



***International Business***

# International Business

Management

Human resources

Labor relations

Banking and finance

Economics

International development

Real estate

Sales

Marketing and advertising

Product management

Supply chain management

Healthcare administration

Agricultural economics

Manufacturing

Engineering/Computer and software services

Importing/Exporting

Customer service

Consulting

# International Business Employers

## International companies:

- Foreign firms operating in the U.S.
- U.S. firms operating in foreign countries

Domestic and foreign corporations

Multinational service firms

Global small and medium enterprises

Domestic and foreign financial institutions

International marketing firms

International real estate firms

International trade firms

Contracting and consulting firms

Manufacturers: automobile

Retail stores

Environmental firms

Logistics firms

Sports organizations

# International Business Strategies

Earn a business minor or take business related coursework.

Become fluent in at least one additional language.

Develop international competency by studying abroad.

Seek an international internship, even if unpaid.

Learn about NAFTA, WTO, and GATT policies.

Acquire supervisory skills and experience by taking leadership roles in student organizations.

Learn about geography and international travel regulations.

Sharpen your public speaking and intercultural communication skills.

Interact with the international student population on campus.

Keep abreast of political, economic, and social changes worldwide.

Develop an understanding of the international business environment.

Research firms with international interests. Target larger firms that may be more likely to employ contracting services.

Develop your skills domestically and build a network of contacts.

Understand that many companies send more seasoned employees to work abroad. Be prepared to start working in the U.S. for a firm with an overseas presence.

# General International Studies Information

Develop linguistic skills. Become fluent in a second and third language.

Demonstrate intercultural competency, sensitivity, and tolerance.

Gain experience communicating with people from other cultures. Seek opportunities to interact with international students on campus or in your community.

Study abroad, work abroad, or travel to a foreign country while in school to develop language skills and international competency.

Commit to a continuous study of host country's language.

Develop a good understanding of etiquette and business practices in country of target.

Look for temporary or volunteer positions abroad.

Obtain daily papers in target city to determine international and national news, business features, real estate markets, and community calendars.

Get your foot in the door through domestic positions because many international employers promote current employees to international positions.

Develop traits such as creativity, initiative, tenacity, a willingness to take risks, an adventurous spirit, and a sense of humor.

In general, international positions are competitive and difficult to obtain. Be proactive in developing the skills and experiences that will prepare you for an overseas job.

Be very planful about building an international career. It takes time to develop a set of skills and experiences that will prepare you for an overseas job.

Learn about international travel regulations including the specific visa requirements for the country you're traveling to and the jobs you'll be working in.