

What can I do with a major in International Business and Language Area Studies?

Overview

- The IBLAS major provides students extensive knowledge of the cultural issues associated with conducting cross-border business. The business, economics and foreign language course work, together with the semester of study abroad, prepare IBLAS majors for a wide variety of international business-related careers or for graduate school.

Career Titles

▪ Account Executive	▪ International Account Representative	▪ Loan Officer
▪ Advertising Executive	▪ International Advertising Executive	▪ Market Research Analyst
▪ Appraiser	▪ International Appraiser	▪ Marketing Assistant
▪ Bank Manager	▪ International Bank Manager	▪ Marketing Director
▪ Banker	▪ International Buyer	▪ Media Planner
▪ Bilingual Educator	▪ International CEO	▪ Media Specialist
▪ Buyer	▪ International Commodities Trader	▪ NAFTA Trade Specialist
▪ CEO	▪ International Consultant	▪ Operations Manager
▪ Commodities Trader	▪ International Economist	▪ Peace Corps Volunteer
▪ Consultant	▪ International Finance Writer	▪ Pharmaceutical Sales Representative
▪ Customhouse Broker	▪ International Financial Analyst	▪ Product Manager
▪ Customs Inspector	▪ International Financial Planner	▪ Production Specialist
▪ Development Program Manager	▪ International Job Analyst	▪ Professor
▪ Diplomat	▪ International Loan Officer	▪ Public Relations Specialist
▪ Director of Global Trade Compliance	▪ International Marketing Specialist	▪ Purchasing Agent
▪ Economist	▪ International Media Planner	▪ Recruiter
▪ Editor	▪ International Product Manager	▪ Research Analyst
▪ Export/Import Manager	▪ International Purchasing Agent	▪ Restaurant Manager
▪ Financial Services	▪ International Quality Control Auditor	▪ Retail Buyer
▪ Foreign Exchange Trader	▪ International Real Estate Agent/Broker	▪ Sales Analyst
▪ Foreign Services Officer	▪ International Restaurant Manager	▪ Sales Representative
▪ Human Resource Manager	▪ International Sales Analyst	▪ Senior Equity Trader
▪ Import Compliance Specialist	▪ International Stock Broker	▪ Stock Broker
▪ Insurance Claims Examiner	▪ International Travel Agent	▪ Translator/Interpreter
▪ Intelligence Officer	▪ Investment Manager	▪ Travel Agent/Guide
▪ International Account Executive	▪ Job Analyst	▪ Writer/Author

Employers

▪ Academic Journals	▪ Foreign News Agencies	▪ Nonprofit Organizations
▪ Advertising Agencies	▪ Foundations	▪ Oil Companies
▪ Agency for International Development	▪ Global Enterprises	▪ Online Publishers
▪ Airlines	▪ Healthcare Industry	▪ Peace Corps
▪ Armed Services	▪ Hotels and Restaurants	▪ Pharmaceutical Companies
▪ Banks/Financial Institutions	▪ Import/Export Companies	▪ Public and Private Schools Abroad
▪ Business and Industry	▪ International Monetary Fund	▪ Publishing Companies



OFFICE OF
CAREER & PROFESSIONAL
 DEVELOPMENT

▪ Colleges/Universities	▪ International Organizations	▪ Radio/TV Stations
▪ Consulting Firms	▪ Investment Firms	▪ Relief Organizations
▪ Consumer Products Companies	▪ Manufacturing Companies	▪ Shipping Companies
▪ Courts	▪ Marketing Firms	▪ State Department
▪ Customs Brokers	▪ Media Corporations	▪ United Nations
▪ Department of Commerce	▪ Multi-National Corporations	▪ US International Trade Commission
▪ Development Economics	▪ Museums	▪ Wholesale Companies
▪ Domestic and Foreign Corporations	▪ National Security Council	▪ World Bank
▪ Economic Development Organizations	▪ Newspapers	▪ World Trade Organization
▪ Educational Institutions		

Skills

▪ Analytical skills	▪ Effective and cooperative team player who also works well independently	▪ Oral and written communication
▪ Able to work effectively as a part of a multinational/multicultural team	▪ Effective and knowledgeable in working in cross-cultural settings	▪ Planning and budgeting
▪ Capable of working in difficult and ambiguous settings	▪ Extremely adaptable and resourceful in new and challenging environments	▪ Positive outlook toward adversity
▪ Communicating between cultures	▪ Function well in multiple, dissonant environments	▪ Reading/writing another language
▪ Computer literacy	▪ Highly developed cross-cultural communication skills combined with ability to motivate others to excel	▪ Time management
▪ Creative thinking	▪ Identify problems and utilize available resources to resolve them	▪ Understanding a global economy
▪ Critical thinking	▪ Management (people and activities)	▪ Understanding cultural diversity
▪ Decision-making	▪ Marketing	

Salary

NACE (National Association of Colleges and Employers) Summer 2012 Salary Survey Average Offers:

- **International Business Bachelor's Degree: \$31,200**

The job titles and employers listed below are a sample of the results from the annual St. Norbert College Career Services graduate follow-up survey for the Classes of 2003-2010.

Graduate Information: Job Titles

▪ Accountant Coordinator	▪ Inside Sales Coordinator	▪ Product Specialist
▪ Accounts Payable	▪ International Sales Report Specialist	▪ Production Specialist
▪ Administrative coordinator	▪ Leadership Giving Coordinator	▪ Program Assistant for Humanitarian
▪ Customer Response Analyst	▪ Local Campaign Coordinator	▪ Program Manager
▪ English Teacher	▪ Logistics Coordinator	▪ Project Manager
▪ Event Analyst	▪ Management Trainee	▪ Research Analyst
▪ Executive Team Leader	▪ Member Service Representative	▪ Spanish Customer Service Representative



OFFICE OF
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DEVELOPMENT

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| ▪ Export Sales Manager | ▪ Mexico Customer Service | ▪ Spanish Translator |
| ▪ Financial Analyst | ▪ Project Manager | ▪ Vendor Manager |
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Graduate Information: Employers

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| ▪ Allco Credit Union | ▪ GFX International | ▪ Schneider National |
| ▪ Bemis Manufacturing | ▪ GMR Marketing | ▪ Schreiber Foods |
| ▪ Catholic University of Lille | ▪ Hertz | ▪ State Senator Liebham |
| ▪ Camp Gray | ▪ Humana Dental | ▪ Target |
| ▪ CCH Incorporated | ▪ Humana Insurance | ▪ The Nielson Company |
| ▪ Enercom Industries | ▪ M.E. Dey and Co. | ▪ United Way of Dane County |
| ▪ Epic Systems Corporation | ▪ Medozations | ▪ West Star Bank |
| ▪ Gehl Company | ▪ Rotary International | |
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