjee (IBUS 2010)
At Western: Study Tour to India; Microfinance Intern
Current Job: Senior Energy Management Analyst, Seattle City Light
Success Stories:
International Students

Thanh Le (IBUS 2015)
At Western: Double Major in Marketing; IBUS Club Marketing; Two Projects Classes
Current Job: MBA Student Lakehead University Canada
Prior: Contract Worker, KL, Malaysia; Optional Practical Training, Green Logistics, Tacoma
Success Stories: Non-profit

Emily Inslee (IBUS 2009)
At Western: Study Abroad in Spain; Econ and Political Science Minors
Current Job: Program Officer, Bill and Melinda Gates Foundation
Prior: Program/Security Associate, Mathematica Policy Institute
IBUS concentration elements:

Required IBUS Courses:
- IBUS 370 Introduction to International Business
- IBUS 470 International Business Management

Take One Elective IBUS Course:
- IBUS 372 Cross-cultural Management
- IBUS 473 International Business Operations (Projects)
- IBUS 474 Asian Business Systems
- IBUS 474 Global Supply Chain Management
  (It is okay to take IBUS 474 twice if the topics are different)

Take One Analytical Course:
- Any International ECON course
- Any course in the Digital Marketing Minor
- OPS 461, Project Management

Three Additional Courses W/ International Content:
- See website for an up-to-date list

International Experience Requirement:
- Language Equivalent to 2nd Year College Level (Note: this can be done via test)
- Internship with International Content
- Approved Study Abroad
<table>
<thead>
<tr>
<th>Type</th>
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<th>Interaction</th>
<th>Length</th>
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<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>Varies</td>
<td>Less Interaction with locals</td>
<td>Short</td>
<td>Varies</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

Attend a 30 minute Western Abroad 101 Info Session:

Sign up by calling 360-650-3298, or e-mail EdAbroad@wwu.edu

Currently the sessions are:

Mon & Tues 4pm in Miller Hall 114
Wed & Thurs 9am in Miller Hall 038
Fri 12pm in Miller Hall 013
Getting Credit for Study Abroad

IBUS Concentration and Minor is ‘Credit Friendly’
One Course Credit for being abroad for major / minor
(300 level Course taken for Credit is needed)
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!
The IBN
(International Business Network)

Speakers

• IBUS Alums
• Business People with International Roles

Networking
Career preparedness
Also, we have a minor!

Good combination with a more specialized major like accounting

Better chance of getting credit for study abroad
That’s all folks

...Questions?