

## *Conversation With . . .*

### ***ANDY RADELET***

Former Marketing & Business Development Intern  
Fun Guide Co., Beijing City, China  
Intern, 2 months

#### **1. What was your path in terms of education/training, entry-level job, or other significant opportunity?**

During the summer of 2016, I participated in CRCC Asia's China Internship Program in Beijing. As an Economics and Mandarin Chinese student going into my senior year at Michigan State University, I wanted a marketing internship that would give me real-world working experience in the increasingly important Chinese business environment. My placement was with a mobile software company that creates and manages apps for various firms, including many major banks within the country. In early 2016, the company initiated plans for a start-up venture in which they would create their own app—the first they created for their own company. It would fill a need in the marketplace for English-speaking foreigners seeking daily news updates, vouchers, and reviews of different restaurants and activities that might appeal to them while visiting Beijing. It made my life great, to say the least. Being able to research up-and-coming hot spots in the city and visit them with my friends after work was something I could get used to!

What impressed me the most about CRCC Asia was the perfect blend of professionalism and friendliness. Each team member I spoke to from the pre-departure stage until the day I left Beijing could not have been more knowledgeable and helpful. Post-graduation, I knew I wanted to work in an environment like that and CRCC Asia's mission is something I believe in: bringing the world closer together by creating global citizens. I ended up landing a job as CRCC's USA Admissions Advisor in Philadelphia.

#### **2. What are the most important skills and/or qualities for someone doing an internship overseas in your field?**

It may be cliché, but the most important skill an international intern should have is quite simply cultural awareness. Cultural agility is becoming a crucial skill. Many highly regarded companies are hunting for employees with professional experience abroad and the ability to connect with people from distinct cultures.

**3. What do you wish you had known going into the internship?**

When I boarded the plane to Beijing, I didn't know what was going to be waiting for me 13 hours later, or even what my expectations should be. It would have eased my nerves to know that no matter where you are working, a good work ethic, a positive attitude, and friendliness go a long way. Companies know that interns have rather limited skills, mainly due to lack of experience. But the company I was placed with was very welcoming and let me know they were interested in hearing my thoughts and suggestions on business ideas, knowing that I brought a foreign perspective that they could potentially use as an asset.

**4. Are there many opportunities for international internships? In what specific areas?**

Many large global companies have attempted to enter the Chinese market but have failed. Marketing tactics that work in the U.S. rarely have the same success in the Chinese market. One of the most important components of marketing is knowing the culture of the market you are trying to sell to. Having on-the-ground experience, no matter how long or brief, is imperative. China has opened a gateway to a whole new world of revolutionized products and services, making it one of the most frequently visited countries for student and graduate internships. The job market in China has skyrocketed due to the expansion of various industries.

**5. How do you see the importance of international experience changing in the next five years? What role will technology play in those changes, and what skills will be required?**

As the world becomes more and more globalized, international internship experience is becoming crucially important, no matter what your career. Technology has been the largest reason for the increasing globalization and while it may make communication easier, cultural awareness and market knowledge still will be of utmost importance.

**6. What did you enjoy most about the internship? What did you enjoy least?**

I most enjoyed the relationships I formed not only with my Chinese coworkers, but also with other CRCC Asia interns in my program, who came from all over the world, including the United Kingdom, Italy, France, and Australia, among others. We all became united in the fact that no matter where we were from, together we were the minority in China.

While I very much enjoyed my internship, I would have liked to be more exposed to the future growth strategies of the company and ideas on how to combat the prevalence of plagiarism in the marketplace and protect intellectual property.

**7. Do you have any other advice for students considering an internship abroad?**

My internship in China left me with a wealth of skills and knowledge, and proved I had the courage and ability to immerse myself in a very different culture for an extended amount of time. It enriched my resume and gave me an edge that is sure to benefit me in my future career. It was far from an easy ride, but the challenges I met and sense of accomplishment will stay with me for the rest of my life. I decided to pursue a career in international education in hopes that I can assist students in having the same life-changing experience that I had.

## Studying Abroad

---

In 1923, Raymond W. Kirkbride, a World War I veteran who had spent years overseas, and professor of modern languages at the University of Delaware, proposed a unique new academic program to the school's then president, Walter S. Hullihen, in which junior year students would spend the year studying in France. Hullihen embraced the idea, thus creating the Delaware Foreign Study Plan, better known as "Junior Year Abroad." Using funding from private donors (as the University board refused to fund the program), Kirkbride and Hullihen sent their first group of eight junior year students to France in 1923, starting a tradition that captured national attention. Between 1923 and 1948, the University of Delaware sent 900 students abroad, many participating in the program from other universities, and soon other universities started similar study abroad programs for their students.

Kirkbride, believed that spending time in a foreign nation could broaden a person's horizons, presenting unique experiences and challenges. While the initial study abroad programs were aimed only at language and foreign culture students (as many still are) study abroad programs have since expanded and diversified, offering opportunities for students in a variety of academic fields. Students participating in study abroad programs receive financial support and assistance with the travel and relocation process, and typically receive university or college credit if they complete the educational requirements of their program. For students interested in languages, foreign relations, international history, or in potentially working and living abroad as professionals, study abroad programs provide a safe, supported, introduction to the process and can be helpful for those hoping to work overseas as professionals later in life.

The Institute for the International Education of Students (IES), conducted a survey in 2004 asking individuals who participated in study abroad programs between 1950 and 1999 to describe their perception of their experience. In total, 96 percent believed the experience helped them gain self-confidence and 95 percent believed that their time studying abroad had a lasting impact on their worldview. Another similar study by the IES in 2012 found similar results with 84 percent stating that their study abroad experience helped them build job skills that they used later in their careers.

College tuition is soaring in the U.S., but American students can get a free education at universities in eight other countries: Germany, Iceland, France, Norway, Finland, Sweden, Slovenia and the Czech Republic. (Source: student.com)

## *Conversation With . . .*

### ***PATRICE BURNS***

Career Services Coordinator  
Saint Louis University, Madrid, Spain  
Career counselor in international higher education  
10 years

**1. What was your individual career path in terms of education/training, entry-level job, or other significant opportunity?**

As an undergrad Spanish major at the University of Wisconsin, I studied abroad for a year at the Complutense of Madrid (Reunidas) and decided I'd return to Madrid upon graduation. I stayed in Madrid for several years and finally landed a job at an investment bank, but knew I'd have more opportunity in the U.S. I returned to Wisconsin, got a master's degree in Spanish from Marquette University, and found my passion: working and teaching at universities. As Director of Foreign Languages at UW Milwaukee School of Education, I was able to share my love for language, culture and travel with like-minded adults, which re-ignited my interest in living abroad. When I returned to Spain, I knew my future would be in higher education. Saint Louis University-Madrid, the only American university offering full degree programs in Europe, was the perfect fit.

We are a small campus of 750 students with students from over 65 different countries, including the U.S., Spain, Egypt, Morocco, Saudi Arabia, Philippines, Germany, United Arab Emirates, France, and Austria. My aim is to get students thinking about life after college from the day they start. This means considering and deciding on a major, obtaining good grades, and building resumes by working or volunteering. I also work with them on crafting resumes, creating LinkedIn profiles, networking online and in person, practicing interviews, and even how to look for work. I also help them research and apply to grad schools.

We pride ourselves on providing the U.S. college experience—clubs, student government, service learning, campus ministry—which are not part of a Spanish college campus. Students earn a U.S. degree outside of the U.S. Regardless of where a student is from, he or she interacts with a much more diverse group of people than at any other typical college, be it in the U.S., Spain, Egypt, or Great Britain.

**2. What are the most important skills and/or qualities for someone in your profession, particularly someone who decides to work overseas?**

An eagerness to learn what the "real world" is looking for both in new employees and in the hiring process. It's important to connect with each student as an individual

and understand both what he/she wants and what obstacles they face, whether that is gaining employment, dealing with family pressure to move home, or paying off college loans.

### **3. What do you wish you had known before deciding to work abroad?**

The salaries are much, much lower in Spain than they are in the U.S. (and I'm sure the UK), and there is much less opportunity for growth. Every Spaniard I know who has worked in the U.S. is amazed at what they call the meritocracy. This does not exist in Spain.

### **4. Are there many job opportunities overseas in your profession? In what specific geographic areas?**

Yes. More and more universities are opening programs in countries abroad. Provided a young graduate has the language skills and cultural knowledge—or even openness—required to work in that country, it's mainly a matter of choosing one's area of focus and applying. Universities require postgrad degrees for administrative and teaching positions.

### **5. Will the willingness of professionals in your career to travel and live overseas change in the next five years? What role will technology play in those changes, and what skills will be required?**

The main innovation I am seeing is great flexibility in study abroad options. Undergrads can now choose exactly what they want to study and where, say economics in Japan or biology in Ecuador.

In the past, a college professor—often a specialist in the country's language—was sent from the home campus to run a study-abroad center, but that's no longer viable because we need to offer our students a wide range of programs and classes. So, a more generalist staff is needed, with knowledge of U.S. degree requirements as well as local academic options and local resources, such as doctors and student sports leagues.

We all use technological tools on a daily basis to communicate with our colleagues and effectively manage delivery of our academic programs. Given this, excellent communication skills, both spoken and written, are more highly valued than they were 10 years ago.

### **6. What do you enjoy most about your job? What do you enjoy least about your job?**

I love that I am surrounded by people from all over the world every day. I hear new languages and learn new ways of viewing the world and understanding things.

I least enjoy least dealing with the awful market situation for young, talented graduates in Spain. I deal with many grads who are at least trilingual and incredibly bright and eager to learn. The positions and salaries available to these young

men and women are not at all commensurate with their ability. Spain's current unemployment rate is over 40 percent for those under 25, so it's nearly impossible for non-Europeans to get work permits, and many Spaniards move to other countries—wherever they have connections.

**7. Can you suggest a valuable “try this” for students considering a career overseas in your profession?**

Spend a day in the international office of your local university or community college, even as a fly on the wall. In a matter of hours, you will see the various nationalities of students attending the university and the issues they must navigate to live and study in another country. I'd also suggest seeing what study abroad opportunities the universities in your area offer. Go to their abroad websites and see what types of staff and faculty work there.