



SERVING INTERNATIONAL BUSINESS

S E R V I N G I N T E R N A T I O N A L B U S I N E S S

In partnership with many international corporations, IIE designs and administers programs that help prepare individuals to meet the needs of the global business community.



Corporations all over the world are increasingly recognizing the value — indeed the necessity — of managers who think and act based on a global perspective. IIE has, for almost 80 years, been in the business of helping men and women who are seeking corporate leadership roles to acquire and hone their abilities through work and study outside their home countries. Helping to meet the human resource needs of international business is an important aspect of the Institute's work, and to that end IIE this year established a special President's Advisory Council comprised of distinguished human resource professionals.



In many of the programs IIE manages, most notably **FULBRIGHT** and **INTERNATIONAL VISITOR**, a significant number of participants pursue professional development opportunities in business-related activities such as finance, entrepreneurship, and marketing. Other programs have a specific business or professional orientation, such as the **MUBARAK PROFESSIONAL DEVELOPMENT INITIATIVE**, supported in part by USAID. Through this program, junior-level Egyptian professionals take two-month internships with US companies. This year the 40 men and women who participated focused on further developing their management skills in such areas as marketing, sales, finance, and human resources.

Business is also a major focus of the **ENRON SCHOLARSHIPS**, a new program managed by IIE offices in New York and Houston. Enron, an integrated utility company, is supporting graduate studies in Texas for Mozambican students. The Institute's work for this program includes student selection and academic supervision. The Enron Scholarships also support students in engineering and the geosciences.

IIE's work with corporations also includes collaborating on programs for very specific constituencies. In partnership with Lucent Technologies, IIE will administer a new initiative, the **LUCENT GLOBAL SCIENCE SCHOLARS PROGRAM**. Through this worldwide talent search, Lucent will recognize 80

Increasingly, global business requires an internationally trained staff.

Raychem employees definitely consider this [children of employee program] an important benefit. IIE...is a delight to work with, very responsive and very thorough.

JUDY PRINGLE, BENEFITS SPECIALIST, RAYCHEM CORPORATION

recent high school graduates and first-year university students from ten countries — including the United States — who have demonstrated excellence in science, math, and technology. Students will receive a financial award, a week's site visit to Lucent/Bell Labs US headquarters, and internships at Bell Labs facilities. Through its staff in New York and overseas, and in partnership with local organizations in several other countries, IIE will manage the international portion of this program.

In addition to helping prepare individuals — through many different programs — for careers in business, IIE works directly with a number of corporations on their **CHILDREN OF EMPLOYEE (COE)** scholarship programs. Such programs are individually-designed to meet the specific needs of the corporation and its employees, and offer studies in the United States, in the employee's home country, or in a third country. Central to each is the meticulous attention to detail and thorough understanding of vastly different educational systems that IIE brings to each corporate partner. IIE's extensive experience also ensures that every scholarship competition will be open and fair. All activities — recruiting, distributing and processing applications, assessing financial need, selecting grantees, and administering the grants — receive the same professional service. The Institute developed new COE scholarship programs in partnership with a number of corporations this year including Chevron, LSI Logic, Lockheed Martin, Harsco, Harman International Industries, and Phelps Dodge.

Another major corporation, Toyota Motor Sales U.S.A., also turned to IIE when it needed an experienced partner for its new educational program. The Institute, with its solid expertise in professional development for secondary school teachers, together with its longstanding experience in Japan, is ideally positioned to administer the **TOYOTA INTERNATIONAL TEACHER PROGRAM**. IIE handles all aspects of this program through which 50 US high school teachers travel to Japan for twelve days to meet with educators and other professionals in four Japanese cities.

Many international corporations actively seek local employees who have had US academic or professional training. To assist these companies — and those international students seeking work back in their home countries — IIE publishes a series of books in cooperation with local American Chambers of Commerce that list job opportunities for returning nationals. This year IIE published five books in the series — **RETURNING TO EAST CENTRAL EUROPE ... HONG KONG ... INDONESIA ... RUSSIA ... THAILAND**. Multinational corporations also benefit from the Institute's extensive research database on international students studying in the United States. Through IIE's **LOCATOR REPORTS**, companies can identify, for example, the US campuses that host the largest number of Russian international law students, Thai business students, or Argentineans pursuing MBAs.