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# AIESEC brings together students, businesses

By LISBETH LEVINE  
Staff Writer

The traditional graduation trip abroad isn't what it used to be. This summer, four seniors from UNC will begin internships in such countries as Yugoslavia, Hong Kong and Ghana as part of the AIESEC program.

"The main purpose of AIESEC is to create international understanding and develop internationally-minded managers through exchange programs," said Melanie Hall, a sophomore from Kernersville who recently has begun her second term as president of AIESEC.

AIESEC, which is the French acronym for International Association for Students in Economics and Business, is active in 56 countries around the world and 58 universities in the United States.

Representatives of AIESEC ask area companies to hire an intern from a foreign country for two to six months. If the company agrees, they fill out a form that details which skills they require in an intern. Once a year, a delegation from each participating country attends a congress where students are matched by computer to the available internships.

This process placed seniors Laura Heller in Hong Kong, Melissa Stevens in Ghana, Laura Lynch in Yugoslavia; December graduates Charlie Harrison in Colombia and Andy Burtrton in the Netherlands.

The students were chosen as AIESEC participants based on academics and AIESEC involvement.

Lynch, an economics major from Raleigh, is the only student of the group who will be working behind the Iron Curtain. Her six-week job in Yugoslavia will be in the international marketing sector of a petroleum import/export company.

"I'm a little bit worried about going behind the Iron Curtain," Lynch said. "But I'm going to keep a low profile. You can get by just about anywhere if you're considerate of other people."

Stevens will be an intern at Barclay's Bank in Accra, Ghana, for 12 weeks. A business administration major, Stevens hopes to "learn about Ghanaian culture and obtain practical business experience."

Heller describes herself as a "business major in international studies." She eventually hopes to work in international

trade. Her job in the China trade division of a securities company in Hong Kong is especially appealing to Heller because of the "tremendous boom in Chinese industry."

Heller's job will involve research in trading markets and matching available goods with the appropriate company, as well as finding trading partners for the firm.

Although Heller has no background in Cantonese, she said she intended to learn as much as possible. She is not concerned with adjusting to the cultural differences. "I've lived in Spain and attended school in Japan for a year, so I'm accustomed to adapting," she said.

December graduate Burtrton, an international studies major, will be working in a bank in Rotterdam. Harrison, who also graduated in December, has already begun his six-month internship in Bogota, Colombia, doing marketing research for Sears Roebuck and Co.

The valuable work experience that these internships provide cannot be overlooked, but Hall stressed that the company benefited the most.

"Foreign students come here to learn and work in a company—it's not a luxury trip. The average intern working in the Research Triangle area receives about \$200 a week. The company's getting the best deal because they're obtaining a well-qualified student from another country and paying him less than they'd pay an equally qualified American," Hall explained.

She also noted that most of the European interns hold doctorate degrees, making them even more attractive to employers.

Some of the area companies which Hall cited as AIESEC participants include IBM, Westinghouse and the Research Triangle Institute.

The interns also expect to receive benefits from working for foreign companies. "When I have this practical marketing experience, I'll be a lot more desirable to other firms," Lynch said.

"The contacts my job will give me will be tremendous," said Heller. "The company in Hong Kong also has affiliates in New York and the experience of working in a securities firm will definitely open a lot of doors."



Melissa Stevens, Laura Heller, Laura Lynch and Melanie Hall ... the three seniors will work and travel abroad this summer.

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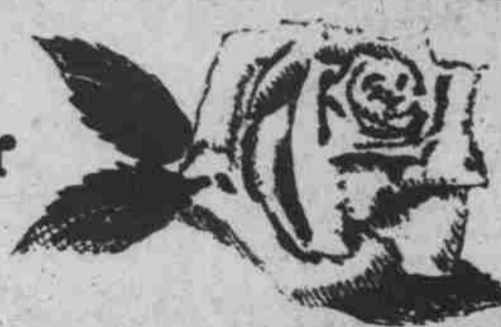
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