



Through studying an International Business major, graduates develop a valuable set of skills transferable to a range of careers. These skills can include:

- Business problem solving across sectors, industries and national boundaries
- Effective communication with customers and suppliers in different countries
- · Working effectively in multicultural groups
- A global perspective and cultural sensitivity
- Planning and organisation
- Positive attitude, resilience and adaptability
- · Teamwork and collaboration
- Research design and data collection
- Logical and quantitative thinking.

Jet set and learn

International Business students are encouraged to spend a semester studying at an overseas partner university. This provides a great opportunity to learn about a different culture, gain insight into different business environments and practices, and form new contacts. UC has partnership agreements with universities in Asia, Europe, North America and Australia.

What do employers look for?

Many employers look for generic skills such as communication, client/customer-focus, bicultural competence, cultural awareness, teamwork, and initiative.

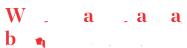
With technology, globalisation, and other drivers changing society, skills such as resilience, problem solving, and adaptability is important.

Skills that are likely to grow in importance include analytical and creative thinking, systems thinking, and technological literacy.*

*World Economic Forum www.weforum.org/agenda/2023/05/future-of-jobs-2023-skills

How can these skills be developed?

- Some skills are gained through studying
- Extra-curricular activities can help, such as getting involved in clubs, mentoring, cultural groups, part-time work or volunteering
- Be open to professional and personal development opportunities, whether it is undertaking work experience, overseas exchange, skills seminar, or joining an industry group.



Many Aotearoa New Zealand businesses are looking to expand into the global market, creating a need for graduates who are well versed in international business.

An International Business major can be an excellent springboard for graduates interested in exploring roles within the global business market.

International Business major graduate employers have included:

- Government departments, international non-governmental organisations, and development agencies
- Retail trade, and import / export corporations, including transport, postal and warehousing
- Small–medium sized / entrepreneurial firms, including social enterprises
- Banks and insurance firms
- · Multinational manufacturers
- · Consulting firms
- · Electronics industry
- Tourism and travel companies
- · Hospitality organisations
- · Education and training institutes.

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Graduates with an International Business major are employed in a range of jobs — see some examples below.

Note: This list is not exhaustive, and some jobs may require further study, training or experience. It is recommended to start with the section 'How can I gain a sense of career direction?'

Business analyst

- Evaluates an organisation's business needs
- Analyses the competition, audiences and prices
- Recommends strategies to increase profit and/ or efficiency
- Works with clients or staff to implement those

Foreign sales representative

- · Writes proposals
- · Negotiates with clients to secure sales
- Presents, demonstrates and explains products and services to clients

International trader

- Deals with the export and import of goods
- · Works with product specialists
- Establishes relationships between buyers and sellers

Marketing assistant

- Assists in implementing the marketing plan
- Coordinates and produces promotions/ collateral
- Liaises with groups e.g. via events, social media

Operations manager

- Improves ongoing business effectiveness
- · Ensures health and safety adhered to
- · Builds an engaged and skilled team
- Manages day-to-day operations and budgets

Teacher of English for speakers of other languages

- Assesses a student's reading, writing, speaking and listening skills and needs
- Designs and prepares learning materials
- Presents lessons, including on local knowledge and skills for coping in a new place

Account manager, business development manager

- Identifies and builds new markets or business
- · Manages client relationships
- · Implements sales and marketing strategies

Foreign exchange advisor

- Advises clients on exchange rates and global financial services
- Processes international transactions
- · Upsells company products
- · Resolves any customer problems

Trade consultant

- Advises businesses how to comply with international trade laws and regulations
- Briefs clients on trade agreements, customs valuations, taxes and tariffs, and permits
- · Adjusts prices

Graduate logistics, import operations

- · Investigates overseas demand for goods
- Builds networks and liaises with others in the supply chain, may include global customers
- · Organises incoming and outgoing deliveries

Research officer

- Organises and conducts research surveys
- Tests theories and interprets the results
- · Writes reports and makes recommendations

Examples of other job titles and careers include:

Arbitrator • Business development manager
 Data scientist • Supply chain manager •
 Procurement analyst • Compliance officer •
 Commerical insurance broker • Financial sale support • Customer experience designer / consultant • E-commerce growth marketer •
 Farm solution representative.

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International Business major graduates can prepare themselves for different careers by completing a postgraduate qualification in, for example, Teaching English to Speakers of Other Languages, International Relations and Diplomacy, European Union Studies, Business Information Systems, Finance and Economics, Applied Data Science, and more.

Postgraduate study may facilitate career benefits such as specialist skills, entry into a specific occupation, higher starting salary, faster progression rate, and advanced research capability.

It is important to determine which, if any, further study will help you in your future career.

For further UC study options visit:

www.canterbury.ac.nz/study/academic-study

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Understanding yourself and others is important to gain a sense of direction. This grows with experience; therefore, trying new things and reflecting on an ongoing basis is important.

Career planning checklist

☐ Discover and reflect on:

- Your values, interests, strengths, abilities, and aspirations
- Your connection to wh nau, people, and places
- · Lifestyle preferences and location
- The skills you want to gain, use, or enhance

☐ Engage in a variety of experiences to learn about:

- How you want to contribute to society, the environment, and global challenges
- The tasks, responsibilities and work environments you prefer
- Your work values, priorities and interests

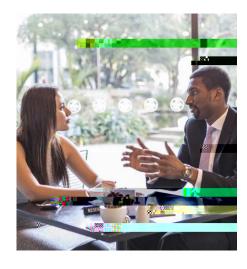
Learn more and gather career and study information

(refer to page one of this resource)

- Speak with people working in careers that interest you; check the realities of a job/career
- Gather information from various sources

■ Identify your next steps

 Talking to a career consultant can help you to identify your next steps. Visit:
 www.canterbury.ac.nz/life/jobs-andcareers



Sam

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How has your interests shaped your extracurricular activities?

In the final year of my BA, I was President of a student-run organisation called Global China Connection which aims to build New Zealand-China relations through professional and networking initiatives. Funded by UC, we run programmes to help students become more aware and ready for China-related opportunities.

What advice would you give to someone thinking of studying this?

Go on exchange! Anywhere around the world, but I would encourage choosing somewhere outside your comfort zone. Go somewhere with a different culture and different language to New Zealand because you will learn so many new skills and appreciate different cultures.

I'd also advise applying for as many scholarships as possible. You never know until you try. Don't leave it because you think you won't be successful – that's what other people are probably thinking.