

BULLETIN

Spring 2017 | Internships

Past Events:

- The Internship Staff visited the Fall 2016 Cohort in Shanghai, Hangzhou, Shenzhen, and Guangzhou.
- The Spring 2017 Cohort attended their first internship meeting and already started researching and applying to internships.
- The Spring 2017 Cohort talked with current Nanjing interns about the internship search process at the Nanjing Round Table.

Upcoming Events:

- Post Program testing (June 5-8) is quickly approaching! Staff and students are working hard to prepare!
- The Spring Cohort will attend another meeting on May 26th to discuss interview tips.



The Spring Cohort listens to current Flagship interns discussing their internships

Nanjing Round Table

On April 10, the Flagship Center hosted its first Round Table discussion, inviting Fall 2016 students interning in Nanjing to provide tips, answer questions, and share their internship experiences. The meeting opened with three presentations by Alice Liu (HC), Kelly Tursic (WKU), and Evan Heitzmann (UM). While each student presented their own unique search experience, all three emphasized both the importance of securing an internship early on and of networking/guanxi! The last presentation concluded with an informal Q&A discussion. The Fall Cohort offered resume tips, interview pointers, and shared stories about their internship experience. Some highlights are below:

- Make your email subject clearly state what you have to offer and what you can do
- Shorten and simplify your application letter
- Be prepared for on-the-spot interviews
- Dress to impress

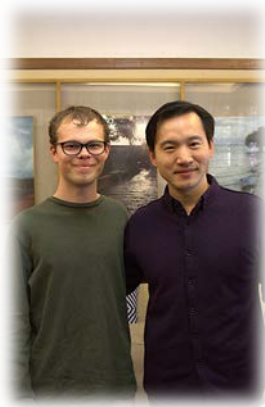
Internship Site Visits

During March and April, the Internship Staff made 17 internship site visits to students in Shanghai, Hangzhou, Shenzhen, and Guangzhou. In addition to assessing each student's experience at the internship, staff learned more about each individual company, including the company's goals/strategy, what they look for in interns, and their level of interest in accepting future Flagship students. All companies expressed eagerness to strengthen their relationship with the Flagship program by accepting more interns. The staff also obtained a clearer picture of each student's internship environment, language progress, living situation, and any hardships he/she was facing.



Overall, most students have adjusted well to the working environment in China. Students did bring up some concerns, most of which are consistent with working in China as an unpaid intern, and often addressed at internship workshops. Internship staff will continue to collaborate with partners on how to improve internship preparation and expectations for students:

- Uncertainties about responsibilities with no definitive tasks
- Inconsistent and varying workload
- Lack of guidance and job training, which can be remedied by shadowing co-workers or on-the-job learning
- Long work hours and/or some overtime
- Work language environment is not always challenging; with coworkers who may want to practice English or speak dialects
- Adjusting to the cultural and professional nuances, such as working with co-workers and supervisors
- Lack of professional knowledge and skills going into the internship phase

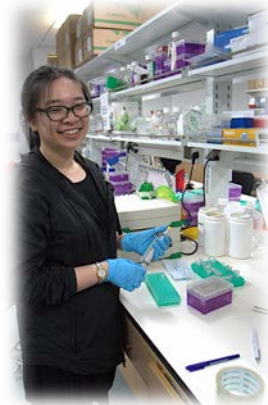




瑞得福国际学校

RDF International School
办华南最好的美式国际学校

The RDF International School in Shenzhen is a private school aimed at helping Chinese students go to the US for study. For Flagships students, the school not only provides a fantastic language environment, but also the opportunity to see and experience the collision of Chinese and American culture. During her internship with RDFIS, Laurie Haupt (BYU) has gained first-hand experience acting as a cultural and linguistic diplomat between the school principal, parents, staff, and other members of the community. Through her internship, she has come to understand how to run and manage a school/educational program, as well as how to better help Chinese and Americans collaborate to ensure the success of essential operations: "I have had an amazing range of experiences here at RDFIS. We are an American-style school operating under a Chinese company, and so every day we have to deal with the clashes and gaps between cultures and languages in order to get anything done. And in my role as assistant to the principal and translator, I have been able to have a part in so many different facets of the school operations--just in the past few days, I have translated at a board meeting, for the principal's evening with the Shenzhen Evening News, with parents and students, at faculty meetings, and in the cafeteria during lunch. I'm not only learning how to translate, I'm also learning how American and Chinese people need to be flexible, understanding, and respectful if they want to work together successfully."



Fall Cohort Internship Sites

Company Name	Industry	Location	Student Major
THUPDi 北京清华同衡城市规划设计院	Research Institute	Beijing	Public Policy
AllTech	Bioscience	Beijing	Biology
Blue Skies	Nonprofit	Beijing	Asian Studies
CBD	NGO	Beijing	East Asian Language & Literature
北京玲飒	Investment	Beijing	Biotechnology and Genetics
Yingke Law Firm 盈科法律事务所	Law Firm	Beijing	Math; East Asian Language & Literature
Blue Door Digital Group 广州梦浩宝贝蓝门数字商业有限公司	Marketing	Guangzhou	Chinese
Yingke Law Firm 盈科法律事务所	Law Firm	Guangzhou	Chinese
Booming Games LLC 不鸣科技有限公司	Gaming	Hangzhou	Computer Science
CCI 杭州城云	Big Data Technology	Hangzhou	Neuroscience; Computer Science
Yourun, ZED Factory	Cultural Sales	Nanjing	International Relations; Chinese
NPI 恩派公益组织发展中心	Nonprofit	Nanjing	International Relations; Asian studies
G&D Law Firm 高的律师事务所	Law Firm	Nanjing	Chinese; English
State Grid Corporation of China 国网江苏省电力公司经济技术研究院	Energy	Nanjing	Computer Engineering
Logic Solutions Inc. 雷技信息科技	IT	Nanjing	Computer Science; Chinese
納克车业有限公司	Automotive	Nanjing	Politics; Asian Studies
Pingan 平安	Insurance	Nanjing	Chinese
Chervon 全峰	Power Tools	Nanjing	International Relations; Chinese
Edge Consulting	Consulting	Nanjing	International Relations; Economics; East Asian Language & Literature
Shanghai Daily 上海日报	Media	Shanghai	Computer Science

Company Name	Industry	Location	Student Major
ASAP	Digital Media & Marketing	Shanghai	Business; Sociology; Chinese; Accounting; Clothing Marketing
C.H.Robinson 罗宾逊全球货运有限公司	Transportation	Shanghai	International Relations; East Asian Languages
新途	Nonprofit	Shanghai	Chinese
DBS Bank	Banking	Shanghai	Psychology; Chinese
Fred & Farid	Business Services	Shanghai	Chinese Language & Literature; Art History
GuavaPass	Fitness	Shanghai	Economics; Chinese
ING Bank	Banking	Shanghai	Finance; International Business; Psychology; Chinese
IoT One	Consulting	Shanghai	East Asian Language & Literature
Junior Achievement China	Education	Shanghai	International Business
PWC	Professional Services	Shanghai	International Relations; Chinese
多阅公益文化发展中心	NGO	Shanghai	International Relations; Chinese
江陆斌教授的实验室 (中国科学院上海巴斯德研究所)	Research Institute	Shanghai	Chinese
麦淘亲子	Education	Shanghai	Linguistics
BioFarm 上海百欧欢有机农场品有限公司	Agriculture	Shanghai	Sustainable Agriculture
上海盛灿投资管理咨询有限公司	Internet Investment	Shanghai	Music
上海盛海物流有限公司	Logistics	Shanghai	Economics; Chinese
上海志领志愿发展中心	Nonprofit	Shanghai	Politics
Microbenefits 微邦	Human Resources Services	Shanghai	Business Economics; Public Policy
瑞得福国际学校	Education	Shenzhen	Chinese

During their 16 week internship period, students are required to participate in the Chinese Development Course, an one-on-one tutoring class with Nanjing University teaching staff. In an effort to better assist students in their language maintenance and improvement, the number of course sessions has been raised from 12 sessions to 32.

Internship Corner

The Internship Corner is designated to sharing student pictures, quotes and articles related to their internship experience.

“Overall, [I’m] just getting more and more confident in my Chinese ability. The other day I had a dream, and when I woke up, I realized that the man in my dream had said something very profound in Chinese. I’ve



heard that dreaming in a foreign language is a good marker of comfort in the language. And my supervisor said that she has already noticed a major improvement in my Chinese since when I first arrived. I think some of that just has to do with becoming comfortable with the new setting/people.

But certainly part has to do with increasing in proficiency.”

(Daniel Frohman, IU)

“I actually think that this internship is exactly what I hoped it to be, if not more. Learning professional Chinese is the main goal of this program, and I feel like this company has a lot of opportunities to work in various settings and contexts.” (Boyd Furner, BYU)



“I was assigned to perform internal testing on the Quantum application...I have never had any previous experience in internal testing or any form of testing, so when I was first debriefed about my role, I protested by expressing my lack of experience in this aspect and how I have never conducted any testing before... My supervisor...thought it would be best to put me on the role of internal tester so programmers won’t have to waste their time on testing. After hearing his reasons, I figured at least I’d be able to learning something new [and] just accepted the situation that I was in.” (David Ma, URI)

“Two weeks ago, I stayed in the office a little later (and longer) than usual because I facilitated a meeting between Erik and another Chinese manufacturing company. In terms of language usage, the meeting went splendidly; I felt fully prepared to speak Chinese and understood 95% of what the other person was saying. Unfortunately, I don’t think they want to buy our services.” (Eric Suter, UMN)



Megan Laffoon, a Boren Scholar from WKU, is doing her internship at Alltech, a company focused on animal health, crop science, and food and beverages. With Alltech, Megan has been traveling a lot to conferences and events around China, including Gansu and Shantou. She also recently took a trip to Chengdu and describes her experiences below:

“In mid-April, I was given the opportunity to attend and participate in the opening ceremony of Care (好主人) pet food company’s brand new factory. While the whole trip from airport to airport lasted less than 24 hour, during that short amount of time, I got a good taste of Chinese business culture.

Because my flight from Beijing was delayed two hours, when I arrived in Chengdu, I was immediately taken to dinner. Sitting at the central table among the top names in the Chinese pet industry, I learned much about this rapidly developing industry; as the Chinese middle class grows, so does its love for man’s best friend. Whilst toasting baijiu to future cooperation and smooth business, I and the rest of the table spent the evening chatting about our respective companies and what they had to offer.

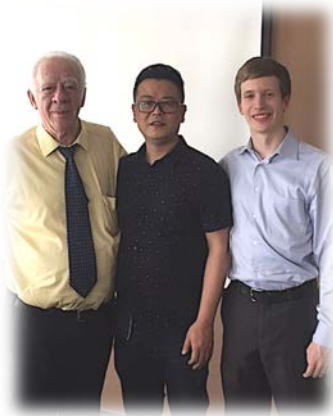


The next morning, I got up early to travel out to the new factory. In honor of Care and Alltech’s good relationship, I acted as one of the ribbon cutters for the ceremony. After the initial opening statements and words from the director, a group of us representatives filed up to the stage and in unison, sliced through the ceremonial ribbon.

Although my afternoon flight did not give me much time to explore that area of China, the opportunity for cultural exploration was well worth the trip. Learning the nuances of Chinese business culture will take time but with each experience, I feel like I am one step closer to a new level of cultural fluency.”

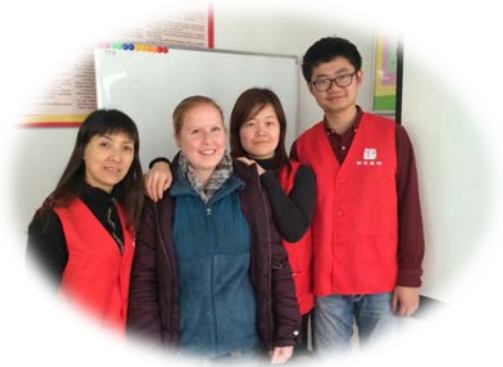


Megan giving a PPT presentation at the Soil and Fertilizer Alliance of China year conference



“One of the most valuable experiences came this last week. I attended a meeting consisting of one of the firm’s head partners, another director, an analyst and myself. We went through a detailed assessment of a potential client’s business strategy and revenue forecast, as well as current market considerations. Besides it being a formal meeting in Chinese, it was a first-hand insight into how financial professionals analyzed and discussed important business issues in the language. It was the thought process and the analysis that struck me most. Of course, this is, I think, the entire goal of me doing an internship in China. I was not only hoping for a rich language environment in general (because I could speak Chinese while working the counter at KFC), but for having substantial, professional experience in my field of interest that also happens to be in Chinese.” (Stephen Patterson, BYU)

"The night my friend and I were stargazing at Huangshan was my first time to use Chinese to share stories I typically reserve for slumber parties. As far as language level goes, it’s not something I could have done very well a year ago. Now that I know I can effectively use Chinese to connect with people on personal matters, it’s all the more liberating to know I have such a great friend here for me to talk to."(Kelly Tursic, WKU)



“It’s exciting to learn about Chinese interest in foreign investment and overall interest in the global market...I have begun to form an idea of what the role of corporate lawyers plays in this process. Other than to facilitate hopefully successful transactions and interactions between international and domestic companies, lawyers play an important role in promoting economic development while at the same time ensuring the integrity and lawfulness of these developments, so that China on a global level may be seen as a country with values rather than a country that prioritizes profits over everything else.” (Danicia Honda, UH)

