

Marketing Your International Experience

For LACIS:

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What were some of the great skills and experiences that you are/were able to take with you?

Why were these skills essential
during your international
experience?

**How Can I Apply
These Skills to My
Future Endeavors?**

The Perfect Candidate – NACE 2008

- Top qualities sought by employers
 - Communication skills
 - Strong work ethic
 - Teamwork skills
 - Initiative
 - Interpersonal skills
 - Problem-solving skills
 - Analytical skills
 - Flexibility/adaptability
- How did you develop these while you were abroad?

1.) Communication and Interpersonal Skills

- Overcoming language barriers
 - Foreign languages
 - Dialect/regional differences in familiar languages
- Roommates and living situations
- Transportation
- Taking courses in a different language or from a different philosophy
- Different uses of technology

2.) Initiative and Work Ethic

- Seeking out the study abroad program you participated in:
 - Information sessions; which program fit your needs/desires
 - Preparatory classes (home & abroad)
 - International Perspectives
 - Collaboration with prior study abroad students or those already abroad
 - Language immersion courses
 - Work with professors in home locations
 - Becoming involved in language exchanges with in abroad country

2.) Initiative and Work Ethic (cont.)

- Budgeting accordingly
 - Daily living, school, travel
 - Unanticipated expenses: illness, injury, maintenance
- Taking a risk to spend a semester, summer, or year in a different country with people you didn't know
- Planning travel for you and friends while abroad
- Developing self-reliance
 - Seeking out professors for additional assistance
 - Collaborating with faculty and students to reap all possible program benefits

3.) Teamwork Skills

- Coordinating travel plans with other students from the study abroad program
- Working on class assignments with students from all over the world
- Understanding cultural differences as they apply to leadership in team situations related to gender, age, etc.
- Communicating with others to help you get around and problem solve
- Learning through listening and observing
- Fieldwork or internship component – working environment

4.) Analytical and Problem-Solving Skills

- Navigating your way through a foreign land
- Having to think on your toes in order to trouble shoot
 - Travel plans
 - Getting lost!
 - Dealing with a difficult host family or roommate
 - Struggling with language proficiency
- Thinking outside the box to develop new ways of thinking and acting in a global setting
- Developing perseverance, inquisitiveness, time management and organizational skills

5.) Flexibility/Adaptability

- Adjusting to:
 - New culture
 - New language
 - New modes of communicating
 - New daily schedules
 - New style of education/philosophy
- Planning ahead to connect with your family and friends in the US
- Developing self-confidence, self-knowledge, independence, openness to relocation
- Plan to have flexible plans:
 - Maintenance repairs, meetings, irrelevant deadlines

Market Those Skills!

- 1) Reflect on your skills, experiences, passion
 - Develop a short list of examples demonstrating your key skills
- 2) Research the company, position, or academic program
 - Use the job description to identify the skills required in candidates
 - Use program literature, faculty, students to identify the traits, skills required for the graduate program
- 3) Identify your **compatibility** with position or program
 - Use most relevant examples to show how abroad experiences and skills will correlate with those for which the desired position requires

Sample Resume

L&S Career Services

Tracy L. Collins

509 Northgate Road #112, Madison, WI 53702, (608) 555-1298, tcollins@gmail.com

OBJECTIVE: Seeking advocacy position in non-profit organization serving Latin American community

EDUCATION

University of Wisconsin-Madison

Bachelor of Arts, May 2006

Major: Latin American and Iberian Studies

Minor: Social Welfare

GPA 3.4/4.0, Dean's List

CROSS-CULTURAL EXPERIENCE

Centro Hispano Juventud Program, Madison, WI

Tutor and English Teacher, September 2005 - Present

- Mentor and build positive relationships with Latino middle school students
- Gain insights into issues and challenges facing Latino adolescents
- Guide students in their decision making and problem solving

Colegio de Santiago and for private families, Santiago, Chile

Freelance Tutor, June - August 2005

- Taught English to international high school students
- Retained as private tutor by families due to strong skills and dedication
- Tutored clients individually with wide range of learning abilities, requiring creativity and organizational skills

Council on International Educational Exchange, Santiago, Chile

Academic Year Abroad GPA 3.7/4.0, September 2004 - August 2005

- Fluent in Spanish, proficient in Portuguese
- Increased knowledge of Chilean historical, political, economic, and social issues

Extensive Independent Travel

Chile, Argentina, Bolivia, Paraguay, Brazil, Peru, September 2004 - August 2005

- Enhanced understanding of cultural differences and increased language skills
- Adapted quickly to diverse cultures and managed day-to-day activities

COMMUNITY SERVICE

Rape Crisis Center, Madison, WI

Crisis Phone Line Volunteer, January 2006 - Present

- Completed over 60 hours of training on crisis intervention and sexual assault issues
- Responded to calls by providing support, counseling, and referrals

United Neighborhood Centers, Madison, WI

Free Meal Program Volunteer, September 2003 - Present

- Established positive and supportive relationships with community members
- Collaborated with volunteers to plan, prepare, and serve meals

ADDITIONAL EMPLOYMENT

Server, Sunroom Cafe: Madison, WI, August 2005 - Present

Room Monitor, Information Labs: University of Wisconsin-Madison, August 2003 - May 2005

Assembly Line Worker, Witco Companies: Spencer, IA, Summers 2003, 2004

Tailor Resume for a Particular Country

❖ Resumes, CV's and Cover Letters

- Resume style and information vary depending on country. Many include age, parents names, marital status, children, etc.
- Some countries prefer one page simple resume, others multi-page curriculum vitae
- If applying to companies in-country, should be translated and in local format
- Consult GOINGGLOBAL and www.eurograduate.com for samples that are tailored to specific countries

Personal Statement

This year, I am conducting research for my honors thesis, which examines the implications policies of incorporation, representation, and minority citizenship pose for Muslim communities in the UK and Israel. This research has taken me to the UK and Israel where I have conducted interviews and developed relationships with international scholars.

In Fall 2005, I studied in London through UW-Madison's Academic Program. This experience enabled me to examine my home culture through the lens of another, a fascinating endeavor both personally and analytically.

Interviewing: No-Brainer Questions

"Traditional Questions"

- Tell me about yourself.
Provide an overview of your academic and professional experiences.
- Why are you interested in this job/industry?
What do you hope to get out of this program?
- Why should we hire you?
Why are you a strong candidate for admission?
- What is your greatest strength/weakness?
What skills will you contribute in the classroom? In your research?
- What questions do you have for me?
What do you want to know about our program, faculty, and research?

Behavioral Interview Questions

Let Your International Experiences Shine!

- Describe a time when you needed to function effectively under ambiguous circumstances.
- Give me an example of a time when you set a goal and were able to meet or achieve it.
- Describe a time when you had difficulty communicating an important point.

Behavioral Interview Questions

Let Your International Experiences Shine!

Describe a time you when you were faced with a stressful situation that demonstrated your coping skills.

Give us an example of your ability to work with diverse groups.

Prepare for Interviews Abroad

(as compared to the U.S.)

- Interviews vary by country
- Lateness may not be a problem
- The interviewer may do the bulk of the talking
- Making eye contact—especially with people of a higher status—may be perceived as disrespectful
- Age, race, sex, and/or marital status may be issues in the interview. Males may be expected to dominate interactions with females, and younger people may be expected to show deference to their elders
- The interview may feature indirect questions about your competency and your experience

Interviewing Abroad (cont.)

- You may be considered boastful or too individualistic if you cite your accomplishments and skills
- Jobs may be assigned by the government/family. You may be viewed as disloyal if you question your role in company. Companies may assign work and expect individuals to accept whatever is available
- Employer expects a long-term commitment from employees; consequently, you're not expected to be immediately competent in your job
- Questions about strengths & weaknesses, leadership style, and problem-solving abilities may be considered an invasion of privacy
- Researching an organization in advance could be perceived as showing too much initiative & independence
- You may be considered rude or forward if you ask employer where company is in the interview process and when you can expect to hear back

Action Plan

L&S Career Services

- 205 Middleton Building, 608.262.3921, Issaa.wisc.edu/careers
- Services for L&S Students and Alumni (1 year out)
 - One-on-One Career Counselling Appointments
 - Resume and Cover Letter 48-Hour Critique Service
 - Drop-in Advising (no appointment needed)
 - Career Fairs and Events, mock interview day, etiquette dinner
- Resources for All Students
 - eRecruiting (internship, job listings, on-campus interviews)
 - GOINGGLOBAL
 - Working Internationally Workshop
 - Career Resource Library and Website

Resources to Get You Going!

- Comprehensive lists of print and online reference resources are available at International Academic Programs, L&S Career Services and other campus career centers
- Following slides are a snapshot of some of these resources

Resources to Get You Going (cont.)

- GO Global! The International Careers Website (coordinated by Global Studies, UW-Madison) Go Global! Is an interactive website dedicated to assisting students who wish to gain international or internationally-related employment after graduation from UW-Madison
go.global.wisc.edu
- Wisconsin Alumni Association (WAA) has links to international alumni chapters which affords you the chance to network with alums who are overseas: uwalumni.com

Resources to Get You Going (cont.)

- U.S. Department of State
<http://www.state.gov/>
- Riley Guide International Job Opportunities
<http://www.rileyguide.com/internat.html>
- Eurograduate.Com: European Job Search
<http://www.eurograduate.com/>
- How to Acquire a Visa to Work in the Nation You Want to Work
<http://www.embpage.org>
- Idealist
<http://www.idealist.org>
- French Ministry of Education Teaching Assistantships
<http://www.frenchculture.org/spip.php?article396>
- North American Language and Culture Assistants in Spain
http://www.mec.es/sgci/usa/en/programs/us_assistants/default.shtml
- The Council on International Educational Exchange
<http://www.ciee.org/>

Food for Thought, In Sum!

- The most effective job search method is still **Networking!**
 - Build your contacts list; Conduct informational interviews; Always ask "Is there anyone else you know, who I should talk to?"
- Set realistic goals for your job search...review and re-adjust accordingly
- Use a calendar system to schedule follow ups, phone calls or appointments
- Manage your contact information effectively
- Develop a support system, it won't happen overnight
- Follow up with every lead on time...and always send Thank Yous
- Keep a balanced perspective...plan time for fun too