



International Business Center
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<http://ciber.bus.msu.edu>

*MSU is an affirmative action,
equal-opportunity institution*

Announcements

Walker Hill International Scholarship for Doctoral Students

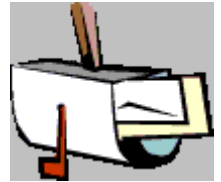
Doctoral students at the predissertation stage who plan to do doctoral research outside the U.S. are eligible for the scholarship (around \$1500). The award will be based on the research objectives, scholarly excellence, character and personal qualities that would contribute to success in an international setting. The application deadline is 12 February. For more information, contact Dr. Charles Gliozzo, International Studies and Programs, at (517) 355-2350.

Foreign Travel Fund

Application deadline for spring and summer foreign travel fund grants is 1 February. Guidelines and application forms for travel to international meetings held March through August can be obtained from the Office of International Studies at (517) 353-2350.

Center for International Business Education and Research

Center for International Business
Education & Research
Michigan State University
7 Eppley Center
East Lansing, MI 48824-1121



UPCOMING EVENTS

February 10: International Business Forum presents Mark Santucci on "Consolidation of the Automotive Parts Industry and Its Impact on Exports." Luncheon begins at 11:45 at the MAC. To reserve call Beverly Wilkins at (517) 353-4336. Cost is \$20.

February 12: Lunch with Jeffrey Sachs, Director of the Harvard Institute for International Development, presenting "What Have We Learned from the Emerging Markets Financial Crisis?" to be held at 11:45 a.m. in the Kellogg Center. For reservations, please call the Economic Club of Greater Lansing at (517) 487-6340. Cost is \$30.



CIBER NEWS

IB Forum Highlights “Exporting to the Middle East”

Joseph Badra (pictured below), President of Lansing’s ICCS (International Consulting and Contracting Services, Inc.) spoke at January’s International Business Forum on his experiences founding and growing his company, which specializes in facility design and wholesale furniture distribution in the Middle East.



As a full service procurement firm, ICCS handles everything from coordination and logistics for small-volume shipments to multi-million dollar consignments. Services include merchandising, sourcing, negotiating, purchasing, consolidating, warehousing, packaging, export documentation and final shipping.

Originally from Jordan, Mr. Badra obtained both

his undergraduate and masters degrees in civil engineering in Oklahoma, and worked for 5 years as an engineering consultant in Illinois before going to work in Saudi Arabia as a construction manager. During his four years in Saudi Arabia, Badra learned “how to deal with people and local government.” After returning to the U.S. in 1984, Badra wasn’t sure what he wanted to do, and decided to open his own export company, funded by the money he had saved while in Saudi Arabia.

“I started in 1985. For two years I didn’t get a single order. I tried everything,” Badra recalled. “Finally, in 1987 I got an \$8000 order, and I lost money on that one.” After three years Badra had sunk almost \$300,000 of his own money into the company, and “was almost flat broke.” In 1988, though, things began to turn around for the entrepreneur. He got a rush order for \$1.85 million, and had to ship 41 containers in 45 days. He made \$250,000 on the deal, and was able to recoup almost all of his investment in one month.

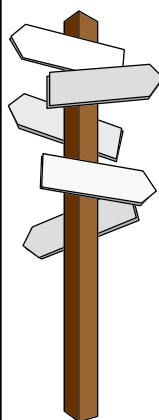
His business grew steadily from there, and in 1998 the company had revenues of almost \$12 million. Badra has “a small base of good clients” and works exclusively with the Middle East. About 75% of his business is with Saudi Arabia, but he also does projects in Kuwait, Egypt, Lebanon, Bahrain and the UAE.

The company exports products from the U.S., and works on projects such as furnishing residences, usually under very tight time constraints. During his presentation, Mr. Badra showed a video of a palace he and his staff furnished in Saudi Arabia. The \$2.8 million project put the versatile talents of his company to the test. Working with 128 vendors, the company shipped 27 sea containers and 13 air freight shipments (consisting of 2,743 pieces of furniture) in about 3 months. The result of the company’s efforts was spectacular, and left a lasting impression on the audience.

Faculty Development in International Business

The University of South Carolina will hold its Eleventh Annual Faculty Development in International Business series 27 June-1 July. The series will include courses in International Management, International Accounting, International Financial Management, Global Operations/Supply Chain Management, International Marketing, International Negotiations, and a Survey of International Business.

The courses are designed for faculty who plan to teach specific courses in international business, and will include a seminar on Emerging Markets. The courses will be held on the USC campus in Columbia, and the program fee is \$1950 (some \$500 scholarships are available). For more information, visit their web page at www.uscdmc.org, or call Keith Duprey at (800) 393-2362.



Business Study Abroad Opportunities

MSU’s Eli Broad College of Business offers semester-long overseas study opportunities in many countries, including Thailand, Mexico, China, Ecuador, Hungary, and London. Future programs are to include Hong Kong, Italy, France, Israel, Norway and Turkey. The College also offers shorter study tours in the summer for both undergraduate and MBA students in countries such as Mexico, Norway, Russia and Poland, as well as the International Business Management in Europe study tour (9-29 May), which includes stops in Germany, the Netherlands, Switzerland and Ireland.

These programs, as well as nearly 100 others offered throughout the University, will be featured at the MSU Study Abroad Fair scheduled 27 January from noon until 6 p.m. in the MSU Union. Those attending the fair can speak with faculty program leaders or other students who recently studied abroad. For detailed information on any of the business study abroad opportunities, please see the MSU-CIBER website at <http://ciber.bus.msu.edu>.

Business Students from Thailand at MSU

MSU-CIBER was happy to cosponsor the 19 January reception welcoming thirteen new Thai students who recently arrived on campus to participate in the MSU-Chulalongkorn University business exchange program. The group will study here for Spring semester.

Arriving with faculty member Chintana Bunbongkarn, the students were greeted with freezing temperatures, but also with a warm welcome from the nine MSU students who studied in Bangkok this fall.

CIBER News Seeks Information

If you have information or upcoming events of interest to the international business community that you would like published in CIBER News, please call editor Cynthia Hitchcock at 353-4336.