



# IBIP 2011

International Business Immersion Program

## Europe

Hit the real world running



**“Firm, Supply Chain, and Industry Dynamics  
within the Chinese Agri-Food Sector”**

Sponsored by:

University of Illinois College of Agricultural, Consumer and Environmental Sciences  
University of Illinois College of Business

and

Center for International Business Education and Research

As well as generous support from corporate and private sponsors





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# Syllabus

## University of Illinois at Urbana-Champaign International Business Immersion Program Europe 2011

ACE 436/BADM 436  
Spring 2011

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## **PROGRAM DESCRIPTION**

The International Business Immersion Program (IBIP) selects premier undergraduate students to work in high-performance, interdisciplinary teams to explore the structure and challenges of the global agriculture and food industry.

The primary goal of the program is to prepare the next generation of globally literate entrepreneurial leaders to identify and respond to challenges associated with business operations in the global marketplace. While IBIP is housed in the College of Agriculture, Consumer and Environmental Sciences and is cross-listed in the College of Business Administration, its students are selected from diverse backgrounds, majors and interests.

The program combines an on-campus preparatory course each spring, culminating in an international experiential study tour that allows students to interact with industry professionals and witness the scope of the agriculture and food industry first-hand. Since 2001, the International Business Immersion Program has been refining exceptional young leaders through research, networking and experience to prepare them to hit the real world running.

## **COURSE FORMAT**

The International Business Immersion Program to Europe consists of three inseparable components:

1. A preparatory course held during Spring 2011. This course will focus on three main topics. First, we will study European consumers' and farmers' preferences and culture. Second, we will analyze the challenges that multinational companies face in Europe in terms of the regulatory and institutional environment. Third, we will discuss food safety in the supply chain.
2. A 14-day immersion study tour (May 14-28), where participants interact with company executives of national and multinational firms, with farmers, regulators, expats, and consumers.
3. A public, on-campus presentation and video screening of the group's research finding during the Fall 2011 semester.

## OUR SPONSORS

The course is being offered jointly by University of Illinois College of Agriculture, Consumer, and Environmental Sciences (ACES) and College of Business (COB) with financial and administrative support provided by Archer Daniels Midland (ADM), Bunge, Monsanto, Caterpillar, Roberts Experiential Education Fund, Illinois Center for International Business Education and Research (CIBER), International Programs and Studies (IPS), COB Office of Study Abroad and ACES Offices of Academic Programs, and ACES Global Connect.

## COURSE MATERIALS

The case studies that will be used in this class can be purchased through the HBS Publishing website: <http://cb.hbsp.harvard.edu/>

Other readings, assignments, and information can be found on the course's Compass website.

Additional information can be found on the IBIP website: <http://www.ibip.illinois.edu>

A library website for our class has links to useful research tools: <http://uiuc.libguides.com/>

## EVALUATION OF COURSE PERFORMANCE

(1) Individual case assignments (5 cases: 20 points each)	100 points
(2) Cultural blog	20 points
(3) Group contract	20 points
(4) Group case assignment and presentation	20 points
(5) Video-taped interview	10 points
(6) Written research report	210 points
(7) Presentations (Research report: 50; research question analysis: 50)	100 points
(8) Company description	20 points
(9) Group blogs	50 points
(10) Participation	120 points
(11) Reflection paper	20 points
(12) Video	210 points
(13) Magazine article	100 points

**Total**

**1,000 points**

### Attendance policy

You are entitled to one unexcused absence. Nevertheless, you are responsible for turning in your assignments on time. The unexcused absence cannot be used on the risk management session, on the field trips, or on the presentations sessions, which are mandatory. If you have to miss more sessions, email ahead of time justifying your absence. For each unjustified absence, there will be a 20-point deduction.

### Peer group evaluation

One of the goals of this class is to replicate how work in the real world takes place. Therefore, working in a group is an important component of the IBIP experience. We do acknowledge that effort level across group members can vary and will adjust grades from group projects accordingly. Please distribute 100 points among the members of your group (including yourself), based on the contribution of each of the members to the particular group project. We will distribute forms that allow you to submit group grades separately for each of the following group projects: written research report, research question presentation, magazine article, and video project. The group evaluations are due by email to Meredith the day after the deadline for each of the aforementioned group projects.

### Participation

The participation grade is based on behavior and performance inside of the classroom, during our field trips, and on the study tour. This includes –but is not limited to– being on time, being alert during presentations, and asking our guest speakers and hosts insightful questions.



# ASSIGNMENTS

## Individual case write-ups and assignments

There will be 5 individual case write-ups. These should be single-spaced in 12-point font and have a length limit of 2 pages. Respond to the questions based on the information that is contained in the case study. A description of each case assignment follows. Six cases are listed because one of them will be a group case (you do not need to hand in an individual case write-up on the day that your group analyzes a case).

## Cultural blog

We will team you up with another class member and distribute your assignment on the first lecture. You will have to blog about your experience.

## Group contract

Write a “contract” that will guide your group work. The last page of the contract should contain the signatures of all the group members indicating that you all agree. You should include at least the following items in your contract:

- Team goals (for example, what grade you want to work for)
- Meeting process (agenda, timeline)
- Quality of work (be explicit about what is good enough)
- Communication process (i.e. how long is too long to respond email?)
- Decision making process (How are you going to come to decisions? Leader or consensus decision making model? What if there is a tie?)
- Ground rules with consequences (they have to include penalties in case that the rules are not observed, each group is responsible for enforcing these penalties)
- Signature of the entire team

## Group case write-up and presentation

There will be one group case write-up. You will not need to hand in an individual case write-up for the case that your group will analyze. Answer all the questions that are listed. In addition, update the case study, researching what the company that is described in the study and its competitors (and if relevant providers and customers) have done since the case study was written. Prepare a 15-minute powerpoint presentation.

## Group research project (written report)

It's your first day on your dream job in the agribusiness company that you've always wanted to work for (and which of course you will visit during the IBIP). Your new boss explains your first assignment: “We are thinking of introducing product/service xxx in the near future. We still have not decided whether we should first introduce it in the United States or in Europe. We need your international business expertise to perform an analysis of the factors that we will have to take into account to be successful in both markets, so that we can decide whether we should go ahead in Europe or in the United States. It would be very helpful if you could analyze current and potential competitors, describe the supply chain, explain relevant regulations and laws, characterize consumers and what matters to them, and discuss risks that we have to take into account. After you have handed in this comparative analysis and have presented your findings, we would like you to choose one of the critical factors that you identified and describe it in greater depth. We expect another presentation in front of colleagues and the executives of the company.”

## Group Research Presentations

### 1) Research Project Presentation

Prepare a 10-minute long presentation with Power Point slides. The slides are due 24 hours before the presentation (email them to Meredith Blumthal). The dress code for the presentation is business formal. Each group member has to present. The last slide of the presentation should be the proposal for three issues that you identified which you would like to research in greater depth. Each of the topics should be worded as a question. The topic does not need to be framed in terms of the product or service that you were analyzing. For example, when analyzing probiotic yoghurt, you might find that dairy subsidies and health consciousness are important issues.

### 2) Research Question Presentation

Develop a 5-minute long Power Point presentation on the question that you chose previously, based on research in greater depth. The last slide of the presentation should be about questions that you plan to ask in your interviews on the study trip. Email the slides to Meredith Blumthal 24 hours before the presentation and please bring three hard copies of your slides to class. The dress code for the presentation is business formal.

## **Resume**

We need your resume so that we can send it to the companies that sponsor us and to the companies that we will visit. It is in your own interest to have the best possible CV. Have your resume reviewed at a career center if you have not already done so. You can either go to the Campus Career Center <http://www.careercenter.uiuc.edu/services/resume.asp> to ACES Career Services <http://www.careercenter.uiuc.edu/services/seume.asp>, to ACES Career Services <http://www.aces.uiuc.edu/Careers>, to Business Career Services <http://www.business.uiuc.edu/bcs/index.html>, or to Engineering Career Services <http://engineering.illinois.edu/ecs>.

## **Short biography**

Write a paragraph with 3-4 sentences that describes yourself and your interests to our international hosts. It should be brief and tailored to the audience. You may want to include, for example, where you grew up, a bit about your academic/professional interests/experience and/or your interest in issues related to the European Union. You don't need to include your major or year as that will be on a separate line.

## **Video-taped interview**

This assignment serves four objectives:

- a. Provides each group the opportunity to interview someone else about their topic and to analyze and evaluate this person's perspectives on your topic
- b. Familiarizes your group with the video equipment and editing video using Apple iMovie
- c. Provides material for your group research and final video projects
- d. Educates others in the class on key issues in your topic area

## **Company description**

Gather information about one of the companies/institutions that we will visit, prepare a 1-page handout and be prepared to talk about the company on the bus. You will be responsible of guiding the conversation at the visit and for filling in if there are any silences. The company description will be published in the student journal that each of you will obtain when we depart to Europe. You should include the most important facts for the company. For publicly traded companies, you can access databases from the Business and Economics library, which we will discuss in class. For private companies, you can contact the companies directly to obtain information. Your company description should at least include information on its products/services, its size, and geographic scope. Companies will be assigned as soon as we have a definite study tour schedule.

## **Blogs**

Each group will be assigned specific days of the trip for which the group members are responsible for writing a blog entry of the day's activities. The written blog and accompanying photos must be provided to Jennifer Kazaitis by the end of the following day. Blogs will be published daily on line so that family, friends, and companies can follow along with the study tour. These blogs also help to reflect on each day's activities during the busy itinerary, to synthesize important observations during the day, and to highlight the contributions of our hosts and sponsors.

## **Daily blog outline**

The daily blog entry should consist of approximately one page of web text per day, plus one or two relevant photographs illustrating the day's activities. The blog entries should be in narrative form, use proper English, and take into account that several of our hosts read them. The entries should generally include the following elements:

- a. What is the day and date for the entry?
- b. Where did we go?
- c. When or in what sequence did we go to each event?
- d. With whom did we meet
- e. What were the 3-5 most interesting things we learned?
- f. Who sponsored meals or other activities for our group?

## **Reflection paper and video**

During the study tour, you will complete at least two personal journal entries each day, included in the daily note binder that will be distributed before we depart. After the immersion study tour in Europe is completed, you are each required to write a reflection paper evaluating the impact of the program on your person growth and academic development. This reflection paper should be approximately 2-pages long (double-spaced) and include the most significant things you learned (about 3 major insights) and the potential impact of the experience on your academic development, your personal development, and your career goals. The purpose of the daily journal entries is to record important insights over the course of the tour for later reference, to provide observations for daily blog entries, and to help you record observations for your reflection paper and your final project assignment. In addition to the written reflection, we will make a video of your reflection during the fall semester.

## **Rating of visits**

At the end of the study tour, you will receive an email with a link to SurveyMonkey. Please follow the link and fill out the survey about each of the visits, so that we can improve the program in the future.

## **Video**

During the fall semester, you will develop a 3-5 minute long video, similar to an infomercial, telling a story that addresses your research question. The first step is to write and hand in a draft script using an outline format and a storyboard (which will be handed out). The second step is to present your storyboard to the class using a Power Point presentation of maximum 10 minutes and to participate in the critique of other groups' storyboards. The third step is to work on your video using the material from the study tour and complementing it with other material that you consider necessary to tell your story. The fourth step is to hand in a 3-5 minute long video, complete with music, voice-over narration and free of technical errors. The final step is a professional presentation of your video in front of University authorities, recruiters, and representatives from the companies that sponsor the IBIP. This presentation will take place the evening of the ACES Career Fair. The videos will be distributed to the companies that we visited. The exact timeline will be distributed at the beginning of the fall semester.

## **Magazine article**

During the fall semester, you will develop a magazine/trade journal article. This article should follow your video closely. You should write it for the general audience. The article should be 5-7 pages long at 1.5" spacing. It should include section headings, sub-headings, and references. Please document references using the author-date or Harvard Style in the text. Please reference and cite information from personal interviews and presentations. See the reference style guide on the class website for specific examples. The final copy should be ready for publication.

## CLASS SESSIONS AND ASSIGNMENTS

Class	Date	Topic	Read	Due
1	1/18	Introduction		List 3 products/serv.
2	1/25	Industry analysis in a global context	-Ruth's Chris -Distance Still Matters	-Ruth's Chris case -Cultural blog
3	2/1	European Union Agricultural Policy and Trade: Guest lecture by Prof. Robert Thompson	-Common Agricultural Policy and the Future of French Farming -European newspapers	-Ag. policy case -Newspaper write-up
4	2/8	International marketing	- Unilever's Butter-Beater case	-Unilever case -Group contract
5	2/15	European Union: Institutions and Culture. Guest lecture by Prof. Laura Hastings	-European Union in the 21 <sup>st</sup> Century -EU website	-EU case -EU website news -CV & bio
6	2/22	A comparative perspective on food safety <b>Room 22 ACES Library</b>	European Food Safety Authority case	-Food safety case
	2/25	St. Louis field trip		<b>Business formal dresscode</b>
7	3/1	A comparative perspective on environmental & ethical & antitrust practices	EU Recycling Platform Corruption in Germany	-EU Recycling case -Corruption case
8	3/8	Etiquette <b>Heritage Room ACES Library</b>	Professionalism in France Professionalism in German-speaking countries	<b>Business formal dresscode</b>
9	3/15	Retail and labor in the EU	-Wal-Mart in Europe	-Wal-Mart case
	3/22	Spring break		
10	3/29	Risk management, interviewing techniques		-Draft of research paper
11	4/5	Animal care and welfare in the EU. Guest lecture: Margarethe Hoenig	- Cage-Free Egg Movement case	-Chicken cage case
12	4/12	Research project presentation		-Research project report -Research project presentation
13	4/19	Corporate social responsibility	McDonald's Sustainable Supply Chain case	-McDonald's case Video-taped interview
14	4/26	IMovie training		
15	5/3	Research question presentation		-Research question presentation -Company description
	5/14 5/28	Study tour		Blogs
	6/12			Reflection paper
	Fall	TBA		Final presentation

# ST. LOUIS AGRIBUSINESS IMMERSION

Friday, February 25, 2011

*Hosted by:*

Bunge North America and Monsanto Company

## Friday, February 25, 2011

- 5:35 am Meet at ACES Library Circle Drive
- 5:45 am Departure
- 8:45 am **Monsanto Company**  
800 N. Lindbergh Blvd.  
St. Louis, MO 63167
- 9:00 am Breeding and Agronomics Tour  
Tour Guides: Tom Hoogheem, Dan Holman, Rich Schumacher
- 10:30 am Welcome  
Tami Craig Schilling, Director of Technology Communications
- 10:40 am University Relations Overview  
Clarisse Okpaleke
- 11:00 am Intellectual Property and Global Business Overview  
Nancy Vosnidou
- 11:30 am Q & A Session
- 11:45 am Monsanto Vegetable Seed Overview  
Frans Lekkerkerker
- 12:15 pm Q & A Session
- 12:30 pm Lunch
- 1:30 pm Depart Monsanto
- 2:00 pm **Bunge North America, Inc.**  
11701 Borman Drive  
St. Louis, MO 63146  
Contact: Lindsey N. Carlie (Rapp), Human Resources Manager
- 2:00 pm Bunge Overview and Communications Overview  
Deb Seidel, Director, Communications
- 2:45 pm Marketing Overview  
Bill McCullough, Director, Marketing  
Lindsay Ruhlin, Marketing Specialist
- 3:30 pm Sales Overview  
Tom Coover, Vice President, Sales and Marketing, Oils
- 4:15 pm Transportation Overview  
Darrell Wallace, Vice President, Transportation  
Mark Chambers, Director, Transportation Operations

# DECATUR AGRIBUSINESS IMMERSION

Friday, April 29th, 2011

*Hosted by:*

ADM

## Friday, April 29, 2011

- 12:00 pm Meet at ACES Library Circle Drive
- 12:15 pm Departure
- 1:15pm **ADM**  
4666 Faries Parkway  
Decatur, IL 62526  
Phone: 800-637-5843  
217-424-5200
- 1:20 pm Tour of Facilities
- 2:30 pm ADM Overview  
Sam Hoerr
- 2:45 pm Jeff Pfalzgraf – Operations Manager Cocoa America
- 3:15 pm Duane Holz – General Manager North American Oils & Fats
- 3:45 pm Parry Dixon – Director, Economic Research
- 4:15 pm Networking Reception  
Corporate Cafeteria Conference Rooms
- 4:45 pm Final Remarks and Departure

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

## Saturday, May 14: UI/ACES Commencement

- 11:30 am Meet at ACES Library Circle Dr.  
2:30 pm Chicago Group – Meet at Chicago O’Hare Airport  
5:00 pm American Airlines AA088

## Sunday, May 15: Arrival in Europe

- 8:15 am Group arrives Brussels, Belgium (BRU)  
10:00 am Breakfast and check-in Irish College  
12:00 pm Walking tour of Leuven and free time  
6:00 pm Dinner at the Irish College

Accommodations: **The Louvain Institute for Ireland in Europe (Irish College)**  
Jansenusstraat 1  
3000 Leuven, Belgium  
Tel: 32-16-31 04 30; Fax: 32-16-31 04 31  
<http://www.louvaininstitute.com/index.asp>

## Monday, May 16: Leuven, Belgium

- 7:30 am Breakfast  
8:00 am Depart Leuven  
9:30 am **Lindeman’s Brewery Tour**  
Lenniksebaan 1479, B-1602 Vlezenbeek  
Tel: +32 (0)2 569 03 90; Fax +32 (0)2 569 05 10  
<http://www.lindemans.be>  
Contact: Geert Lindeman and Lien Pleck  
12:00 pm Lunch at Molensteen in Gaasbeek  
<http://www.molensteen.be/>  
1:15 pm **Waterhof Dairy, Gasbeek**  
Hosts: Koen Van der Meulen and Els de Troch  
Email: [waterhof@scarlet.be](mailto:waterhof@scarlet.be)  
<http://www.waterhofgaasbeek.be>  
2:30 pm Return to Leuven  
3:30 pm Lecture in Leuven  
5:00 pm Dinner and Free time on your own  
Overnight: Leuven

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

## Tuesday, May 17: Belgium

- 7:30 am Breakfast
- 8:00 am Load bus and depart
- 9:00 am DelHaize Retail stores
- 12:15 pm Lunch
- 1:00 pm Departure to CP Halle
- 2:00 pm Arrive at CP Halle- Welcome  
**Kraft Foods, Cote d'Or Chocolate Plant**  
Host: Philippe Houssemand  
Assoc. Director R&D Chocolate
- Western Europe Cluster**  
(Halle, Bern, Lorrach, Blundenz, Strasbourg)  
Tel: +49 7621 414 7232  
Mobile: +49 162 240 7232  
Fax: +49 7621 414 8 7232  
Email: phoussemand@krafteurope.com
- 3:00 pm Plant Tour
- 5:00 pm **Cote d'Or Museum**
- 6:00 pm Wrap Up
- 7:00 pm Dinner on your own in Leuven

## Wednesday, May 18: Belgium

- 7:30 am Breakfast
- 8:00 am Load Bus
- 9:30 am **McDonald's Belgium** (40km)  
Host: An-Sofie Hendrickx, Supply Chain Consultant  
Paolino Miranda, Director of Operations  
Chaussée de Louvain 2  
1410 Waterloo, Belgium
- Kristel Muls, Communications Lead  
De Kleetlaan 12A  
1831 Diegem, Belgium  
Tel: +32 2 716 0 480  
Email: Kristel.muls@bel.mcd.com
- 11:45 am Lunch at McDonald's
- 1:00 pm Depart for Brussels



# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

2:30 pm      **EU Agricultural-Food Policy/Economics Presentations**  
Club de Warande  
Zinnerstraat 1  
B-1000 Brussels, Belgium  
Panel Discussion on the Future of European Agriculture  
Maurice House, Minister-Counselor for Agricultural Affairs, US  
Mission to the EU  
Email: Maurice.House@fas.usda.gov

Thierry de l'ESCAILLE (confirmed)  
Secrétaire Général - CEO  
ELO  
European Landowners' Organization - ASBL  
Rue de Trèves 67  
B-1040 Bruxelles  
Tel: +32 (0)2 234 30 00  
Email: sg@elo.org  
<http://www.elo.org>

4:00 pm      Biofuels & The European Union  
Unit H4(Bioenergy, Biomass, Forestry and Climate change)  
DG Agriculture and Rural Development  
European Commission  
Andreas Pilzecker  
Email: Andreas.PILZECKER@ec.europa.eu

6:00 pm      **Reception: Friends and Alumni of the University of Illinois**  
Hosted by Baron Piet van Waeyenberge  
Club de Warande  
Zinnerstraat 1  
B-1000 Brussels, Belgium

8:30 pm      Students board bus to Leuven

## Thursday, May 19: Belgium

7:30 am      Breakfast

8:00 am      Depart for Mechelen Fruit and Vegetable Auction  
Mechelsesteenweg 120  
Sint-Katelijne-Waver  
<http://www.mechelseveilingen.be/EN/index.asp>

12:00 pm      Lunch

1:30 pm      Free time

7:00 pm      Depart for Leuven, Dinner on your own

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

## Friday, May 20: Amsterdam

- 7:00 am Breakfast
- 7:30 am Load Bus and Depart for Amsterdam
- 11:30 am **Adm. Cocoa B.V. (250km)**  
1541LJ Koog aan de Zaan  
Stationsstraat 76  
Netherlands  
Tel: 756464646
- Hosts: Chris Beetge  
Ad Grinwis - Logistics coordinator
- 11:30 am Visit a bean warehouse on the way to the facility.  
Lunch at the facility  
Product development, process & sustainability presentations  
Factory tour, external view only.
- 5:00 pm Dinner and evening in Leiden on your own.
- Overnight: Leiden, NL
- Accommodations: **Tulip Inn Leiderdorp (42km)**  
Persant Snoepweg 2  
2353 KA Leiderdorp  
Tel: +31 71 58 99 302  
Fax: +31 71 54 15 669  
Email: [info@tulipinnleiderdorp.nl](mailto:info@tulipinnleiderdorp.nl)  
<http://www.tulipinnleiderdorp.nl>

## Saturday, May 21: Leiden/Amsterdam

- 7:30 am Breakfast
- 8:30 am Presentation "Local for Local, Tulip Inn Leiden"
- Host: Engelic Beenen  
P.O. Box 70  
6720 AB Bennekom  
The Netherlands  
Tel: 06 - 22 90 91 92  
Email: [engelic@hollanddoor.nl](mailto:engelic@hollanddoor.nl),  
<http://www.hollanddoor.nl>
- 9:30 am Board Bus
- 10:00 am Cooperation of Wind Energy at the Anna Windmill
- 11:30 am Visit and presentation Landmark (local for local market)
- 12:00 pm Lunch at Landmark

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

1:30 pm Canal tour Reder Lovers  
2:30 pm Free visit in Amsterdam  
6:00 pm Return to hotel for dinner  
7:00 pm Dinner at hotel  
Overnight: Leiden, NL

## Sunday, May 22: Depart for Bonn, Germany (315 km)

8:00 am Breakfast  
9:00 am Depart for Bonn, Germany  
12:00 pm Visit and lunch at “Bubenheimer Spieleland”: Agricultural Diversification farm  
*<http://www.bubenheimer-spieleland.de>*  
5:00 pm BBQ with University of Bonn Students  
  
Accommodations: **Hotel Europa (67.2km)**  
Thomas-Mann-Str. 7-9  
53111 Bonn  
Tel: 0049 228 6088-0  
Fax: 0049 228 6088-199

## Monday, May 23: Bonn & Tonisvorst (109 km)

7:30 am Breakfast  
8:30 am Depart  
10:00 am **METRO GROUP Future Store**  
Hohenhofe 21, 47918 Tonisvorst  
Tel: +49 (2151) 6500 450  
Moblie: +49 (151) 58224516  
12:00 pm Lunch enroute  
3:00 pm Fair Trade Labeling Organization

## Tuesday, May 24: Duisburg, Germany (106 km)

7:15 am Breakfast  
8:00 am Board Bus  
9:30 am **Esca Foods/OSI, Germany**  
Esca Food Solutions GmbH  
Hochstr. 175  
D-47228 Duisburg  
Tel: +49 (0)2065 6904 24

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

- 10:00 am      Arrival and introductions  
Group 1 and 2 OSI/Esca Foods
- 10:30 am      Product tasting Group 1 and 2
- 11:00 am      Introduction to OSI Group 1  
Plant Tour Group 2
- 12:00 pm      Introduction to OSI Group 2  
Plant Tour Group 1
- 12:15 pm      Lunch break
- 1:00 pm        Transfer to FSB Fresh Start Bakeries
- 2:10 pm        Transfer to HAVI Logistics
- 3:30 pm        Cutting and Evaluation with McD Evaluation Sheets
- 4:00 pm        Wrap-up
- 4:30 pm        Depart for Einbeck
- Overnight:    Einbeck, Germany

Accommodations    **Hotel Panorama**  
Mozartstrasse 2-6  
37574 Einbeck  
Tel: +49 (0) 55 61 93 77 0  
*<http://www.panorama-einbeck.de>*

## Wednesday, May 27: Einbeck, Germany

- 9:00 am        **KWS MAIS GmbH**  
Einbeck - Germany  
Host: Rüdiger Strohm  
Tel: +49 (0)172-242-7699  
Email: R.Strohm@kws.com
- 4:00 pm        Depart for Bonn
- Overnight:    Bonn, Germany

## Thursday, May 26: Mannheim, Germany

- 6:00 am        Breakfast
- 6:45 am        Depart Bonn
- 9:00 am        John Deere Werke Mannheim  
Zweigniederlassung der Deere & Company  
John Deere Strasse 90, 68163 Mannheim  
Tel: +49 621 829 1101

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

Fax: +49 621 829 1155  
Email: CrewsUte@JohnDeere.com  
Meet tour guide at JDWM, gate 1  
Welcome and factory video at John Deere Forum

- 9:30 am Factory Tour
- 11:30 am Q&A session with John Deere Management at John Deere Forum video room Moscow
- 12:30 pm Lunch  
Host: Ute Crewes, Controlling
- 1:30 pm Depart for BASF
- 2:00 pm **BASF Plant Science Company GmbH**  
BPS BME - Li444, Speyerer Straße 2,  
67117 Limburgerhof, Germany  
Meeting room: Li432, Filmhaus
- 2:15 pm Welcome Anne van Gastel
- 2:30 pm Presentation "BASF Agriculture" - Sven-Oliver Jungklaus
- 3:00 pm Presentation "Biotechnology" - Andy Beadle
- 3:30 pm Presentation "Crop Protection" - Jens Lerchl (APR/HE)
- 4:00 pm Coffee break
- 4:30 pm Guided tour BASF Agricultural Center - Jens Lerchl
- 6:00 pm Depart for Mannheim
- 6:30 pm Dinner at PALM'S Pacific Lounge Mannheim Anne van Gastel, Andy Beadle, Sven-Oliver Jungklaus, Tina Wagner

**BASF Plant Science Company GmbH**  
BPS BME - Li444, Speyerer Straße 2,  
67117 Limburgerhof, Germany  
Tel: +49 (0)621 60-27807; Fax: +49 (0)621 60-28292  
<http://www.basf.com/group/corporate/en/products-and-industries/biotechnology/plant-biotechnology/index>

Hosts: Anne van Gastel, Vice President [anne.van-gastel@basf.com](mailto:anne.van-gastel@basf.com)  
Andrew Beadle, Project Manager [andrew.beadle@basf.com](mailto:andrew.beadle@basf.com)  
Sven-Oliver Jungklaus, Business Development Manager - Business Management Europe  
Email: [sven-oliver.jungklaus@basf.com](mailto:sven-oliver.jungklaus@basf.com)  
<http://www.basf.com/group/corporate/en>

Accommodations: **Best Western**  
Pasadenaallee 4  
67059 Ludwigshafen, Germany  
Tel: +49 0621 5951-0  
<http://www.hotel-ludwigshafen.bestwestern.de/>

# EUROPE STUDY TOUR IBIP ITINERARY

May 2011

## Friday, May 27: Mannheim/Heidleberg, Germany

- 7:00 am Breakfast
- 8:30 am **Depart for Bunge**  
Bunge Deutschland GmbH / Bunge Austria GmbH  
Host: Susan Paradiso  
Human Resources Manager  
Bonadiesstrasse 3-5  
D-68169 Mannheim  
Tel: + 49 621 3704 192  
Fax: + 49 621 3704 66192  
Mobile: + 49 172 6162896  
Email: susan.paradiso@bunge.com
- 9:00 am Visit Biofuels plant, Andreas Vogt - Industrial Director, Bunge  
Marcus Piffer - Production Supervisor MBE, biofuels
- 10:15 am Presentation of project (fire and new preparation building)  
Andreas Vogt - Industrial Director, Bunge OPD Germany & Austria
- 10:45 am Presentation of refining process  
Moritz Lücke - Dpt Plant Production Manager
- 11:15 am Presentation about the Market (Commercial-Trade)  
Alan Medina - Senior Trader Depart for Bunge, Mannheim
- 12:00 pm Lunch with Bunge
- 1:30 pm Heidelberg free afternoon
- Overnight Ludwigshafen, Germany

## Saturday, May 28: Travel to the US

- 8:00 am Breakfast
- 9:30 am Load bus
- 10:00 am Depart for Frankfurt
- 11:30 am Arrive Frankfurt International Airport
- 2:30 pm **Depart Frankfurt American Airlines AA6581**
- 3:15 pm Arrive London, United Kingdom - terminal 5
- 5:15 pm Depart London, American Airlines AA091
- 8:10 CST **Arrive Chicago O'Hare Airport 8:10 pm**
- Depart on chartered shuttle to Champaign

# International Business Immersion Program

## Europe 2011 Instructors

### **M. Andrea Martens**

Assistant Professor  
International Business  
Immersion Program  
University of Illinois at  
Urbana-Champaign  
431 Mumford Hall,  
1301 W Gregory Drive  
Urbana, IL 61801, USA  
Tel: +1-217-333-0208  
amartens@illinois.edu



Andrea Martens is an Assistant Professor in International Agribusiness at the Department of Agricultural and Consumer Economics and an Assistant Professor in Strategy at the Business School at the University of Illinois at Urbana-Champaign. She has a Ph.D. in Business and Public Policy from the Haas School of Business of the University of California at Berkeley. She also holds a M. A. in Economics with a concentration in industrial organization and law and economics from the University of California at Berkeley, and a B.S. in Economics and a B.A. in Business from the Pontificia Universidad Catolica de Chile. She has management consulting experience in McKinsey & Company's Brazil-Argentina-Chile office. Her international experience includes living in Germany, France, Spain, Indonesia, and Chile.

### **Meredith Blumthal**

Program Coordinator  
International Business  
Immersion Program  
University of Illinois at  
Urbana-Champaign  
310A Mumford Hall,  
1301 W. Gregory Drive  
Urbana, IL 61801, USA  
Tel: +1-217-244-4796  
mblumtha@illinois.edu



Meredith Blumthal is the Program Coordinator for the Department of Agricultural & Consumer Economics and ACES Office of International Programs. She has a M.S. in Horticulture and Agricultural & Consumer Economics from the University of Illinois. Before coming to the ACE Dept. Meredith worked for the College of ACES as a Greenhouse Specialist in Agriculture and as a commercial greenhouse grower. Meredith studied abroad at Wageningen University in the Netherlands as an undergraduate and conducted field research in Ecuador on the cut flower industry as part of her thesis research in ACE. Meredith is a 2003 Alumnus of the IBIP New Zealand Program.

### **Lynnea Johnson**

Associate Director  
Center for International  
Business Education &  
Research  
430 Wohlers Hall  
1206 S Sixth  
Champaign, IL 61820  
(217) 333-8335  
lsjohnso@illinois.edu



Lynnea Johnson is the Associate Director of the Illinois Center for International Business Education and Research (CIBER.) She has a M.Ed in Higher and Continuing Education and a B.A. in Spanish from the University of Illinois at Urbana-Champaign. Before coming to the college of business for CIBER, Lynnea worked the college of engineering for 10 years offering continuing education programs. She studied abroad in Costa Rica and has organized international business immersion programs to China, Brazil and India.

# International Business Immersion Program

## Participant Profiles and Biographies

**Marisa Cabrera**  
cabrera4@illinois.edu



Marisa was born and raised in Chicago, Illinois and considers herself a devoted Chicago Bulls fan. As a teller for a community bank and working towards a major in Accounting, Marisa has gained an interest in private accounting and hopes to become a leader in the field. After graduation, she will continue her studies by obtaining a Masters in Accounting and hopefully earn her CPA. Marisa anticipates a deeper understanding of European business processes and the links between U.S. and European industries by participating in the IBIP 2011 program.

**Adam Cross**  
cross14@illinois.edu



Adam grew up in rural Emden, Illinois. He studies Agriculture and Consumer Economics with a concentration in Marketing and Management. He comes from an agricultural family which has sparked his interest in the agriculture world. After graduating, Adam hopes to start taking over his father's farm. By going on this trip, he hopes to learn about the ag industry in Europe.

**Kyle Deininger**  
deining1@illinois.edu



Hailing from the flat lands of Plainfield, Illinois, Kyle Deininger is a Sophomore in the College of Business majoring in Supply Chain Management and Marketing. Heavily involved on campus with the Speech team and his business fraternity, AKPsi, Kyle spends many of his days passionately working on enhancing his college experience. After going abroad this summer, he will move to Seattle, WA to work in Procurement and Contracting for Boeing and he plans to continue to pursue a career in Supply Chain Management.

**Jennifer Kazaitis**  
kazaiti1@illinois.edu



Jennifer grew up in Palos Park, Illinois. As a Management major with a concentration in International Business, she takes great interest in issues involving food quality around the world. Her experiences studying abroad have sparked a passion for international trade regulations and product safety. Jennifer hopes that this trip will allow her to develop the knowledge needed to further understand differences between the United States and the European Union.

**Kelly Labrash**  
labrash1@illinois.edu



Kelly grew up in Clarendon Hills, Illinois. She attends the University of Illinois and studies ACE Agribusiness Markets and Management. Because of her experiences serving food and speaking in church, she has developed a deep interest in food and communications. After graduation, she wants to work for a food manufacturer in the marketing sector. Kelly hopes that this trip will allow her to develop the knowledge needed to understand differences in the marketing of agricultural products between the United States and Europe.



# International Business Immersion Program

## Participant Profiles and Biographies

**Yangyang Li**  
yli95@illinois.edu



Yangyang grew up in Shenzhen, China. She is now studying in University of Illinois with the major of Agricultural and Consumer Economics. Her internship at State Farm gave her a valuable experience to investigate into the field of personal investment, which strengthened her mind to become a financial planner after graduation. Yangyang hopes that the IBIP trip will allow her to develop necessary knowledge to understand differences between the United States and Europe and gain more insights of business.

**Sharon Liu**  
sharon.yx.liu@gmail.com



Sharon was born and raised in Singapore, until her interest in diverse cultures led to her decision of pursuing a different college experience in the United States. She is fluent in Mandarin Chinese, understands Fujian dialect, and is learning Korean in college. Having a passion in dance and music, she hopes to one day continue her interest at leisure. She majors in Accountancy and Finance, and hopes to enter the field of Forensic Accounting in the future.

**Sierra McCray**  
smccra3@illinois.edu



Sierra grew up Matteson, Illinois. She is majoring in Agricultural & Biological Engineering with a concentration in Food & Bioprocess Engineering. Her experiences at Navistar International and various positions at the University of Illinois, have sparked a deep interest in holistic comprehension of consumer goods industries. After graduation, she wants to work for a company assisting them with optimizing productivity, while maintaining quality and affordability of product. Sierra hopes that this trip will allow her to develop the expertise needed to understand differences between the United States and Europe.

**Heidi Mun**  
mun1@illinois.edu



Heidi grew up in Seoul, South Korea for most of her childhood. She went to Korea Kent Foreign School in Seoul. She began to have interest in international business as she made friends from many different countries and continents. After graduation, she wants to work abroad as a CPA or consultant.

**Jordan Newell**  
newell4@illinois.edu



Jordan grew up on a working family farm outside of Williamsfield, Illinois. His experiences in the area of personal agricultural finance have sparked a deep interest in the much broader realm of international finance and economics. After graduation, he wants to work in the field of agricultural finance; more specifically, in the area of corporate financial planning. Jordan hopes that this trip will give him a more accurate view of the world of finance, as well as develop his understanding of the international business climate.

# International Business Immersion Program

## Participant Profiles and Biographies

**Megan Palecek**  
palecek1@illinois.edu



Megan grew up in Wadsworth, Illinois. Her experiences at Solo Cup Company have led her to an interest in learning more specifics about expanding to international markets. After graduation, she hopes to work for an agricultural company and utilize a combined knowledge of both accounting and international business in her job. Megan hopes this trip will allow her to gain more knowledge on the fundamentals of business in Europe.

**Preston Powell**  
powell10@illinois.edu



Preston grew up in Alexis, Illinois. His major is Business with a major in Finance. He hopes that this trip will allow him to develop the knowledge needed to understand differences between the United States and Europe. After graduation, Preston wants to work for a company assisting them with financial planning as well as money management.

**Sophie Roney**  
ronney1@illinois.edu



Sophie Roney is from Champaign, Illinois. She is a sophomore in the College of Business at the University of Illinois. She has studied abroad in Israel and plans to go to Vienna, Austria in the fall 2011. She is majoring in Supply Chain Management and is excited to learn about the supply chain industry in Europe this May.

**Naveed Shah**  
nnshah3@illinois.edu



Naveed Shah is currently a Junior in the College of Business pursuing a Bachelor of Science in International Business. Upon completion of his BS degree, he plans on pursuing a Bachelor of Arts in Communication and Culture. His goal is to study the behavior and motivations multinational corporations have in today's growing market and also to study the multiple cultures that reside across the globe. He hopes to further develop his understanding of the cultures that reside in those foreign markets and work to ensure that multinational corporations today globalize in an ethical manner. Furthermore, he is an active participant of the International Business Immersion Program researching and comparing the recycling and packaging industry of the United States and the European Union.

# International Business Immersion Program

## Participant Profiles and Biographies

### **Ariela Shaoul**

shaoul2@illinois.edu



Ariela grew up in Highland Park, Illinois and is an Agricultural and Consumer Economics major with a concentration in Consumer Economics and Finance. She is interested in a wide range of business activities related to international business. As a sophomore, she is certain the IBIP experience will narrow her interests and provide her with more specific career ambitions related to international marketing and the financing of global enterprises.

### **Christopher Skopec**

skopec1@illinois.edu



Christopher is from Worth, Illinois. He is an Eagle Scout with a passion for helping others. After graduation, his goal is to work for a company that assists people in investing for their retirement. Christopher hopes this trip will allow him to develop greater personal skills and a better understanding of the complex relationship between the United States and European Union.

### **Elizabeth Steger**

steger1@illinois.edu



Elizabeth was born and raised in Central Illinois, specifically the city of Pekin. Her deep interest in business grew from her experience working at her family owned furniture business opened by her great-grandfather 73 years ago. Following graduation, Elizabeth hopes to work for a company gaining more experience possibly in the insurance or financial planning industry. She is looking forward to better understanding the international food retail industry after participating in the program.

### **Shelley Sternard**

sternar1@illinois.edu



Shelley grew up in Clarendon Hills, Illinois, a western suburb of Chicago. Her two trips to Europe have sparked an interest in international affairs. After testing her French skills by taking classes and living in France for a month this past summer, Shelley has decided she would like to live and work in another country at some point in her life. Shelley hopes that this trip will allow her to better understand how the European Union works together.

### **Maria Szocinska**

szocins1@illinois.edu



Maria Szocinska grew up in Kornowo, Poland. She moved to United States in May of 2006 and now lives in Plainfield, IL. Maria pursues education in International Business and Supply Management and she is very excited to explore the business side of agriculture in Europe.

# International Business Immersion Program

## Participant Profiles and Biographies

### **Adam Tallcott**

tallcot2@illinois.edu



Adam is an Agriculture and Consumer Economics major with a concentration in Markets and Management who grew up outside Mendon, Illinois. His experiences on his family farm and with Monsanto have instilled in him a deep interest in the management side of agricultural business. After graduation, he wants to get an MBA and work for an agricultural company, serving in a managerial role in the area of production or manufacturing.

### **Liwei Wang**

wang126@illinois.edu



Liwei Wang grew up in Shenzhen, China. Her internship in BDO have solidified her interest in audit accounting. After graduation, she wants to work for a company in the audit service line. Liwei hopes that this trip will assist her in gaining an international perspective concerning agribusiness during the time stayed in several European countries.

### **Ross Wilken**

wilken2@illinois.edu



Ross grew up in Danforth, Illinois. His experiences growing up on a family farm have sparked a deep interest in agriculture. After graduation, he wants to work for himself on a farm right outside of Danforth, IL. Ross hopes that this trip will allow him to develop a global perspective on agriculture through the European Union.

### **Alexandra Wright**

wright14@illinois.edu



Alex is from Putnam, IL in central Illinois. Her study abroad experience to Australia last spring has developed an interest in international affairs. Upon graduation, Alex would like to work for a marketing firm or in the marketing depart of a firm with hopes of working internationally as well. Alex hopes that this trip will improve her knowledge of the European culture, business practices, and agriculture industry.

### **Adam Yala**

yala1@illinois.edu



Adam was raised in Barrington, Illinois. His interests in the food industry led him to study agribusiness. He hopes to pursue a career in accountancy after leaving college. Adam looks forward to experiencing the culture and business practices of Europe.

# International Business Immersion Program

## Participants at a Glance

	<b>Name</b>	<b>College</b>	<b>Major</b>	<b>Graduation</b>	<b>Email</b>
1.	Marisa Cabrera	Business	Accountancy	May 2012	cabrera4@illinois.edu
2.	Adam Cross	ACES	Agribusiness	May 2013	cross14@illinois.edu
3.	Kyle Deininger	ACES	Supply Chain	May 2013	deining1@illinois.edu
4.	Jennifer Kazaitis	Business	Int. Business	May 2012	kazaiti1@illinois.edu
5.	Kelly LaBrash	ACES	Agribusiness	May 2013	labrash1@illinois.edu
6.	Yangyang Li	ACES	Financial Planning	May 2013	yli95@illinois.edu
7.	Sharon Liu	Business	Accountancy	May 2012	sharon.yx.liu@gmail.com
8.	Sierra McCray	Engineering	Biological Eng.	May 2012	smccra3@illinois.edu
9.	Heidi Mun	Business	Accountancy	May 2012	mun1@illinois.edu
10.	Jordan Newell	ACES	Ag. Finance	May 2013	newell4@illinois.edu
11.	Megan Palecek	ACES	Agri-Accounting	May 2012	palecek1@illinois.edu
12.	Preston Powell	Business	Finance	May 2013	powell10@illinois.edu
13.	Sophie Roney	Business	Supply Chain	May 2013	roney1@illinois.edu
14.	Naveed Shah	Business	Int. Business	Dec 2012	nnshah3@illinois.edu
15.	Ariela Shaoul	ACES	Con. Econ. Fin.	May 2013	shaoul2@illinois.edu
16.	Christopher Skopec	ACES	Ag. Finance	May 2012	skopec1@illinois.edu
17.	Elizabeth Steger	ACES	Ag. Finance	May 2012	steger1@illinois.edu
18.	Shelley Sternerd	Business	Int. Business	May 2013	sternar1@illinois.edu
19.	Maria Szocinska	Business	BADM	May 2014	szocins1@illinois.edu
20.	Adam Tallcott	ACES	Agribusiness	May 2013	tallcot2@illinois.edu
21.	Liwei Wang	Business	Accountancy	May 2012	wang126@illinois.edu
22.	Ross Wilken	ACES	TSM	May 2013	wilken2@illinois.edu
23.	Alexandra Wright	Business	Int. Business	May 2012	wright14@illinois.edu
24.	Adam Yala	ACES	Agri-Accounting	May 2012	yala1@illinois.edu

# International Business Immersion Program

2011 Participant Résumés

**Marisa Cabrera**  
cabrera4@illinois.edu  
773-642-0867

**Current Address**  
512 South Third Street  
Champaign, IL 61820

**Permanent Address**  
1165 West 19<sup>th</sup> Place  
Chicago, IL 60608

**EDUCATION**      **University of Illinois at Urbana-Champaign** Expected Graduation: May 2012  
Bachelor of Science in Accounting  
Major - Accounting  
GPA: 3.32/4.00

**EXPERIENCE**      **Freestar Bank**      Champaign, IL  
*Teller*      October 2009 - Present

- Handle, maintain and balance cash drawer on a daily basis
- Provide excellent customer service; resolve customers' concerns by answering or referring financial questions to correct supervisors
- Ensure that regulatory requirements, such as the Anti-Money Laundering and Bank Secrecy Acts are adhered to (by interacting with upper management to maintain confidentiality of clients' accounts)
- Receive and process transactions accurately and efficiently in accordance with established policies and procedures

**Target Corporation**      Chicago, IL  
*Executive Intern*      Summer 2010

- Maximized daily sales and profits by motivating team to accomplish daily tasks including, maintaining store cleanliness, safety, and overall store appearance
- Ensured that brand reputation was met by effectively communicating with peers
- Assisted in leading a store project that fostered engagement through quality team recognition

**Carl's Pizza**      Chicago, IL  
*Cashier*      August 2007-February 2008

- Greeted and received orders and requests from customers
- Responsible for store management, filing and store inventory
- Organized public events

**ACTIVITIES**      Wesley Evening Food Pantry, *Volunteer*  
S.O.A.R., *Weekly Volunteer*

**SKILLS**      Proficient with Microsoft Word, Excel, PowerPoint, INSIGHT Teller, and Premier Navigator  
Experience with Firefox, Safari, Internet Explorer, Capital IQ, and Microsoft Access

# International Business Immersion Program

2011 Participant Résumés

## Adam Cross

cross14@illinois.edu

217-871-1003

### Current Address

58 East Gregory drive  
Champaign, Illinois 61820

### Permanent Address

23732 Logan Road  
Emden, Illinois 62635

**EDUCATION**     **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013  
Bachelor of Science in Management  
Major - Agribusiness Marketing & Management

**EXPERIENCE**     **Cross Farms**     Emden, IL  
*Farm Equipment Operator*     2005-Present

- Assisted in the grain farming operation, including field preparation and planting, and harvesting of corn, soybean, and wheat crops
- Maintained and prepared equipment for field operations
- Transported crops to various elevators and on-site storage facilities

**Self-Employment**     Emden, IL  
*Cattleman, Beekeeper, and Lawn Care Maintenance*     2005-Present

- Purchased and maintained a small cattle herd for resale at market
- Established and maintained an apiary, including feeding bees, harvesting and marketing of honey product, and winterization and maintenance of hives
- Operated a lawn care business serving local customers

**Sheley Trucking**     Lincoln, IL  
*Grounds Maintenance and Warehouse Assistant*     Summer 2009, 2010

- Managed grounds for multiple warehouse and office facilities
- Assisted with various duties in multiple warehouse facilities, including operating forklift, moving and preparing shipments, and warehouse maintenance

**AWARDS**

NFIB Young Entrepreneur Award Recipient: 2009 and 2010  
National FFA Association Scholarship Recipient: 2009  
Lincoln/Logan County Chamber of Commerce Scholarship Recipient: 2009 and 2010  
University of Illinois College of ACES Scholarships, including Obernagel Scholarship, Tomlin Scholarship, and Allan & Glorinda Mueller Scholarship: 2009 and 2010  
Illinois Sheriff's Association Scholarship Recipient: 2009  
John and Winnie Behrends Memorial Scholarship Recipient: 2009 and 2010

**ACTIVITIES**

Alpha Gamma Rho fraternity  
Sigma Alpha Lambda leadership and honors organization  
Ducks Unlimited  
Heart of Illinois Beekeepers' Association  
Illinois State Rifle Association  
Riverside Rod & Gun Club volunteer  
Musician for area funerals and benefits

# International Business Immersion Program

2011 Participant Résumés

**Kyle Deininger**  
deining1@illinois.edu  
815-768-6157

**Current Address**  
3031 Nugent Hall  
207 E. Gregory Drive  
Champaign, IL 61820

**Permanent Address**  
25846 Meadowland Circle  
Plainfield, IL 60585

**EDUCATION**     **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013  
Bachelor of Science in Supply Chain Management  
Bachelor of Science in Marketing  
GPA: 3.36/4.00

**EXPERIENCE**     **Plainfield North Speech Team**     Plainfield, IL  
*Coach*     September 2009 - Present

- Supervised team practices by working with competitors to develop understanding and ability
- Conducted three day camps to prepare members for upcoming season to receive novice members
- Mentored members throughout season to become Regional Champions and finalists in State Series

*Judge*

- Assisted in execution of first annual Plainfield North Invitational tournament, host to over 30 teams
- Evaluated and critiqued competitors during tournaments to promote fairness and competition

**Robert Bosch LLC**     Chicago, IL  
*Job Shadow*     January 2010

- Gained insight into international market by analyzing annual sales figures throughout supply chain
- Observed range of production processes through factory tour, from assembly line to finished product

**ACTIVITIES**     University of Illinois Speech Team, *Varsity Captain*  
Alpha Kappa Psi – Professional Business Fraternity,  
*Public Relations and Epsilonian Chair*  
Project Future, *Co-Founder, Director of Curriculum*

**HONORS AND AWARDS**     Academic Scholarship, Illinois Farm Bureau  
Ernst & Young’s “Your World, Your Vision” Case Competition, Second Place  
New Initiate Speaker, Information Night, Alpha Kappa Psi



# International Business Immersion Program

2011 Participant Résumés

## Jennifer A. Kazaitis

jkazaitis@gmail.com  
708-408-6715

### Current Address

1004 S. Second St  
Champaign, IL 61820

### Permanent Address

12562 Suffield Drive  
Palos Park, IL 60464

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2012

Bachelor of Science in Management

Major - International Business

Minor - Spanish

GPA: 3.21/4.00

*Center for International Business Education and Research (CIBER) Global Business Culture Certificate Program*

### **ACES in Sierra Leone, Sierra Leone**

Winter 2011

- Researched the oil palm value chain and made recommendations for improvement

### **Universidad de Deusto, Bilbao, Spain**

Summer 2010

- Studied advanced Spanish grammar and Spain's history in regards to their entrance into the European Union

### **International Business Immersion Program, China**

Summer 2010

- Studied and compared the fast food industry in China and the United States

**EXPERIENCE**      **Walsroder Packaging, LLC**

Willowbrook, IL

*Summer Intern*

Summer 2006 - Present

- Compile inventory reports for further auditing in anticipation of company merge
- Monitor inventory while transferring information to a different database
- Write safety procedures and company policies in preparation for ISO-9001 certification
- Gather information on various products to maintain MSDS books

### **University of Illinois, Henry Administration Building**

Urbana, IL

*Student Worker*

February 2009- May 2010

- Maintained student refunds and payment backup records for three college campuses

**ACTIVITIES**      Alpha Xi Delta Women's Fraternity, *Financial Vice-President, Intramural Chair*

Phi Eta Sigma Freshmen Honors Society, *Philanthropy Committee*

Relay For Life, *Team Captain*

Business Diversity Leadership Conference, *Participant*

**SKILLS**      Studied Conversational and Written Spanish for 7 years, Proficient with Microsoft Office, Mac OS, Solomon Accounting Software, Oracle, SQL, Visual Basic, and HTML

# International Business Immersion Program

2011 Participant Résumés

## Kelly C. LaBrash

labrash1@illinois.edu  
630-532-0412

### Current Address

706 S. Mathews Avenue  
Urbana, IL 61801

### Permanent Address

58 Golf Avenue  
Clarendon Hills, IL 60514

**EDUCATION**     **University of Illinois at Urbana-Champaign**     Expected Graduation: May 2013  
Bachelor of Science in Markets and Management  
Major – ACE Agribusiness  
GPA: 3.06/4.00

**EPSY 490 – Developments in Educational Psychology**     Spring 2010

*Panhellenic Recruitment Counselor Trainee*

- Studied principles and ethics of counseling potential new Panhellenic sorority members
- Studied the Panhellenic and Interfraternal history and community

**EXPERIENCE**     **Aeropostale**     Oak Brook, IL  
*Sales Associate*     December 2009-Present

- Walked around store straightening up anything that was out of place, greeting customers, and helping customers have an overall positive shopping experience
- Rung Customer up at the cash register

**Community Consolidated School District 181**     Burr Ridge, IL  
*Summer Help*     Summer 2010

- Packed offices and classrooms for office employees and teachers
- Moved classroom and office materials that were packed
- Performed data entry and office work

**Washington Square Retirement Community**     Hinsdale, IL  
*Wait/Kitchen Staff*     April 2007-May 2009

- Prepared appetizers and meals for residents
- Served meals to residents
- Cleaned kitchen or dining room depending on position that was assigned

**ACTIVITIES**     Alpha Omicron Pi Women's Fraternity  
*Assistant Keeper of the Ritual, Atius Chair, Standards Committee Chair*  
Panhellenic Council, *Recruitment Counselor*  
Greek Intersivity

**SKILLS**     Studied and practiced communication in church, Proficient with Microsoft Office

# International Business Immersion Program

2011 Participant Résumés

## Yangyang Li

yli95@illinois.edu

217-979-3565

### Current Address

909 S Fifth St, Room 1225  
Champaign, IL61820

### Permanent Address

No. 202 Building, Room 1001  
Wanke E Coast, Yantian District  
Shenzhen, China 518000

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2013  
Bachelor of Science in Management  
Major - Agricultural and Consumer Economics  
Concentration - Financial Planning  
GPA: 3.82/4.00  
• James Scholar Student, Dean's List Student

**EXPERIENCE**      **State Farm Insurance Mike Ying's Agent**      Champaign, IL  
*Intern*      Winter 2010 - Present  
• Prepare quote and monitor clients' files and office database  
• Doing sales services such as late payment, returned mail and modification of insurance policy

**Shenzhen Development Bank**      Shenzhen, China  
*Summer Intern*      Summer 2009  
• Conduct market feasibility study; test geographic locations for real estate development projects  
• Estimate developers' profit margin, forecast their cash flow, thus determine the risk level

**ACTIVITIES**      AIESEC United States, *National Manager for China-US Partnership*  
ACES James Scholar Media Team, *Representative*  
ACES Student Council, *Member*  
Illinois Leadership Conference, *Participant*

**SKILLS**      English(Fluent), Chinese(Native), Cantonese(Fluent), Proficient with Microsoft Office, Mac OS, Adobe Photoshop, Adobe Acrobat, Flash, 3D Studio Max, Visual Basic, and HTML

# International Business Immersion Program

2011 Participant Résumés

## Sharon Liu

sharon.yx.liu@gmail.com  
812-606-4330

### Current Address

1005 W. Stoughton St. Apt. 310  
Urbana, IL 61801

### Permanent Address

20 Kew Heights  
Singapore 466330

- EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2012  
Bachelor of Science in Accountancy, Bachelor of Science in Finance  
Major - Accountancy and Finance  
GPA: 3.92/4.00  
*Edmund J. James Scholar Honors Program*      2009 – Present  
*College of Business Dean's List*      Fall 2008, Spring 2009, Fall 2009, Spring 2010, Fall 2010
- EXPERIENCE**      **University of Illinois, College of Business**      Urbana-Champaign, IL  
*Research Assistant*      September 2010 - Present
- Research in Content Analysis to examine the role of IT in various business functions and in global sustainability
  - Independent learning of Content Analysis software, WordSmith, to process raw data, and extract and quantify information from various sources
- Ministry of Transport**      Singapore  
*Corporate Communications Intern*      May 2010 - July 2010
- Consolidated a simple yet comprehensive website user guide for corporate use
  - Handled IT and content-related issues in tandem with the launch of a revamped corporate website and Facebook page
  - Monitored daily media for all air, sea, land transport-related news, and summarized news into an organized report
- University of Illinois, College of Business**      Urbana-Champaign, IL  
*Peer Tutor*      September 2009 – May 2010
- Volunteered two to three hours weekly to tutor walk-in students within the College of Business in Economics and Math
- Ngee Ann Primary School**      Singapore  
*Teaching Assistant*      January 2008 - May 2008
- Aided about 50 departmental heads and subject teachers in their preparation of class and exam materials
  - Maintained class or group discipline on off-campus excursions
  - Taught classes of about 40 students when teachers were on medical leave
- ACTIVITIES**      Beta Alpha Psi Business Honors Society, *Active Member*  
Singapore Students Association, *Events Director*  
Deloitte Maximum Impact: Champaign, *Volunteer*  
1<sup>st</sup> Sleeman Leadership Institute, *Participant*  
Margolis Market Information Lab Software Proficiencies Certificate (Basic), Fall 2010
- SKILLS**      Studied Conversational and Written Mandarin Chinese for 15 years, Studying Conversational and Written Korean for 1 year, Proficient with Microsoft Office, Windows OS, Conversant in Mac OS, HTML, SQL, Visual Basic, and Adobe Photoshop, Additional coursework in Microeconomics, Macroeconomics, Statistics, Management, and MIS

# International Business Immersion Program

2011 Participant Résumés

**Sierra McCray**  
Spm1206@gmail.com  
708-724-5726

## Current Address

1901 N. Lincoln Ave #220  
Urbana, IL. 61801

## Permanent Address

4301 Oakwood Lane  
Matteson, IL. 60443

- EDUCATION**     **University of Illinois at Urbana-Champaign**     Expected Graduation: May 2012  
Bachelor of Science in Engineering  
Major – Agricultural & Biological Engineering  
Concentration: Food & Bioprocess Engineering  
GPA: 2.8/4.00
- IPENG in Taiwan & Hong Kong**     Winter 2008
- Visited research and industrial facilities and made recommendations for electronic prototype improvement
- EXPERIENCE**     **Office of Minority Student Affairs, U of Illinois Urbana-Champaign**     August 2010-present  
*Graduate Counselor*
- Facilitate the academic, social, & professional transition to college of 25-30 first year students
  - Increase student retention by support & provision of campus resources
- US Army-Construction Eng. Research Lab (CERL), Interstate Research Park, Champaign. IL.**  
*Research Intern*     May 2010-August 2010
- Test/analyze swelling super absorbent lipophilic polymers in non-polar solutions
  - Analyze absorption effectiveness of solutions on weapon platforms and metal surfaces
- Chemical Life Sciences, Chemistry Annex, University of Illinois Urbana-Champaign**  
*Teaching Assistant*     August 2009-Dec. 2009
- Teach general chemistry lab experiments and techniques to 2 classes of 30 students
  - Supervise student handling and disposal of chemicals, glassware, and lab instruments
- Regenerative Tissue Engineering, Institute of Genomic Biology, U of Illinois Urbana-Champaign**  
*Undergraduate Researcher(Intel Fellowship)*     May 2009-August 2009
- Produced polymer hydrogels to be tested for mechanics, toughness, and stress capacity
  - Quantify the number of crosslinkers in gels at different concentrations of acrylamides
  - Analyze and organize data in Excel spreadsheets and charts
- Navistar Truck & Engine Corporation, Engine Emission & Compliance, Melrose Park, IL.**  
*Intern*     June 2008-August 2008
- Research trends of engine emission constituents in fluctuating traffic flow
  - Document and organize presence of NOx, HC, ozone, and particulate matter
  - Interpret data and present findings in chart and powerpoint to co-workers
- College of Engineering, University of Illinois Urbana-Champaign**  
*Upperclassmen Mentor*     August 2008-Dec. 2008
- Support and provide guidance or service academically and pre-professionally
- ACTIVITIES**     National Organization for Black Chemists and Chemical Engineers, *President*  
National Society of Black Engineers, *Public Relations Chair*  
American Society of Agricultural & Biological Engineers, *ACES council representative*
- SKILLS**     Proficient with Microsoft Office

# International Business Immersion Program

2011 Participant Résumés

## Heidi H. Mun

Heidim89@gmail.com  
517-944-0516

### Current Address

605 South 5<sup>th</sup> St., #8  
Champaign, IL 61820

### Permanent Address

667 East Shannon St.  
Chandler, AZ 85225

### EDUCATION

#### University of Illinois at Urbana-Champaign

Bachelor of Science in Accountancy      Expected Graduation: May 2012  
Master in Accounting Science      Expected Graduation: May 2013  
Overall GPA: 3.49/4.00      Dean's List, Fall 2009

### EXPERIENCE

#### Ernst & Young LLP

*Job Shadow Program Participant*

Chicago, IL

January 2010

- Shadowed professionals to learn about roles of accountants in an assurance service line
- Developed networking skills by interacting with professional accountants

#### Cheon-Shim International Academy Camp

*Teaching Assistant*

Seoul, South Korea

July 2009 – August 2009

- Instructed 50 students in English daily through personal interaction, classroom learning and outdoor activities
- Created a program, "Letters to Teacher" to encourage students to write letters in English to Canadian teachers
- Improved effective communication skills through interacting with other Teaching Assistants

#### Munhwa Broadcasting Corporation

*Job Shadow at Sports Department*

Seoul, South Korea

August 2009

- Observed producers during interviews, program productions and editing
- Selected background music for "Sports Magazine" show

#### University Housing – Florida Avenue Residence Hall

*Cashier*

Urbana, IL  
September 2008 – December 2008

- Maintained supplies by monitoring quantities and replenishing inventories
- Assisted with various tasks such as washing dishes, cleaning tables, and refilling condiments, napkins, and cereal
- Managed admittance to dining hall by checking I-Card, charging meals and answering questions

### ACTIVITIES

Beta Alpha Psi, *Secretary*

Asian American Cultural Center Advisory Committee, *Student Representative*

Minority Business Students Association, *Mentor*

Volunteer Illini Projects, Inc., *Coordinator*

### SKILLS

Fluent in Korean, Proficient with Microsoft Office, Microsoft Excel, and Microsoft PowerPoint, elementary level for SQL and Visual Basic

# International Business Immersion Program

2011 Participant Résumés

## Jordan J. Newell

newell4@illinois.edu  
309-251-9760

### Current Address

58 E Gregory Dr  
Champaign, IL 61820

### Permanent Address

2147 Knox Rd 900 N  
Williamsfield IL 60464

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2013

Bachelor of Science in Management  
Major - Agricultural Finance  
Minor - International Business  
GPA: 3.44/4.00

**EXPERIENCE**      **Newell Brothers Farms**      Williamsfield, IL  
Assistant Manager      Summer 2005 - Present

- Managed a 20 acre test plot comprised of 36 different corn varieties that grossed over \$15,000
- Communicated marketing and storage details with grain elevator managers
- Operated agricultural implements needed for cultivating, planting, harvesting, and transporting
- Directed the work of three paid employees on a day-to-day basis
- Procured various materials required to construct new grain and equipment storage facilities

**Newell Show Pigs**      Williamsfield, IL  
Student Worker      February 2005-Present

- Created a website to better promote my livestock and expand my reach to new customers
- Made managerial decisions about genetics and breeding while negotiating prices with genetics suppliers
- Oversaw the feeding regiment of 60+ show pigs and 20 sows over the course of the show season
- Organized and executed the planning and construction of a new facility

**ACTIVITIES**      Alpha Gamma Rho Fraternity - Website Administration Chairman  
ACES Student Council - New Student Welcom Chairman and Organizer  
Agricultural and Consumer Economics Club - Member  
I Pride Athletic Association - Member

**HONORS**      Jonathon Baldwin Turner Scholar, James Scholar, Illinois State Scholar, National Honor Society member, Recipient of the AFA National Scholarship, Recipient of the Bill Collins Scholarship (AgriBank)

**SKILLS**      Proficient with all areas of Microsoft Office and Macintosh iWork, Mac OS, Windows Vista, Public Speaking, Efficiencies

# International Business Immersion Program

2011 Participant Résumés

**Megan N. Palecek**  
Megnpal827@gmail.com  
847-212-9205

## Current Address

207 E. John Street, Apt. 205  
Champaign, IL 61820

## Permanent Address

14218 W. Walden Lane  
Wadsworth, IL 60083

**EDUCATION** **University of Illinois at Urbana-Champaign** Expected Graduation: May 2012  
Major- Agriculture and Consumer Economics  
Concentration- Accountancy  
GPA: 3.45/4.00  
**Deans List Fall 2008.**

**EXPERIENCE** **Solo Cup Company** Lake Forest, IL  
*Operational Accounting Intern* Summer 2010

- Helped integrate inventory and manufacturing processes for newly-acquired Solo Cup plant.
- Assisted with fixed asset conversions for company plants.
- Assisted Cost Accounting Department with month-end close responsibilities.
- Contributed to company project awarded the **2010 Red Jersey Award**.
- Worked with QAD and Oracle systems.

**Plato's Closet** Libertyville, IL  
*Shift Manager* April 2007 to August 2009

- Hired as sales associate, promoted to buyer (1/08) and key holder (12/09).
- Duties included customer service and sales, designing clothing displays, general store organization, and opening and closing of store.

**MyCollegeStorage** Champaign, IL  
*Sales Associate* September 2010 to November 2010

- Helped implement newly created sales plan to increase storage customers
- Assisted with marketing projects to spread awareness about company services offered.

## ACTIVITIES

Alpha Xi Delta Women's Fraternity September 2008 to Present

- Assistant House Manager (2009)

Alpha Lambda Delta Honor Society April 2008 to Present

Phi Eta Sigma Honor Society March 2009 to Present

Pre-Vet Club September 2008 to August 2009

- Volunteer at Pre-Veterinary Symposium (2009)

**REFERENCES** Available upon request.



# International Business Immersion Program

2011 Participant Résumés

## Preston C. Powell

powell10@illinois.edu  
309-337-4522

### Current Address

58 East Gregory Drive  
Champaign, IL 61820

### Permanent Address

402 West Hunt Avenue  
Alexis, IL 61412

**EDUCATION**     **University of Illinois at Urbana-Champaign**     Expected Graduation: May  
2013  
Bachelor of Science in Business  
Major - Finance  
GPA: 3.73/4.00

**EXPERIENCE**     **North Henderson Softball Association**     North Henderson, IL  
*Official Head Umpire*     Summer 2006 - Present

- Established and implemented an umpire schedule to improve the softball league by scheduling multiple games on the same night
- Directed, managed, and employed eight umpires to officiate ballgames
- Interpreted and clarified rules to over 40 teams

**County Market**     Monmouth, IL  
*Grocery Stocker*     May 2009- August 2009

- Organized items in the store to make it more efficient for consumers to purchase
- Assisted the store director with daily tasks

**Van Fleet Farms**     Alexis, IL  
*Farm Assistant*     June 2005- August 2008

- Aided a local farmer with bailing and unloading hay
- Herded and helped artificially inseminate over 100 cattle

**ACTIVITIES**     Alpha Gamma Rho Fraternity, *Vice President-Scholarship*  
Finance Club, *Active Member*  
Phi Eta Sigma Freshmen Honors Society, *Member*  
Alpha Lambda Delta Honor Fraternity, *Member*

**SKILLS**     Proficient with Microsoft Office, Microsoft Excel, and Microsoft PowerPoint

# International Business Immersion Program

2011 Participant Résumés

## Sophie Roney

roney1@illinois.edu  
217-649-5135

### Current Address

202 East Green St.  
Champaign, IL 61821

### Permanent Address

3306 South Vine St.  
Urbana, IL 61802

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2013  
College of Business  
Major – Supply Chain Management  
Cumulative GPA 3.31/4.0

### Global Studies in Israel

Winter 2010-2011

- Studied the cultural diversity and religious tension of the Middle East.

### EXPERIENCE

#### Red Marketing

Los Angeles, CA

*Summer Intern*

Summer 2010

- Research competitors and clients industry competitiveness
- Compiled Client information into marketing templates
- Participated in pitching to potential clients

#### Pia's Sports Bar and Grill

Champaign, IL

*Waitress*

August 2010- Present

### ACTIVITIES

Phi Beta Lambda Professional Business Fraternity  
Finance Club, *Public Relations Committee*

### SKILLS

Studied Conversational and Written Spanish for 5 years, Proficient with Microsoft Office, Mac OS, Visual Basic, and HTML

# International Business Immersion Program

2011 Participant Résumés

## Naveed Shah

naveedshah@sbcglobal.net  
630-414-5998

### Current Address

909 S Fifth St, 1058 Sherman Hall  
Champaign, IL 61820

### Permanent Address

1040 Heathrow Ct.  
Wheaton, IL 60189

**OBJECTIVE** To obtain a summer 2011 internship that utilizes leadership and communication skills in the management of an organization.

**EDUCATION** **University of Illinois at Urbana-Champaign** Expected Graduation: Dec 2012  
GPA: 3.53/4.00  
*Bachelor of Science in Management-International Business*  
*Bachelor of Arts in Communication and Culture*

**College of DuPage, Honors Program** June 2008 – May 2010  
GPA: 3.60/4.00  
*Associate of Arts with Honors Distinction*

**EXPERIENCE** **Department of Communication** Aug 2010 – Present  
*Student Worker* Champaign, IL

- Serve as first point of contact for students, assist them in answering questions and/or direct them to proper resource for correct information
- Manage staff contact information and office resources in an orderly manner
- Organize copies of handouts and PDFs for professors and teaching assistants

**Old Navy** June 2007 – Present  
*Customer Experience Associate* Wheaton, IL

- Lead the assembly of marketing displays at the front of the store according to company specifications
- Updated pricing and marketing signage storewide and assisted fellow associates with respective assignments if need be
- Inventoried new products with shipment team and worked with managerial staff to strategically set up displays

**ACTIVITIES** **College of DuPage Speech & Debate Team** Sept 2008 – May 2010  
*Team Captain*

- Managed and supervised weekly coaching sessions of 10 person team
- Formalized peer coaching sessions via writing and performance workshops
- Lead the team to the 2010 Illinois State Championship (Forensic Speech & Debate Competition)

**College of DuPage Student Leadership Council** Aug 2008 – May 2010  
*Council Member*

- Humanitarian Service Project
  - Packaged canned goods for local families in need of resources
- Toys for Tots
  - Implemented new strategy with colleague for the collection of funds and consequently doubled donations

**HONORS** Phi Sigma Theta National Honor Society  
Placed 3<sup>rd</sup> at State Championship in Duo Interpretation in Open Division  
Placed 5<sup>th</sup> at State Championship in Prose Interpretation in Novice Division

**SKILLS** Proficient in Microsoft Word, PowerPoint, Excel, Outlook, and Adobe

# International Business Immersion Program

2011 Participant Résumés

## Ariela Shaoul

shaoul2@illinois.edu  
847-370-4621

### Current Address

904 S. Third St.  
Champaign, IL 6182

### Permanent Address

1948 Old Briar Rd.  
Highland Park, IL 60035

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2013  
Bachelors of Science in Agricultural and Consumer Economics  
Concentration: Consumer Economics and Finance  
G.P.A: 3.52/4.00  
**Anna Belle Robinson Memorial & Sard Giles Scholarship**      2010-2011

- Awarded \$2,000 based on merit and in recognition of academic record.

**EXPERIENCE**      **Keshet Organization**      Northbrook, IL  
*Staff Facilitator*      Summer 2007, 2008, 2010

- Provided safe and stimulating environment for a child with special needs through the use of two primary therapeutic methods.
- Served as communication liaison between the three directors and child's parents.

**ACTIVITIES**      **Alpha Epsilon Phi Sorority**  
*Vice President of Finance*

- Utilized Excel and QuickBooks software to track house expenses.
- Constructed and managed budget of \$10,000 each semester incorporating events and activities.
- Worked with members of the executive board to guarantee adherence to monetary means.
- Implemented new and more efficient system for handling income from events.

**Chabad Center for Jewish Life**  
*New Member Recruiter/Fundraising Chair*

- Organized events such as Graduation Barbeque, Recruitment activities, and Annual Fundraiser.
- Ensured efficient operations between new members and executive board through daily communication via email and phone efforts.
- Monitored fundraising efforts as well as implemented new ones including various sales.

**SKILLS**      Proficient in English and Hebrew. Expert with Microsoft PowerPoint, Excel, Word and Access, basic experience using QuickBooks.

# International Business Immersion Program

2011 Participant Résumés

## Christopher S. Skopec

skopec1@illinois.edu  
708-612-2369

### Current Address

55 E. Healey St. Apt. 102  
Champaign, IL 61820

### Permanent Address

11148 S. Worth Ave.  
Worth, IL 60482

**EDUCATION**     **University of Illinois at Urbana-Champaign** Expected Graduation: May 2012  
Bachelor of Science in Agricultural Finance  
Major – Agricultural Finance

**EXPERIENCE**     **Kuck Family**     Champaign, IL  
*Family Assistant*     Fall 2010 - Present

- Help the family get ready for work and school in the mornings
- Designing and building work carts, shelving units, and organizers
- Performing necessary repairs in the home and around the property
- Maintaining the family's lawn, flower beds, and trees

**Boy Scouts of America, Chicago Area Council**     Twin Lake, MI  
*Aquatics Director*     Summer 2010

- Trained and managed a staff of nine waterfront instructors
- Directed the operation of the camp's sailing base, waterskiing, boating, swimming, and lifesaving programs
- Ensured a safe environment for Scouts to learn and that all national and state standards were met

**Boy Scouts of America, Chicago Area Council**     Twin Lake, MI  
*Sailing Director*     Summer 2009

- Designed and implemented a nationally accredited sailing program
- Managed the sailing base staff and performed daily safety checks

**Boy Scouts of America, Chicago Area Council**     Twin Lake, MI  
*Senior Aquatics Instructor*     Summer 2008

- Directed the Adventure Patrol program, providing instruction to over 80 scouts per week
- Scheduled classes and assigned necessary staff to ensure all teaching time was utilized efficiently

**ACTIVITIES**     Alpha Phi Omega National Service Fraternity, *Scouting Liaison, Service Committee Vice-Chair*  
Prairielands Council-Boy Scouts of America, *Aquatics Committee, Aquatics Program Chair*  
Chicago Area Council-Boy Scouts of America, *Aquatics Committee, Member*  
Illinois Sailing Club, *Boathouse Manager*  
University of Illinois Crew, *Team Member*

**SKILLS**     Proficient with Microsoft Office Suite, Mac OS, Adobe InDesign CS5, and Adobe Photoshop CS5, National Camp School Certified, Professional Rescuer CPR Certified

# International Business Immersion Program

2011 Participant Résumés

## Elizabeth A. Steger

steger1@illinois.edu  
309-840-1740

### Current Address

508 E. Armory Ave.  
Champaign, IL 61820

### Permanent Address

10 Cypress Point  
Pekin, IL 6155554

**EDUCATION**     **University of Illinois at Urbana-Champaign**     Expected Graduation: May 2012  
Bachelor of Science in Agriculture and Consumer Economics  
Major – Agriculture and Consumer Economics, Agri-Finance  
GPA: 3.40/4.00  
*Illinois Leadership Center-Leadership Certificate, Academy for Entrepreneurial Leadership-Certificate in Community Entrepreneurship*

**EXPERIENCE**     **Alpha Phi International Sorority-Beta Alpha Chapter**     September 2008-Present  
*Vice President of Finance (December 2009-January 2011)*     Champaign, IL

- Experience using QuickBooks and working with Simpson Accounting Service to manage chapter funds
- Maintain zero Accounts Receivable for the chapter's 200 members
- Planning and budgeting for over 30 positions

**Steger's Furniture**     December 2006 - Present  
*Accounting and Office Assistant*     Pekin, IL

- Responsibilities included: accounts payable, accounts receivable, customer service, scheduling services and deliveries
- Skilled in verbal and written communication plus strong quantitative and qualitative skills.
- Respected for personal qualities, including dependability, accuracy, efficiency, and curiosity
- Achieved working knowledge of computer software packages, Genesis, MS Excel, MS PowerPoint, and MS Word.

**Pekin Country Club**     Summer 2006-2009  
*Customer Service*     Pekin, IL

- Trained new employees by teaching them daily procedures and expectations
- Provided customer service by communicating with members in a professional and respectful manner
- Track daily sales totals and inventories in Pool Snack Bar

**ACTIVITIES**     Alpha Phi International Sorority, *VP Finance, Director of Campus Activities, Web-Tech*  
Order of Omega, *Public Relations Committee*  
American Heart Association, *Heart Ball Collegiate Planning Committee*  
Champaign County Unit #4 School District, *High School Math Tutor*  
Greek Homecoming Committee, *Parade Registration and Marketing Committee*

**SKILLS**     Proficient in MS Excel, MS PowerPoint, VBA, SQL, QuickBooks, Genesis Software

# International Business Immersion Program

2011 Participant Résumés

## Shelley A. Sternard

shelley.sternard@gmail.com  
630-981-4276

### Current Address

303 E. John Street  
Champaign, IL 61820

### Permanent Address

17 Indian Drive  
Clarendon Hills, IL 60514

<b>EDUCATION</b>	<b>University of Illinois at Urbana-Champaign</b> Bachelor of Science in Management Major – International Business & Marketing Minor – French GPA: 3.74/4.00	Expected Graduation: May 2013
	<b>Arles à la carte etc.</b> <ul style="list-style-type: none"><li>• Took an intensive French language course while in Arles, France. Lived with a host family and had daily language intensive lunches.</li></ul>	Summer 2010
<b>EXPERIENCE</b>	<b>Horizon Hobby, Inc.</b> <i>Job Shadow</i> <ul style="list-style-type: none"><li>• International Business Job Shadow.</li></ul>	Champaign, IL Winter 2010
	<b>Mid Iron Golf Course</b> <i>Golf Camp Instructor</i> <ul style="list-style-type: none"><li>• Aid in instruction of golf, swing, putting, and course etiquette to children in golf camp.</li></ul>	Lemont, IL Summer 2010
	<b>The Ceramic Attic, Paint Studio</b> <i>Employee</i> <ul style="list-style-type: none"><li>• Aid customers in pottery and paint selection.</li><li>• Run Children's birthday parties.</li><li>• Manage store frequently when the owner was out of town.</li></ul>	Clarendon Hills, IL Summer 2007-2009
<b>ACTIVITIES</b>	<b>Sigma Kappa Women's Fraternity, Theta Chapter</b> <i>Executive Vice President</i> <ul style="list-style-type: none"><li>• Create and manage Informal Chapter Programming.</li><li>• Parliamentarian during formal meetings.</li><li>• Update and Enforce the Code of Conduct.</li></ul> <i>Assistant Vice President of New Member Education</i> <ul style="list-style-type: none"><li>• Aid in educating new members about the sorority.</li><li>• Organize events for the welcoming of new members.</li></ul>	Champaign, IL Spring 2011 – Present  Fall 2010
	<b>TOMS UIUC</b> <i>Member</i> <ul style="list-style-type: none"><li>• Assist in organizing a local shoe drive and other various events we host throughout the year.</li></ul>	Champaign, IL Fall 2010 – Present
<b>SKILLS</b>	Studied Conversational and Written French for 7 years, Proficient with Microsoft Office, Mac OS, and Visual Basic	

# International Business Immersion Program

2011 Participant Résumés

## Maria Szocinska

Szocins1@illinois.edu  
708-668-8481

### Current Address

101 E Gregory  
Champaign, IL 60586

### Permanent Address

5462 Keystone Ct  
Plainfield, IL 60586

- EDUCATION**     **University of Illinois at Urbana-Champaign**     Expected Graduation: May 2014  
GPA: 3.86/4.00
- Loyola University Chicago**     Chicago, IL  
                  • Entrepreneurship Summer Program     July-August 2009  
                  • Cumulative GPA: 4.0/4.0
- EXPERIENCE**     **Holy Cross Polish Catholic School**     September 2008-May 2010  
                  *Polish Teacher*  
                  • Cooperated with school administration to assure well being and education of students  
                  • Built trust and respect with students, parents, and teachers
- ACTIVITIES**     **Business International Exchange Network**     January 2011- Present  
                  • Planned and coordinated activities for the University of Illinois Business foreign exchange students
- Business Council**     January 2011-Present  
                  *College of Business Ambassador*  
                  • Coordinated shadow programs for the perspective business students  
                  • Engaged in service and professional events throughout the College of Business
- Alpha Xi Delta Fraternity**     November 2010- Present  
                  *Banner Chair*  
                  • Actively supported Autism Speaks through philanthropy events  
                  • Involved in Public Relations Council, designs and creates sorority house decorations
- Youth Planners Network**     June 2010  
                  *Project Developer*  
                  • Implemented Health and Wellness Project and presented the project at the National Youth Planners Network Conference  
                  • Worked with students across the nation in order to plan for social improvement of urban areas
- Chicago Metropolitan Agency for Planning**     September 2009-June2010  
                  *Future Leaders in Planning Member, Economic Development Committee*  
                  • Studied the concepts of Urban Planning and social problems in the Chicago region  
                  • Created and published the Intern Networking Project  
                  • Developed strong public speaking skills by presenting projects to the Chicago Metropolitan Agency for Planning Board and the community
- HONORS**     Named 2010-2011 State Scholar  
                  Four-year Math Team member and Math Tutor: 1st Place JJC Math Contest 2008, 2nd Place ICTM Regional Math Contest, 3rd Place Southwest Prairie Conference
- SKILLS**     Fluent in Spanish and Polish



# International Business Immersion Program

2011 Participant Résumés

## Adam M. Tallcott

adam.tallcott@gmail.com  
217-617-5603

### Current Address

809 W. Pennsylvania Ave.  
Urbana, IL 61801

### Permanent Address

1426 N. 2250<sup>th</sup> Ave.  
Mendon, IL 62351

**EDUCATION**     **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013  
Bachelor of Science in Agribusiness  
Major – Agriculture and Consumer Economics-Markets and Management Concentration  
Minor – Crop and Soil Management  
GPA: 3.93/4.00  
*James Scholar, Jonathan Baldwin Turner Scholar, Dean's List*

**EXPERIENCE**     **Monsanto-Lewis Hybrids**     Western Illinois  
*Field Sales Intern*     Summer 2010

- Responsible for scouting 12,000 acres, 2-3 times throughout the summer for 35-40 growers
- Attended agronomy-training field days with area agronomists
- Performed daily field evaluations, and acquired customer testimonials
- Assisted District Sales Managers with sales follow-ups and plot evaluations
- Presented key findings to leaders of the Monsanto Company

**Tallcott Farms**     Mendon, IL  
*Farm Worker*     Lifetime

- Help manage a 750 acre farming operation
- Responsible for making hay in addition to planting and harvesting row crops
- Responsible for feeding cattle and building fence

*Sawmill Worker*

- Responsible for pick-up of logs and delivery of finished lumber
- In charge of stacking lumber for kiln drying
- Perform straight-line edging and planing of lumber

**Steak 'n Shake**     Quincy, IL  
*Server*     March 2009-August 2009

- Take orders, run food, make salads, bus tables, etc
- Assisted in stocking server provisions, cleaning, and preparing to close the store

**ACTIVITIES**     FarmHouse Fraternity, *V.P. Risk Management, Chaplain*  
Phi Eta Sigma Freshmen Honors Society, *Middle School Math Tutor*

Alpha Zeta Agricultural Fraternity, *Member*  
Greek Intersarsity Christian Fellowship, *Small Group Leader*  
Field and Furrow, *Member*  
Salvation Army Canteen Run, *Food and Clothing Distribution to the Homeless-Volunteer*

**SKILLS**     Proficient in the scouting of corn and soybeans, adept in dealing with people, skilled in seed plot evaluations, capable of performing sales follow-ups, capable of using Mac OS and Microsoft Office operating systems

# International Business Immersion Program

2011 Participant Résumés

## Liwei Wang

wang126@uiuc.edu  
217-898-9856

### Current Address

111 E. Chalmers Street  
Champaign, IL 61820

### Permanent Address

2215Fu Qiang Lu  
Shenzhen, 518038

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2012

Bachelor of Science in Accountancy  
Major - Accountancy  
GPA: 3.84/4.00

### EXPERIENCE

#### **BDO**

*Winter Intern*

Shenzhen, China

Winter 2011

- Helped the associates with their auditing project by entering necessary data into worksheets for future analysis
- Checked the accuracy of the financial statements of the firm being audited
- Cross-referenced the entered data to make sure a reasonable level of faithful representation was obtained in the financial reports

#### **T.I.S. Bookstore**

*Temporary Cashier*

Champaign, IL

January 2010

- Served the customers at the cash register and communicated with them
- Collected and organized customers' belongings with coworkers at entry to practice teamwork skills

### ACTIVITIES

#### **Illini Badminton Club**

*Treasurer*

August 2010-Present

- Budget and collect fees from members for the club to maintain its major activities
- Play badminton with members every Saturday to enhance teamwork ability
- Organize social events for the members of the club to foster relationships with each other

#### **Phi Eta Sigma Honor Society**

*On-campus Tutoring Committee Member*

August 2010-Present

- Tutor students in tutoring sessions on specific subjects before their exams
- Run tutoring sessions to accommodate the needs of the students as they are tutored
- Promote publicity for the tutoring sessions by putting up flyers and chalking on blackboards

#### **Illinois Leadership Center**

*Participant*

August 2010-Present

- Collaborate with a Leadership Coach to achieve my personal leadership goals
- Participate in various leadership programs to increase my leadership skills

### SKILLS

SQL (Structured Query Language), Excel, VBA (Visual Basic for Applications), English (Fluent), Mandarin (Native)

# International Business Immersion Program

2011 Participant Résumés

## Ross Wilken

Wilken2@illinois.edu

815-471-2310

### Current Address

809 W Pennsylvania Ave.  
Urbana, IL 61801

### Permanent Address

2324 N 1100 E Rd.  
Danforth, IL 60930

**EDUCATION**     **University of Illinois at Urbana-Champaign**     Expected Graduation:  
May 2013

College of Agricultural, Consumer, and Environmental Sciences  
Major – Technical Systems Management  
Minor – Crop Sciences  
GPA: 3.89/4.00

**EXPERIENCE**     **Janies Farm**     Danforth, IL  
*Farmhand/ manager*     Summer 2003 - Present

- Cut, Rake, Bale, and Deliver hay
- Manage full time employees in the absence of the boss
- Make managerial decisions related to all aspects of the farm

**University of Illinois, Jonathan Baldwin Turner Scholarship Leader**     Urbana, IL  
*Student Worker*     May 2010- Present

- Help acquire the information about scholarship recipients and compile a script for the banquet including their biographies.

**University of Illinois, Teachers Assistant**     Urbana, IL  
*Student Worker*     January 2010, Present

- I assist a professor in an electrical wiring class. I help the students in lab to ensure that they are getting the concepts.

**ACTIVITIES**     FarmHouse Fraternity, *Vice-President of Recruitment, Vice President of Capital Maintenance*  
Field and Furrow Agronomy Club, *President, Conventions Chair*  
Ag Mechanization Club, *Treasurer, Assistant Treasurer*  
Phi Eta Sigma Freshmen Honors Society, *Volunteer*  
Collegiate FFA, *Treasurer*  
Orange Krush

**SKILLS**     Assisted a full-time farmer my whole life, Can run heavy machinery with ease, Proficient with Microsoft Office, Mac OSX

# International Business Immersion Program

2011 Participant Résumés

## Alexandra M. Wright

alexmaywright@gmail.com  
815-878-3239

### Current Address

57 East. Chalmers Apt 208  
Champaign, IL 61820

### Permanent Address

112 Lake Thunderbird Dr.  
Putnam, IL 62560

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2012  
Bachelor of Science in Management  
Majors – Marketing and International Business  
GPA: 3.58/4.00

**University of Melbourne, Melbourne Australia**      Spring 2010

**EXPERIENCE**      **OTCR Consulting**      Champaign, IL  
*New Hire Consultant*      Spring 2009

- Worked effectively with other new hires to develop a grant proposal for submission to Ford Motor Company's nationwide C3 Challenge to win \$50,000 grant
- Developed research, group, and analytical skills throughout the development of the grant proposal

*Consultant*      Fall 2009

- Managed advertising and marketing aspect for the implementation of Green Light Sustainability Solutions
- Created multiple marketing materials such as brochures, blogs, handouts, and business cards to be used at such events as the Champaign Green Business Fair, to develop and reiterate the brand name of Green Light

*Consultant*      Fall 2010

- Managed research skills while exploring the growth potential, new product development, and expanding the product portfolio of a small spice company in Mattoon, IL

**University of Illinois, OSPRA (Office of Sponsored Programs And Research Administration)**      Champaign, IL  
*Office Assistant*      Fall 2009- Present

- Accountable for daily office duties such as filing papers, data entry, and completing projects asked of me

**ACTIVITIES**      Business International Exchange Network (BIEN), *Secretary, Mentor*  
Phi Gamma Nu Professional Business Fraternity, *Philanthropy Committee, Merchandise Chair*  
Relay For Life, *Team Captain*  
LEADS, *Orientation Team Leader*  
Emerging Leaders, *Participant*  
East St. Louis Action Research Outreach Program, *Participant*  
AGED 199: Leadership and Social Change, *Participant*

**SKILLS**      Proficient with Microsoft Office; Word, Excel, PowerPoint

# International Business Immersion Program

2011 Participant Résumés

## Adam Yala

yala1@illinois.edu

847-387-9941

### Current Address

205 North Coler Ave.  
Urbana, IL 61801

### Permanent Address

38 Pentwater Dr.  
S. Barrington, IL 60010

**EDUCATION**      **University of Illinois at Urbana-Champaign**      Expected Graduation: May 2012

Bachelor of Science in Agricultural and Consumer Economics

Concentration in Agribusiness Accounting

Minor – Computer Science

GPA: 3.10/4.00

**EXPERIENCE**      **Illinois Business Consulting**

*Consultant – Biodiesel Project, Variable Seeding Project*      January 2010 - Present

- Analyze the value chain process for a Fortune 500 company
- Aid in the identification of 11 key processes where information services and mechanization opportunities in a biodiesel plant could add value to the client
- Partner with Senior Manager to execute data gathering and analysis for the creation of two breakeven analysis models using Excel

*Consultant – Variable Seed Project*

- Partner with Project Manager to complete analysis of yield data for 20 farms to create a modular value added model using Excel
- Designing final deliverables presentation explaining the value-to-client of high-tech planters

**Illinois Entrepreneur Network (IEN)**

*President*      August 2008 - Present

- Managed UIUC's largest entrepreneurship focused student organization consisting of over 60 members
- Organized the club's Consulting Division, coordinated the Outreach Division's marketing plans, and trained the new Events Director to perform my former duties
- Created, promoted, and hosted the IEN IdeaStorm, an event that continues to occur and so far allowed a total of 100+ student to discuss and improve business ideas

**EMPLOYMENT**      **Electronic Arts – Sports Division**      Urbana - Champaign

*Electronic Arts Sports Intern*

August 2010 - Present

- Received marketing objectives from EA Sports College Manager and executed objectives within a set timeframe
- Promoted 15 new game releases by marketing and hosting 30+ promotion events
- Secured event venues by building professional relationships with bar and school facility managers

**EatCU.com**

Urbana - Champaign

*Director of Internal Affairs*

May 2010 - Present

- Interfaced with 30+ restaurants to understand their wants and needs in an advertising company
- Managed a team of 5 company interns in project completion and company promotion using viral and guerilla marketing strategies

**University of Illinois Residence Housing**

Urbana - Champaign

*Network Technician*

August 2009 - Present

- Assisted 80+ residents with laptop maintenance while managing university computer labs
- Educated university student residents in computer maintenance, including virus and spyware removal, personal data security, and operating system performance.

**SKILLS**

Advanced in Microsoft Office, Intermediate in coding languages Java, C++, VBA, beginner in C and Ruby (on Rails)

# Flight, Lodging, and Contact Information

Europe 2011

**DEPARTURE:** We are flying out of **Chicago O'Hare Airport (ORD)** with American Airlines to **Brussels National Airport (BRU)**. A chartered coach will take us from the Belgium airport to our accommodation in Leuven.

The specific information for our departure is as follows:

**Saturday, May 14th**

*Champaign/Urbana Group*

MEETING TIME: **11:00 am, ACES Library Circle Drive**

DEPART: **ACES Library at 11:15am** to Chicago O'Hare.

*Chicago Group*

MEETING TIME: **2:00pm in front of American Airlines Terminal 3, Chicago O'Hare Airport.** Gather with group; collect departure materials.

- Check-in with Meredith or Prof. Martens once you arrive at the airport (3 hours prior to departure)
- Re-report once your bag is checked, before going to security.
- Finally, report to the gate at **4:00pm** for boarding.

DEPART: Chicago O'Hare at **5:00pm on American Airlines Flight 88 to Brussels National Airport**

Flight Itinerary

**AA 88 ORD to BRU**

**Arrive Brussels at 8:15am Sunday May 15, 2011**

Other Departure Information

- Electronic tickets – Itineraries emailed to you
- American Airlines site: *www.aa.com*

**PRIMARY CONTACTS:** Both Prof. Andrea Martens and Meredith Blumthal will be available via Email during the trip. For emergencies, contact Meredith on her cell phones (she can receive calls and SMS in Europe). Office numbers are for contact prior to departure on May 14 or after return on May 28.

Prof. Andrea Martens  
Office: (217) 333-0208  
Email: [amartens@illinois.edu](mailto:amartens@illinois.edu)

Meredith Blumthal  
Office: 217-244-4796  
Email: [mblumtha@illinois.edu](mailto:mblumtha@illinois.edu)  
Mobile: 217-840-1810

**LODGING:** We will be staying in Leuven for the nights of Saturday, May 14th to Thursday, May 19th. This institute will serve as our "base of operations" for the first week. The hotel contact info is as follows:

The Louvain Institute for Ireland in Europe (Irish College)  
Jansenluststraat 1  
3000 Leuven, Belgium  
Tel: 32-16-31 04 30; Fax: 32-16-31 04 31  
<http://www.louvaininstitute.com/index.asp>

In Leuven we are being hosted by the Graduate School of Business Studies, Katholieke Universiteit Leuven, Belgium. Our host contact there is:

**Gonda Huybens**

Postgraduate Program Coordinator , K.U.Leuven  
Naamsestraat 69  
3000 Leuven  
Tel: +32/16/326623  
Email: gonda.huybens@econ.kuleuven.be  
<http://www.LSBE.be>

From Leuven, we travel by charter coach to Leiden, NL on May 20, 2011. From May 20-May 21 we will be staying in Leiden, NL.

**Tulip Inn Leiderdorp**

Persant Snoepweg 2  
2353 KA Leiderdorp  
Tel: +31 71 58 99 302  
Fax: +31 71 54 15 669  
Email: info@tulipinnleiderdorp.nl  
<http://www.tulipinnleiderdorp.nl>

From Leiden, NL we will travel to Bonn, Germany and stay overnight May 22, 23 and 25th.

**Hotel Europa**

Thomas-Mann-Str. 7-9  
53111 Bonn  
Tel: +49 228 6088-0  
Fax: +49 228 6088-199

From Bonn on Tuesday, May 24th we will overnight in Einbeck Germany

**Hotel Panorama**

Mozartstrasse 2-6  
37574 Einbeck  
Tel: +49 (0) 55 61 93 77 0  
<http://www.panorama-einbeck.de>

On Wednesday, May 25th we will return to our hotel in Bonn, Germany.

From Bonn, Germany we will travel to Ludwigshafen, Germany and overnight there May 26th and May 27.

**Best Western Hotel Ludwigshafen**

Pasadena Allee 4  
Ludwigshafen, 67059, DE  
Tel: +49 621 59510  
Fax: +49 (0) 621 5951342

Departing Flight Itinerary: Frankfurt Airport May 28th, 2011

**American Airlines – Flight AA 6581**

Depart Frankfurt International Airport at 2:30pm  
Arrive London Heathrow 3:15 pm

**American Airlines – Flight AA 91**

Depart London Heathrow 5:15pm  
Arrive Chicago O'Hare Airport 8:10pm

Shuttle Service to Champaign

**If we make changes/additions to our itinerary after we have left, we will notify Erika Ryser Director, ACES Study Abroad, of the changes and the new contact information. Erika can be reached at:**

Erika Ryser  
College of Agricultural, Consumer and Environmental Sciences  
109 Mumford Hall, 1301 West Gregory Drive  
Urbana, IL 61801, USA  
Tel: (217) 333-3638  
Fax: (217) 244-6537  
Email: ryser@illinois.edu

**Other Emergency Contacts:**

- Meredith Blumthal can receive calls on her mobile phone any time except during flights  
Mobile: (217) 840-1810
- Embassy of the United States of America  
Regentlaan 27 Boulevard du Régent  
B-1000 Brussels, Belgium  
Tel: +32-2-508-2111  
Fax: +32-2-511-2725
- University of Illinois Study Abroad Office  
24-hour Emergency Hotline: 217-333-6322

**US State Department's Overseas Citizen Services**

Your family may need to reach you because of an emergency at home or because they are worried about your welfare. If they can not reach us at one of our hotels or cell phones, they should call the State Department's Overseas Citizens Services at (202) 647-5225. The State Department will relay the message to the consular officers in the country in which you are traveling. Consular officers will attempt to locate you, pass on urgent messages, and, consistent with the Privacy Act, report back to your family.

Overseas Citizens Services  
Department of State  
Room 4811, Washington, D.C. 20520  
Tel: (202) 647-5225



