



KELLEY SCHOOL OF BUSINESS

Center for International Business Education and Research

Internship Funding Program

IU CIBER's Internship Funding Program offers Indiana small and medium-sized businesses (SMEs) tools to internationalize their operations.

Why Internationalize?

- ◆ Internationalization can increase revenue and market share. The world market, outside of the United States, is more than \$16 trillion in imported goods.
- ◆ Goods and services can leave the US, but your workforce can stay here. Among SMEs, 84% have neither facilities nor employees outside the US.
- ◆ The barrier of entry to internationalization is low: 48% of SMEs spent less than a month to begin engaging in exporting, and 68% of companies spent less than 5% of their operating revenues in preparation to export.

Interns Power Exploration

Through the Internship Funding Program, businesses can leverage interns to explore international expansion and simultaneously recruit for future full-time positions.

- ◆ Interns offer unique viewpoints and can provide fresh outlooks for new endeavors.
- ◆ Interns provide short-term assistance on important projects.
- ◆ Internships are an excellent recruiting tool for full-time hiring.

The program is supported by the Indiana Commission for Higher Education and its Employment Aid Readiness Network (EARN) work-study program, as well as the Indiana Commercial Service of the Department of Commerce.

"Our intern became an invaluable part of our team, performing extensive marketing research and streamlining our response process on requests for international orders and quotes."

Mohammed M. Mahdi, Mohammed A. Mahdi, and Anthony Duncan, Owners of Soapy Soap Company



Students participating in the Kelley School's GLOBASE program assisted an international business client in Thailand.

Internship Details and Standards

- ◆ Summer internships must be paid, full-time (up to 40 hours/week), 8- to 12-week positions.
- ◆ Fall/spring internships can be part-time up to 20 hours/week.
- ◆ Must have an international business work component (no more than 25% of the intern's work can be administrative/clerical).
- ◆ Qualified SMEs may receive up to a 50% reimbursement of interns' wages from IU CIBER and up to another 50% from EARN Indiana.
- ◆ Visit indianaintern.net to learn more about the eligibility requirements for Employment Aid Readiness Network (EARN) Indiana funding.
- ◆ For CIBER funding, an intern must be a full-time student from any Indiana college or university.

To learn more, contact ciber@iu.edu for detailed next steps.

Center for International Business Education and Research (CIBER)

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