

## **FAQs for Harbert College of Business (HCoB) Global Programs – Business Majors**

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

A: This year the HCoB is offering students a professional experience working as a consulting intern on a consulting project for an international company client in one of three different locations. The consulting internship programs are the same, but students can choose between Madrid (Spain), Milan (Italy), or Turin (Italy). These programs include 9+ weeks abroad (with a Summer Break week in the middle for students to travel) and offer significant professional experience, while also offering ample opportunity for cultural and leisure activities while abroad.

### **Q: What is the consulting internship program?**

A: Students participating in the consulting internship program work for an international company client on a specific consulting project as part of a cross-functional team. Teams are typically 4-5 students with backgrounds chosen to reflect the needs of the project as identified by the company client. The consulting internship programs will be supervised by trained consultants (backgrounds with Accenture, McKinsey, etc.), and are appropriate for advanced students (typically rising seniors) with demonstrated high academic performance. Applicants with senior standing at program start and a 3.0 GPA will be given priority. Students spend time analyzing a specific problem, conducting a situations analysis, conducting market research, investigating potential alternative solutions, and will create a formal report and make a formal presentation to their company client.

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

A: Professional experience is 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. 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 by the Harbert College of Business, over the last 5 years, HCoB students who participated in an HCoB professional experience such as these averaged **\$10,322** more in yearly starting salary than their classmates who did not study abroad on one of our professional programs. The difference in starting salary is more than the cost of the program fees, so these programs are a great value.

### **Q: Is Study Abroad important and why is a professional experience abroad better than just taking classes abroad?**

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 or

provider led short courses or trips of a few weeks or less. Very few students actually live abroad, and even fewer work in an international professional setting. In these global consulting internship 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. Other locations have included London, Dublin, Prague, Madrid and Rome. To provide an even better professional experience, the HCoB began offering consulting internship programs abroad in 2012. Students consulted with international companies in China for three years from 2012 to 2014, moving to Rome for the 3-year period from 2015 to 2017, and then worked the most recent three years in Madrid. This year, in addition to Madrid, we have expanded the program options to Milan and Turin.

These three locations offer unique professional and cultural experiences. Madrid, the third largest city in the European Union, is a vibrant business hub as well as the Spanish capital. Milan has the third largest economy in Europe (behind only London and Paris), and is one of the fashion capitals of the world. Turin is an industrial center, home to much of the Italian automotive industry including Fiat, Alpha Romeo, and Lancia.

While studying abroad is a great opportunity for those students with some foreign language coursework/training to enhance their abroad experience, foreign language skill is not needed. Consulting internship students will have English supervisors (consultants and entrepreneurs themselves) and the students will have language assistance where needed on site in Madrid, Milan, and Turin to enable them to complete their work assignments.

**Q: What students and majors can participate in the HCoB consulting internship programs?**

A: The Harbert College of Business Global consulting internship programs in Madrid, Milan, and Turin are open to all business majors who have completed MNGT 3100 (Principles of Management), MKTG 3310 (Principles of Marketing), and FINC 3610 (Principles of Finance) PRIOR to program start (so must take these course no later than Spring 2020). Students with a 3.0 GPA who have completed the majority of their coursework toward their major with demonstrated high academic performance will have priority.

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

A: Generally, the best time to participate in the global professional experience programs is the summer between junior and senior year. By this time, students will typically 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 and 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.

Seniors and students who will be graduating in May can still participate in the program. 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.

Sophomores rising to Junior status should plan to go abroad with the program the following summer since the programs require completion of MNGT 3100, MKTG 3310, and FINC 3610 prior to the program start date.

**Q: Do these consulting internships offer substantial professional experience, and what companies do the students work for?**

A: The consulting internship opportunities are real work experiences with a variety of different companies. In consultation with the Director and other faculty advisors, our partners fit students to an appropriate consulting internship 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 and securing consulting projects (offices in several international locations with excellent government and business connections).

Our students have worked for banks, hotels, fashion magazines, soccer teams, service companies, engineering firms, food companies, clothing companies, beverage companies, manufacturing companies, city government agencies, healthcare companies, entertainment firms, restaurants, marketing agencies, and more. We expect to announce the specific companies prior to the start of the Spring Semester.

Students are matched with companies/client projects based on a number of factors including major, coursework taken, experience, skills, interests, etc. Students will be interviewed, provide registration information, and must submit a resume for appropriate placement. Placements will be announced in the Spring, typically just after Spring Break.

**Q: Are these Auburn programs, and will the courses count as Auburn credits?**

A. Yes, the Harbert College of Business summer programs in Madrid, Milan, and Turin are Auburn programs led by experienced Auburn faculty. All courses taken as part of the program are official Auburn courses and require similar work and count the same as those taken on campus. Abroad programs offered through third parties (not-AU faculty led), do not offer Auburn coursework, and students often cannot get credit for some or any of the coursework taken on such programs. In addition, non-AU

faculty led programs most often have not been vetted by Auburn faculty and have less supervision and guidance on site.

**Q: What type of support and supervision do students receive during the program?**

A: HCoB policy requires adequate support and supervision for all study abroad programs. Supervision and support for students is handled by a combination of Auburn faculty and staff and professional service providers with office and support staff on location for each program. HCoB policy requires each location and program to be vetted fully by Auburn staff prior to program start. In addition, program vendors are carefully screened to ensure appropriate student safety and well-being standards and procedures. Auburn faculty and staff supervise academic and program management, while partner providers with local expertise, staff, contacts, and experience, supervise and support the day to day living arrangements, tours, etc., as well as set up the professional and cultural experiences on site.

All programs will have the AU faculty/staff on site from the beginning of the program until students have completed the orientation portion of the program and settle into work to make sure students have acclimated to the location and are comfortable with their work environment (typically the first 2 weeks of the program). AU faculty/staff are also on location for any group tours, and rotate between program locations as needed and to touch base with the students multiple times during the program. In addition, all programs have partners on the ground in the location with full-time and support staff on site and available 24/7 to assist students. It is HCoB policy to have no more than 20 students per supervision/support staff member at all times for all programs. Students will have specific contacts for emergencies, medical issues, safety, work, housing, day-to-day living issues (grocery shopping, where is the pharmacy? etc.), and a general office number for less important issues. AU faculty/staff and partner providers work closely together to provide student supervision and assistance at all times while abroad. Our partners also provide translators and English speaking guides 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. ItaliaConnect (Milan and Turin) and EspanaConnect (Madrid) have developed a program they refer to as “Mama Be Safe” which sets safety standards for HCoB programs, including procedures for vetting locations, choosing housing, logistics on site, etc. The Mama Be Safe program follows all AU safety guidelines and also incorporates local knowledge and experience to enhance student, faculty, and staff safety. Partner staff live with the students on location to monitor and assist students during the program and provide English speaking assistance 24/7.

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All the locations, housing, offices, classrooms, tours, travel, and excursions have been vetted personally by AU faculty/staff 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 management 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 covering both general safety and location specific information for each location to help make sure everyone is as safe as possible. 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.

It is HCoB and now Auburn University policy that 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 be supplied with and sign a set of HCoB conduct rules that cover 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. In such cases, the student is responsible for any additional expenses related to removal, departure, and withdrawal from the program.

**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. Consulting Internship programs typically include a maximum of 20 students. 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 paid a deposit (\$1000 which is deducted from the program fees paid in the Spring). 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 and staff. The form must be filled in online via the HCoB or AU Study Abroad website. The Director and staff will meet with the student for an informal interview. 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 who pass the initial screening 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, though GPA requirements are often considerably higher for the consulting internship programs. The application period for all summer HCoB programs opens October 18, 2019 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 late in the Fall semester or the beginning of Spring.

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

A: Students are required to take two courses (6 hours) as part of the program and can select from a set of electives listed below for additional credits as desired. Typical summer loads for the program are 9 to 12 credit hours.

**Required Courses taken as part of program all students - 6 credits):**

- 1: Strategic Management - MNGT 4800 (Intensive format on AU campus 8-5pm May 11-15)
- 2: International Consulting - MNGT 4610 (taken Abroad - M – F 8:30am – 1:30pm, except Break Week)  
OR Internship Course - XXXX 3920/4920 (ISMN and BUAL majors substitute ISMN 5800)

**Electives Available Include (all 3 credit hours):**

- Money and Banking - ECON 3200 (Online- First Summer mini-mester)
- Project Management - SCMN 4970 (Online- First Summer mini-mester)
- International Marketing - MKTG 4400 (Online- Second Summer mini-mester)
- Financial Markets & Institutions - FINC 3700 (Online- Second Summer mini-mester)
- International Business Operations -BUSI 3250(Online- Full Summer semester)

**Note: Students must have completed MNGT 3100, MKTG 3310, and FINC 3610 No Later than SPRING 2020 to participate.** Note: Elective Courses subject to change. See posted course list for course dates and format.

Each student should meet with their Advisor 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 student based on courses already taken and program of study (9-12 is most common).

There are three types of courses associated with the programs: 1) MNGT 4800 is required and is a Bootcamp course offered in an intensive format taken at Auburn during the week of May 11 – 15, 2020 just after Spring semester ends and before the students go abroad; 2) MNGT 4610 or the Internship Course (XXXX 3920/4920 or ISMN 5800 for BUAL or ISMN majors) is also required, and is taken on location abroad. Hours are generally 8:30am to 1:30pm Monday through Friday for the abroad portion of the program except for the Summer Break Week June 20-28; 3) Elective courses are offered online.

Check program information online for additional course details and an up to date course list. All courses for all formats are official AU courses taught by AU instructors.

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

A: It should be noted that students do not pay regular tuition for this program. Students pay Harbert Study Abroad Program fees and Auburn Study Abroad Fees in lieu of regular tuition.

The program fees for summer 2020 are **\$8,979**, 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 (\$691), and the HCoB professional fee (\$150).

Your overall expected cost for this program is **\$12,598**. This includes up to 15 hours of academic course credit.

For comparison, here are the estimated costs for tuition and fees for attending Auburn for the Summer 2020 (other expenses such as food, books, etc. will be similar).

[http://www.auburn.edu/administration/business-finance/sfs/tuition-structure\\_19-fall.html](http://www.auburn.edu/administration/business-finance/sfs/tuition-structure_19-fall.html)

Accessed 9.9.19

<b>Tuition &amp; Fees</b>	<b>In State</b>		<b>Out of State</b>	
	<b>9 hours</b>	<b>12 hours</b>	<b>9 hours</b>	<b>12 hours</b>
Agriculture	\$4,519	\$5,746	\$11,881	\$15,562
Architecture Design	\$6,679	\$7,906	\$14,041	\$17,722
Engineering	\$5,254	\$6,481	\$12,616	\$16,297
Education	\$4,519	\$5,746	\$11,881	\$15,562
Forestry & Wildlife	\$4,519	\$5,746	\$11,881	\$15,562
Human Sciences	\$4,519	\$5,746	\$11,881	\$15,562
Liberal Arts	\$4,519	\$5,746	\$11,881	\$15,562
Nursing	\$4,519	\$5,746	\$11,881	\$15,562
Science & Math	\$4,519	\$5,746	\$11,881	\$15,562
Overall Average Tuition	\$4,841	\$6,068	\$12,203	\$15,884

Housing * (between 3K to 5K)	\$3,000	\$3,000	\$3,000	\$3,000
Total Tuition & Housing	\$7,841	\$9,068	\$15,203	\$18,884

Given the benefits, [compared to taking typical classes on campus](#), this program is a good investment, especially for those who are out of state, who actually save money to go abroad! In fact, as our recent study suggests, the cost of this program is about the same as the difference in first year earnings for someone who has gone on a Harbert Business professional Study Abroad program compared to someone who did not (over \$10,000). This program is actually a great value compared to taking courses on campus that don't have an international experience included!

**Q: Are there scholarships available for the Consulting Internship programs?**

A: Yes, there are a few scholarships expected that will be specifically allocated to pay partial fees for the 2020 Consulting Internship Programs. The exact number, type, and amount of scholarships is typically announced by the end of fall semester. It is important that you begin the registration process early to be part of the first come, first serve process we use for program acceptance to be considered for any scholarships available through the program.

**Q. Can I use financial aid or scholarships help pay for the program?**

A: Financial aid can typically be used to pay for all or a portion of the expenses. 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 or more credit 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 program. 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 the 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 or holiday 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: As a general rule, students should have a minimum 3.0 GPA. Students who do not meet the basic program requirements can be considered on a case by case basis, but must be above the university minimum 2.25 GPA to participate in a study abroad program. Typical students who are admitted without



the overall 3.0 GPA requirement have better GPAs in their major or have demonstrated better recent academic performance.

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

A: This question is difficult to answer because students have such different experiences, personalities, skill sets, etc. 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: 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 required class/work activities. 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. The 2020 Summer Consulting Internship programs include a week of Summer Break in the middle of the program (June 20-June 28). Students are free to travel during this period, so we encourage students to plan family or friend visits during this period. Students generally have weekends free during the program (other than group tour dates which will be announced during the Fall semester), but should keep in mind that during the week course/work activity is intensive and often requires afternoon and evening work. We recommend students plan family/friend visits during the break to avoid any conflicts. Note: housing rules forbid overnight guests in the student lodging, so any visitors will need to secure their own lodging. This applies to the summer break as well.

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

A: HCoB programs have been running for over 15 years and the Directors and partners have experience designing and delivering successful programs. It would be highly unlikely that a program was canceled. However, all programs are covered by 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 consulting internships paid?**

A: No, these professional experiences are for academic credit. In addition, 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 Auburn, 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: If I am interested, what should I do now?**

**A: Steps:**

1. If you are being supported in some way by your parents or others, contact them to see what they think of this opportunity. Send them the brochure and these FAQs.
2. Make an appointment, then go to your Academic Advisor. Make sure you get the name and contact number of the individual you meet with. Get a copy of your Plan of Study for your major. Look at the courses you have to take that may be free or directed electives. Ask your advisor how the courses you currently have taken and the Required and Elective courses offered on the program fit into your overall Plan of Study. Sequencing will be important here. It may be that you should not take a class or classes you had planned to take this Spring 2020 as that course may be taken abroad with our program or it might be possible that you need to make sure you take MNGT 3100, MKTG 3310, and/or FINC 3610 next semester to be eligible for the program as these are prerequisites for the program and must be completed before the program starts. No exceptions.
3. Go online to fill out the Qualtrics survey that is the preliminary application.
4. If you have been awarded any kind of scholarship here at Auburn, please follow up with on the specifics of your Scholarship (your Academic Advisor may be able to provide information on this) by contacting the Financial Aid Office to determine the number of hours you must take in order to pay for the Consulting Internship program. Make an appointment, then go see them with the brochure and FAQs. Make sure you get the name and contact number of the individual you meet with for future contacts.
5. If you are an athlete, you may wish to take this information to your Athletic Academic Advisor. The Athletic Department historically has supported student athletes with scholarships to go on our programs during the summer. Make sure you get the name and contact number of the individual you meet with for future contacts.
6. If you are in the Honor's College, you should meet with your Academic Advisor. The Honor's College supports Study Abroad programs. Your scholarship may fund all, or part, of this program. A special Honor's section of each course will be established if Honor's students are enrolled.

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 or via the contact information below.

Email: [HarbertGlobal@auburn.edu](mailto:HarbertGlobal@auburn.edu)

or

Dr. Dan Padgett – 250 Lowder Hall  
or  
Dr. Garry Adams – 412 Lowder Hall