



# THE UNIVERSITY OF SOUTHERN MISSISSIPPI

## Department of Management and International Business

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TO: Employers and Faculty serving USM IB 472 & IB 495 students

I respectfully ask your assistance with our Spring 2010 capstone class in international business. Since 2007 I have been tasked with making this class as meaningful as possible. Previous classes have visited the World Trade Centers in Jackson and New Orleans, meeting with international business executives and US, State, and foreign government officials. They also work on export projects, utilizing the real-time, real-world resources used daily by firms sending products and services overseas.

I genuinely need your assistance, and ask you to accommodate these IB students. Two upcoming events are planned for them:

Wednesday, February 17: The IB 472 students have a day of very important sessions in Jackson, MS at the offices of the US Department of Commerce. They will receive briefings by MS State trade officials, and Federal trade officials, and MS exporters. A lunch is planned for them to meet members of the MS District Export Council. After lunch, they will attend sessions where they will be introduced to the tools that they will use to complete their export projects.

Tues. Mar. 23 & Wed. Mar. 24: The IB students in both IB 472 and IB 495 should participate in the US Department of Commerce's EXPORT UNIVERSITY. This program is coming to the USM Gulf Park Campus. Students will have the opportunity to earn level 100 and level 200 certificates in this USDOC program. They will participate in sessions with local and regional business executives and government officials. *NOTE: If you are interested in participating in this, there are special student and faculty rates.*

These students know that for them to attend these sessions in Jackson and at our Gulf Park Campus, they must have your support and permission to be absent from their classes or from their jobs. I respectfully ask for your support and assistance in this regard. As you are aware, an all too-common problem voiced by employers these days is that they cannot find qualified people to work in their firms; these events and projects are a way that these young people can gain the experience and at least introductory knowledge of the exporting processes, and get to meet with the people who may one day hire them, or with whom they will continue to encounter in the world of international trade. Subsequently, these sessions can be vitally important to their careers.

Thank you in advance for your consideration.

Respectfully,

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