



International Business Careers

Why Major in International Business?

International Business majors learn to think globally about the business world. In addition to learning the core fundamentals of business such as finance, accounting, marketing and management, you will also focus on how each of these disciplines interact with the global political environment and world economy. Whether you are looking to work as an entrepreneur or in a large multi-national, the broader world has an effect. Focusing on how these dependencies interact with a complex business environment is a critical skill that you will develop throughout the program. In addition to the core courses, you are encouraged to complete a quarter in an international location as part of your degree. This provides a unique opportunity to gain international experience and perspective and will prepare you for business in a global environment.

Common Career Tracks

- **Multinational Corporation Employees (Analyst roles, Consulting, Management Training Programs, Project Management)** - By definition, a multinational is a company with offices outside of its home country. All large multinationals, whether they specialize in consumer goods, industrial production, financial services, or consulting, have offices and production all over the world. Some industries such as tourism, shipping, and energy are more global than others. Many offer two-year management and associate trainee programs that include international rotations. If you're not in a rotational program, don't expect to be transferred by your company until you've worked with them for a while. Most large U.S.-based corporations will not hire young employees or recent grads for overseas assignments. The exception may be if you have existing work authorization or special language skills.
- **Government Agencies/Foreign Services** - Joining the Foreign Service means being prepared for a professional and personal life spent overseas, with constant rotations every few years. The salary is generally less than what can be made in the private sector, but Foreign Service Officers have to look at the whole package, which can include subsidized housing and unlimited access to American military exchanges and American food. Applicants enter the Foreign Service in one of five career tracks: Management Affairs, Consular Affairs, Economic Affairs, Political Affairs, and Public Diplomacy. Foreign Service Officers (FSOs) usually undergo intensive training before being posted to their first overseas assignment, including, in some cases, up to two years of full-time language study. Check out the State Department's Web site, <https://www.state.gov>, for more information on the application procedure, and the American Foreign Service Organization's Web site, <https://www.afsa.org>, for more information on what life is like in the Foreign Service. Beyond the Foreign Service there are other ways to work for the U.S. government overseas. Many of the larger embassies and trade missions hire locally based Americans, either for the commercial section or for the visa section. Working in this capacity will give you the chance to test whether a diplomatic career is right for you.
- **Development Organizations (Public multinationals, Multinational NGOs, Smaller NGOs, Volunteer organizations)** - There are many volunteer organizations that may interest you, depending on the type of volunteer work you would like to do and the countries where you would like to be located. Volunteering is often the first step for many people to get involved in development work. It is a great way to experience another culture while making a difference. In most volunteer assignments, you will not earn a salary. In some cases though, you may draw a stipend. In other situations, many volunteer opportunities require you to pay

the organization for the opportunity. Think seriously about these types of opportunities, especially for "volunteer" programs that are for teaching English. There are also some private companies involved in development work or branches of private companies that work as a nonprofit on development-related issues. Many of the major consulting and tax consulting companies have arms dedicated to the issues of development, privatization, and economic development.

- **Entrepreneurship (Importer, Exporter, Homegrown Entrepreneurs)** - While not strictly "working" overseas (at least not full time), an importer brings into the country goods from other countries to sell domestically. The reverse of the importer, the exporter takes goods from the United States and brings them to a foreign country to sell directly. A "homegrown" entrepreneur sets up a company overseas that is local to the country, meaning it doesn't involve an import-export component. It usually falls within one of two categories: starting a business centered on a specific expertise/talent you have, or introducing a service that is successful in the West but hasn't yet appeared overseas. There are no formal qualifications to make you a successful entrepreneur, though all and any knowledge of business and finance is always a plus. The most important characteristics are intangible: drive, ambition, flexibility, creativity, independence, and an adventurous spirit. It also helps to have the following when starting a new business in a foreign country: a local partner, knowledge of the local market, and funding.

(Source: Vault Career Guide to International Careers, Second Edition)

Additional information for each of the above tracks as well as others is available in the Vault Career Guide for International Careers (log in to Vault through du.edu/PioneerCareers):
<http://guides.vault.com/View.aspx?ISBN=9781438165486>

Key Skills/Competencies

- Ability to adjust to new environments
- Ability to solve problems/make decisions
- Ability to work well with a variety of people
- Appreciation of diverse views
- Understanding of world events/effects on business
- Understanding of political influences
- Interest in adapting to different cultures and societies

Is an International Business major right for you?

Still unsure if you should major in International Business? Schedule a session with a Career Advisor, attend one of our "Major Workshops", and attend career events to network with employers that hire International Business majors and engage alumni who majored in International Business. You may also schedule time through the various departments to meet with a faculty member to explore their perspectives on individual career paths.

Resources & Associations

Escape Artist: <http://www.escapeartist.com>

Expatica (Jobs):

<http://jobs.expatica.com/main/home.html>

Expats Direct: <http://expatsdirect.com/ed/>

Idealist: <http://www.idealists.org>

International Jobs Center:

<http://www.internationaljobs.org>

Jobs Abroad: <http://www.jobsabroad.com>

OneWorld International Network:

<http://www.oneworld.net>

The Riley Guide: <http://www.rileyguide.com>

U.S. Agency for International Development:

<https://usaid.gov>

USA Jobs: <https://www.usajobs.gov>