

## **FAQs for Global Programs**

### **Q: What are the different types of programs that are offered?**

A: Though all of the HCoB sponsored programs allow students to take courses as part of their abroad experience, the main focus of the program and the experience gained can be different. This year the HCoB is offering three different program locations. HCoB programs in Prague and Dublin focus on an international internship experience. This year we will also offer students an opportunity to work on an international consulting project for foreign firms in Madrid (new location following format of very successful programs in China and Rome).

### **Q: What is difference between the internship and consulting project programs?**

A: Though both internship and consulting projects offer students a professional experience working with real companies in an international setting, the two programs have differences worth noting. The internship programs are traditional internships where an individual student works for a company, typically working in entry level or supporting jobs within the company. Students are matched with an appropriate company/job based on major, coursework, and experience. Students participating in the consulting project programs work in teams on specific consulting projects for international companies. Teams are typically 4-5 students with backgrounds chosen to reflect the needs of the project. For example, if a company is considering launching a new product abroad (for example a Spanish company interested in launching a product in the US market), a team might include marketing, accounting, supply chain, and management students. The consulting program also includes engineering and other majors so students work with collaborative teams from different areas, a skill set that employers value. The internship programs will typically exposure students to a variety of job tasks, while the consulting projects are more focused. Consulting project students will gain experience preparing a formal written report and prepare and deliver a formal presentation to the company with the team's recommendations. Other differences include the typical daily schedule and of course the locations. Internship students work full work days Monday through Thursday while consulting project students typically work five days a week from 8:30 to 2pm with a short break for lunch. Both Prague and Dublin internship students have most weekends to travel. Consulting students in Madrid have a week break in the middle of the program for extended travel while abroad. Both program types offer significant professional experience while also offering ample opportunity for cultural and leisure activities while abroad. All programs are 7 weeks abroad.

### **Q: Is a professional experience such as an internship or consulting project really that important?**

A: Internships and related work experience are quickly becoming a necessity for job seekers as over 74% of companies look for internship or actual job experience to screen applicants. Over 40% said they prefer 2 significant work related experiences. In addition, according to a National Association of Colleges and Employers (NACE) survey, job seekers who had an internship or significant work experience were more likely to get job offers and also higher initial salaries—difference was \$10,000 per year in starting salary. According to a study conducted this year by the Harbert College of Business, HCoB students who studied abroad average **\$10,322** more in yearly salary than their classmates who did not study abroad.

**Q: Is Study Abroad important and why is an internship or consulting project abroad better?**

A: Business is global. This means our students have to understand different cultures, particularly business cultures. Unfortunately, most students never get exposed to different cultures or at best only get a brief glimpse. Only a small percentage of students go abroad during their college career (estimates vary, but range between 3-5%). The vast majority of students who do go abroad are part of faculty led short courses of a few weeks or less. Very few students actually live abroad, and even fewer work in an international professional setting. In these global internship and consulting project programs, students do both; this gets employers' attention. Students who have been on the programs consistently report that their professional experience abroad was the reason they got an interview or that the experience was all that they discussed in their interviews. When an employer gets 100 applications for a position, often an experience such as this will be the deciding factor.

**Q: Where are the HCoB programs available?**

A: The Harbert College of Business has been running global programs for almost 20 years, and began offering summer internship abroad programs in 2005. Primary internship locations have included London and Dublin, and Prague for the last few years as well. Note: No language requirement for Prague. Students are assigned to internships in companies that have English language supervisors. In addition, much like most international businesses, we have interpreters assigned to the students when needed for the duration of the program to make their daily lives and professional experience as smooth as possible.

Consulting project programs have been offered through HCoB since 2012. Students consulted with international companies in China for 3 years from 2012 to 2014, and then the program moved to Rome for the 3-year period from 2015 to 2017. This year we are excited to offer the program in its new location—Madrid, Spain. Madrid is a vibrant business hub with an excellent public transportation system that offers a unique cultural experience. While studying abroad in Madrid is a great opportunity for those students with some Spanish language coursework/training to enhance their abroad experience, Spanish language skill is not needed. Consulting project clients will have English supervisors and the students will have language assistance where needed on site in Madrid to enable them to complete their projects.

Program locations do have slightly different characteristics and might be more or less appropriate for different majors and career goals so students should see Dr. Padgett (internships) or Dr. Adams (consulting projects) for recommendations on which program might be most appropriate to best meet the student's needs. For more information about the different locations and programs, contact the program Director.

**Q: What majors can participate?**

A: The Harbert College of Business Global internship programs are open to all business majors (marketing, supply chain, finance, management, accounting, international business, etc.) or minors (e.g., public relations, advertising, fashion merchandising, etc.), and some related fields (e.g., engineering, sciences, psychology, etc.). While there are generally spots available in all locations for all majors and minors, students should see Dr. Padgett or Dr. Adams for recommendations to determine which location has the best opportunity for their situation.

**Q: When is the best time to participate in the programs?**

A: Generally, the best time to participate in the global professional experience programs (internship or consulting project) is the summer between Junior and Senior year. By this time, students will generally have taken the basic courses in business and will have had a few courses in their major, which gives them enough of a foundation to be productive interns or team members and take on reasonable tasks within their company. In addition, this allows the student to use the professional experience abroad as a guide for future course selection and even job hunting since they will have a better idea as to what they do/don't want to do going forward.

While most student join the programs between their junior and senior year, an increasing number of students have gotten a jump start on their professional career by joining the program early as rising juniors between their sophomore and junior years, especially those with advanced placement credit. Certain programs are better suited to those who want to go earlier so see Dr. Padgett or Dr. Adams to discuss how a specific program might best fit with your academic and career plans.

In addition, given the difficult job market in recent years, the number of seniors participating in the program has been increasing, especially those needing more than 4 years to complete their degree. In fact, over 10% of last year's program participants were actually students either graduating in the summer following the program or had already graduated in the spring! Yes, students can participate even after graduation. See the program Director for details.

**Q: Are these internships or consulting projects substantial and what companies do the students work for?**

A: Both the internships and consulting projects are real work experiences with a variety of different companies. We generally have a good mix of large, medium, and small employers in a variety of industries. In consultation with the Director and other faculty advisors, our partners fit students to an appropriate internship or consulting project taking into consideration the student's major, background, course work, skill sets, and other interests. Our partners have extensive company relationships and experience placing interns (last year placed over 1200 interns in international locations) and securing consulting projects (offices in several international locations with excellent government and business connections).

In Prague and Dublin students work individually for separate companies in a more traditional internship role. Students are assigned internships based on availability and the student's background and major. Recent internships in Prague have included DDC Financial, ICON Hotel, Holmes Place, Panalpina, Evocreative, Passion Communication, Charles Bridge Global Macro Fund, Burrito Loco Master Franchise, The Visitor, Traficon, Prague Black Panthers Football Club, and Kentic. In Dublin, students have recently interned with IBM Ireland, Medical Council of Ireland, HKM Publishing, Coldwell Banker, SanDisk, Dalata Hotel Group, Marketing Network, Business & Finance Magazine, Royal College of Art, Kinsale Capital Management, Pink Distribution, Ashville Media, Merrion Business Development, C Infinity, MEC Global, Festival of World Cultures, among others.

In Madrid, students work as part of a student team on specific client led projects for European companies. The teams include different majors and require students to integrate their individual work into a formal presentation to the company and a written report. Note these projects are faculty

supervised and for this reason they offer unprecedented opportunities for students to work on a high level project that would normally not be available for typical student interns.

Prior consulting project locations have included China and Rome. Examples of past consulting projects in China include a series of projects for Chevron (e.g., China sulfur price index analysis, developing an integrated cash management plan, conducting a market assessment for surplus construction materials, developing a translator HR management plan, and developing a safety documentation and reporting plan), Carlsberg (market analysis, marketing planning, etc.), Legoland (feasibility study, business model development, location selection), and others. Rome project examples include Cantine Silvestri (wine production, distribution, and sales), Rait 88 (commercial sales of high tech products, specializing in military applications), Code Agency (A worldwide marketing and PR firm, partnered with Proctor & Gamble), Port and Airport for Catania, Sicily (market analysis, service assessment, operating procedures audit), Fortini Labs and Michelangelato (restaurant concept development and spinoff production brand for gelato marketing analysis), and Kilt and P&A Fashion (clothing manufacturing, wholesale and retail market analysis), YMCA, and S.S. Lazio (professional football sports club). Our partner in Madrid (same partner we have used the last several years in Rome) has extensive business connections in Europe, including Madrid, and is in the process of securing consulting clients for this summer's program. We will be announcing potential clients over the next few months.

**Q: Are students supervised, and is someone from Auburn going to be on site during the program?**

A: The programs are supervised differently depending on the program type. The consulting project program (Madrid) will have Auburn faculty and/or staff to include the Director(s) on site for the duration of the program (7 weeks). The internship programs will have the Director and additional staff as needed on site from the beginning of the program until students have completed the orientation portion of the program and begin work to make sure students have acclimated to the location and start working (typically the first 1 to 2 weeks of the program). The Director and Auburn staff are also on location for any group tours. In addition, all programs have partners on the ground in the location with onsite staff to assist students available 24/7. Students will have a specific contact for their internships, another who handles housing issues, and another who helps with day-to-day living issues (grocery shopping, where is the pharmacy? etc.). Once the faculty Director leaves the internship location, the staff from the partner will monitor students (as will their employers) so students will have supervision and assistance at all times while abroad. In non-English speaking locations (i.e. Prague, Madrid) our partners will provide translators and English speaking guides and translators as needed (and available 24/7) to make sure the students have language assistance on site for the duration of the program.

**Q: Is traveling and working abroad safe?**

A: Safety is a paramount concern and the locations are screened and chosen with student safety in mind. Though the program locations include large cities, and care is required just as it would be here in the states, we have put in place several safeguards to protect students. First, we only use reputable partners with experience handling undergraduate student programs. All the tours, travel, and excursions have been vetted personally, and have been selected to be low risk and accessible. We usually have our own private local transportation for within country travel while touring and students are instructed on how to use public transport when/where necessary in a safe manner. In addition, housing locations typically have extra security features such as key cards and 24-hour security guards so the facility knows when students arrive and leave, and also has procedures for keeping everyone safe. For example, some locations require ID access. Others have security guards on site. In addition, on programs where

students have flexible weekends to travel, if students are going away for a weekend trip, they must notify the Director and partner contact and the housing complex prior to travel. If not, phones will start ringing including the student's, their official program "buddies", other friends on the program, the Director's, Auburn's study abroad folks, and then the student's parents. Both Auburn and our partner on site provide training required by all students who go abroad specific to each location to help make sure everyone is safe. Student housing is selected with both amenities and safety in mind. Students are also required to have mobile phones with them at all times to communicate with each other, work, and program staff. Students are also instructed in safety procedures so they know what to do in the event of an emergency. For Prague and Madrid, English speaking guides/translators will be available for the duration of the program and available 24/7. While abroad, students are participating in an Auburn University program, and are held to AU conduct policies as if they were in a classroom here on campus. Students (and their parents) will also be supplied with and sign a set of HCoB conduct rules that covers drinking, drugs, and other behavioral issues that will be strictly enforced while abroad. Failure to adhere to either AU or HCoB policies could result in dismissal from the program without refund.

**Q: How many students will be accepted for the programs?**

A: The actual number of students accepted on a given program are determined by the program Director in consultation with our partners abroad and the HCoB Director of Global Programs. The internship programs in Prague and Dublin are generally limited to 20 students. The Madrid consulting program is a cooperative program that includes engineering and other majors so is a larger program with 50 to 75 students typical. To have the best chance for admission to the programs, applications should be turned in asap. Once accepted, roster spots are not secured until the student has met the program specific requirements and spots will be awarded on a first come, first served basis for accepted students. Contact the program Director for additional information.

**Q: What is the application process?**

A: There are two stages to the application process for all programs. The initial application process requires that students submit a short preliminary application form that will be reviewed by the program Director. The form can be found on the HCoB website and can be either emailed to the Director or turned in to the Director's office listed on the information brochures. The Director will meet with the student for an informal interview (often done at the time the student turns in the application form). Once this is completed, the student will receive a decision on the initial application (pending grade point verification and academic standing by the registrar). Students will be given instructions for securing a spot on the roster. Stage 2 of the process requires the student to formally apply/register with the AU Study Abroad office. Students must have a minimum GPA of 2.25 and be in good standing with the registrar's office to study abroad. The application period for all summer HCoB programs opens October 23, 2018 with rolling admission, which means that the programs will accept applications until programs either fill or final rosters are due to our international partners for housing, tours, etc. Students are encouraged to apply early and move through the application process efficiently as programs will fill and close at some point typically during the Fall semester.

**Q: What courses are available with the programs and how many credits are offered?**

A: The program course options vary slightly by location and type of program. See the brochures for more details. The student's situation (major, minor, courses already taken, and graduation plans) will affect the course options available. Each student should meet with the Director to understand the specific

course options available that will maximize the benefit for the student. Students typically take 6 to 12 hours though this varies by program (9-12 is most common).

Note there are three types of courses associated with the programs. Some courses are offered in part or in their entirety in intensive format taken at Auburn during the weeks of May 6-12 or May 13-19 before the students go abroad. Other courses are taken on site during the abroad portion of the program. And some courses are offered online. Note the specific courses that are planned to be offered for each program are listed in the brochures. Check with the program Director for formats. Expected coursework for this summer include:

Business Law (ACCT 2700)  
Principles of Financial Accounting (ACCT 2110)  
Principles of Marketing (MKTG 3310)  
International Marketing (MKTG 4400)  
Principles of Management (MNGT 3100)  
Strategic Management (MNGT 4800)  
Financial Markets and Institutions (FINC 3700)  
Income Tax 1 (ACCT 4410)  
Income Tax 2 (ACCT 5420)  
Madrid only: Special Topics in major (XXXX 4970)  
Prague and Dublin only: Internship in major (XXXX 3920/4920)

Note: All courses are 3 credit hours. Students must have completed prerequisites for course credit. Courses subject to change, and WE ARE HOPING TO ADD A FEW MORE COURSE OPTIONS, but course offerings will be finalized no later than the end of Fall term.

#### **Q: How much do the programs cost?**

A: The program fees for summer 2018 are **\$8549**, which includes all AU coursework credit hours, placement with consulting client or internship, housing for the duration of the program, bus/metro pass for the duration of the program, cultural and professional programs, day tours of the location, at least one excursion outside the program location (typically a day tour or longer), welcome and farewell receptions/meals, trip cancellation insurance, and emergency evacuation insurance (does not replace major medical insurance which is required to study abroad).

Estimated additional costs not included in the fees total roughly \$3,619. These costs include airfare to/from the European program location, most meals, passport and visa if needed, optional tours and entrance fees to sights, Auburn Abroad fee (\$657), and the HCoB professional fee (\$150).

For comparison, here are the estimated costs for tuition and fees for attending Auburn in Summer 2018 (other expenses such as food, books, etc. will be similar).

	<u>In state</u>		<u>Out of State</u>	
	9 hours	12 hours	9 hours	12 hours
<b>Tuition &amp; fees</b>	\$4,392	\$5,559	\$11,394	\$14,895
<b>Housing</b>	<u>\$2,100</u>	<u>\$2,100</u>	<u>\$ 2,100</u>	<u>\$ 2,100</u>
<b>Total</b>	\$6,492	\$7,659	\$13,494	\$16,995

Given the benefits, [compared to taking typical classes](#), these programs are a good investment, especially for those who are out of state! In fact, the cost of these programs is about the same as the difference in first year earnings for someone who had a professional work experience such as an internship compared to someone who did not have one (about \$10,000) and actually about the same as taking on campus courses that don't have the professional experience nor international experience included!!

**Q: Are there scholarships available and/or can I use my financial aid to help pay for the program?**

A: There is a possibility that some scholarship money will be available to pay partial fees for the programs this summer, though scholarship funding specific to the programs has not been finalized and is not guaranteed. It is also possible that other forms of financial aid can be used to pay for all or portions of the fees. Scholarships that pay for 8 semesters can generally be used to pay for part of the summer program costs as one of the 8 semesters if the student takes 12 hours. Athletic scholarships also typically can be applied to the program. Generally, student loans can be used to pay for all related expenses including flights, program fees, personal expenses, etc. though students should carefully weigh the tradeoffs before considering additional loans for this or any additional programs. Other financial aid such as scholarships or PACT money will generally pay a portion of the fees based on the tuition equivalent taking regular classes, but this depends on the type of scholarship. For more details, contact program Director or Student Financial Services. As a note, students have been creative in securing enough money to participate in the programs, including asking for graduation money, working, and even getting their current employer to pay for a portion of the fees. In addition, there are outside scholarships available that might be appropriate given the student's major, characteristics, or even the location chosen. Searching online can help locate potential options.

**Q: What is the minimum grade point average for participants?**

A: Students must be above the university 2.25 minimum to participate in any AU Study Abroad program. However, specific program locations have higher minimum GPA requirements. As a general rule, students should have a 2.5 GPA. Students who do not meet the basic program requirements can be considered on a case by case basis. Typical students who are admitted without the overall GPA requirement have better GPAs in their major or have demonstrated better recent performance.

**Q: What type of student excels in these programs?**

A: This question is difficult to answer because students have such different experiences. However, the most obvious trait to be successful is to be willing to explore and try new things. Having an open mind, an interest in learning, and a good work ethic are also important for success in the programs...though that could be said about business in general as well. Our students consistently get some of the highest evaluations from employers of any students as reported by our partners. Our students have a reputation for working hard, but still having fun while they do it, and this is appreciated by both the companies and our partners. The programs have a professional experience focus providing a balance of work and recreation opportunities so students should be aware that the trip is not simply an extended vacation. The trip is a good balance of work and play.

**Q: What happens if the program is canceled?**

A: All programs include trip cancellation insurance to provide financial security in the event natural disaster or some other unforeseen problem requires canceling a program after fees have been paid. In addition, the fees include emergency evacuation in the event we need to remove the group from a location after the program begins.

**Q: Are the internships or consulting projects paid?**

A: No, the internships and consulting projects are not paid as they are for academic credit and in most countries immigration rules prohibit paid professional experiences for academic credit to protect the domestic job market. It is in fact illegal in most countries to pay foreign interns. The companies do not pay the university or any of the University program staff or participants for these programs. Companies donate their staff time and company resources associated with the program to provide the students an opportunity to participate in a real professional work environment and no compensation of any kind is provided. Students are required to sign confidentiality agreements where needed to protect company information.

**Q: Can parents or friends visit during the program?**

A: It is generally possible for parents or friends to visit during the program so long as they provide their own housing and transportation and the student does not miss group activities or work. It might be possible for parents or friends to accompany the student on cultural tours if the Director knows in advance, though there may be an additional fee. Check with the program Director before planning a visit during a program to be sure it is possible.

If your question is not listed, or if you need additional information, do not hesitate to contact one of the program Directors listed on the brochures.