



CIEE in Shanghai, China

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| Course name: | Organizational Internship |
| Course number: | INSH 3003 SACS |
| Programs offering course: | Shanghai Accelerated Chinese Language, Shanghai Business, Language and Culture, Shanghai China in a Global Context |
| Language of instruction: | English |
| U.S. Semester Credits: | 3 semester/4.5 quarter hours |
| Contact Hours: | 45 |
| Term: | Spring 2019 |

Course Description

This course provides the student an opportunity to participate in business projects assigned by our sponsoring companies. The sponsors will vary each semester depending on the participating organizations of this program. In the class, interviews will be arranged for the students to match with the sponsoring company. The interview process will be intensive in the first two weeks of the semester. A student may go through several interviews before a final offer is secured. The critical phase of this course is in the first two weeks of the semester to secure an offer because only those students having received an offer can continue in the course. Students signed up in the class but received no offers will need to drop the class. A student can also try to obtain a sponsor himself/herself and participate in this class.

In the orientation class, basic skills of interviews will be introduced. Students are encouraged to get prepared before the interview such as to know the company and their products and services. Sometimes interviews will be arranged impromptu. In such situation, students should prepare well in articulating past job experience and current job skills. Specific questions about the position can be inquired during the interview. Students should not be discouraged if interviews are arranged without ample time to research the company background. Instead students should focus on demonstrating his/her job skills.

Our internship program is about learning fundamental skills at a workplace. We believe in the first two years of a job right after college, this is the critical skills that a college grad needs to acquire in order to succeed in business. So we emphasize interns to learn the basic fundamental office skills such as communicating, interacting with staff, fact finding in office, and gathering information from various departments in the company. We do not have a wide variety of industries and multi-national companies in our participating sponsorship pool. Therefore, if a student is looking for a particular industry with a goal of a specific type of position, he/she should either seek out a position on his/her own or not to attend this class.

Lecture in the class will cover only the basic requirement of office work policies. The class will include subjects such as:

- How to prepare a resume?
- How to search for prospective interviewing companies?



How to succeed in the office?
How to plan for a career development?
How to retire early?

The instructor will be the facilitator for classroom discussions and student participations. A lot of the experience from job searching, interview process, office work issues will be discussed and shared in the classroom. The objective is to learn those fundamental skills in the first two years of work right after college.

The course covers 15 weeks and the internship should start no later than the first two weeks into the semester or before the deadline for the drop/withdrawal period. Work should be scheduled for at a minimum of 9 weeks in the semester. In addition, there are 7 class meetings which will meet at 4PM Monday afternoon for the first three weeks, for the mid-term review, and for the last three weeks of the semester. Normally you need to plan a minimum 2 ½ days per week work for the sponsors. Some sponsors may require one or two extra half day work during the week.

Students are expected to turn in weekly time sheets signed by the sponsoring company. During the internship, all correspondence with the instructor should be by emails. Individual meetings can be arranged in advance with the instructor on internship issues. At the end of the course, the mentor of the sponsoring company will provide an evaluation on the performance of the student. It is the student's responsibilities to submit all the paperwork, time sheets and the Mentor Evaluation on a timely basis. Two reports for the internship project will be prepared by the students, one for mid term and one for the final. To be successful in the Organizational Internship class, the students are encouraged to actively seek open and frank communication with the company mentor and the instructor. As a result of these proactive communications by the students, they should be better prepared to work with co-workers and supervisors when stepping into a full time job upon graduation.

Learning Objectives

The course will try to train the students the fundamental job skills in the first two years of work right after college graduation. it will help you understand:

- Career planning
- Workplace issues,
- Work ethics,
- Interpersonal interactions and group dynamics in the workplace,
- How companies are organized and structured,
- The impact of external factors such as government policies and regulations,
- Organizational structure and its functions,
- Career goals and career development



Course Prerequisites

Three semesters of college-level business, economics, accounting, finance, management, or marketing are required. Chinese language skills are highly recommended and preferred by the sponsoring companies but not required.

Methods of Instruction

The methods of instruction will mostly in the classroom participation. Each student will be monitored for progress on the internship project by submitting daily journals and time sheets weekly. Total combined work and classroom hours will be no less than 120 hours. Current syllabus includes seven 2 hour group meetings and two field trips totaling 14 hours. In addition, an average of 14 hour work week for 9 weeks is scheduled totaling 126 hours.

Assessment and Final Grade

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| 1. Attendance and participation | 20% |
| 2. Internship project report I- mid-term | 15% |
| 3. Internship project report II- final | 15% |
| 4. Time sheet/journals | 10% |
| 5. Mentor Agreement | 10% |
| 6. Mentor’s Evaluation | 30% |

Course Requirements

- Average 126 work hours at the internship site (14 hours/week for 9 weeks)
- 14 hours meeting with the Academic Advisor and/or class
- No absenteeism and no lateness at work
- Prepare two project reports one at mid-term and one at final
- Submit journal/time sheet for the duration of the internship

Weekly Schedule

Orientation

Students arrive on campus
2 hours orientation - CIEE orientation week/starting to set up interviews. Course selection – submit resume to **Charles.mo@charlesmo.com**

Week 1

Introduction of the course syllabus
Review the job descriptions of internship positions
Overview of each sponsor Company
2 hours class meeting
Job search and interviews

Review the internship Application Form
Pre screening interview with a staff of Charles Mo & Company
Complete the Internship Application Form



Schedule interviews for the students to meet with the potential company employer
Review and edit resumes

Week 2

Assessment on the interview results and chances of further internship assignment
Schedule for individual meetings
Students not yet offered an intern need to drop the class at this moment
2 hours class meeting

Week 3

Resume writing
Interview skills
Office politics
Module Two: Choosing an Internship
- Discuss choice of positions, interviews, etc.

Module Three: Thriving on the Job

- Contracts & Expectations
- Branding yourself
- Framing the experience

Module Four: Working with Chinese

- Communicating with Chinese
- Negotiating with Chinese
- Guanxi dynamics & network building

Students should secure an internship position by this week or drop the class

Readings:

Kaser, Brooks & Brooks: Chapters 3-4

Sweiter & King: Chapters 2-4

Readings:

Ge Gao & Ting-Toomey: Communicating effectively with the Chinese

Graham & Lam: The Chinese negotiation

Chen Min: Chapter 8-10

16 hours internship site

Week 4

16 hours work

Week 5

2 hours- mid term review / Mid term report due (3-5 pages)

16 hours work



Week 6

16 hours internship site

Week 7

16 hours internship site

Week 8

16 hours internship site

Week 9

16 hours internship site

Week 10

2 hours Field trip- NIKE – review of all time sheets/mentor agreement./mentor evaluation
16 hours internship site

Week 11

2 hours -Mentor evaluation form due
16 hours internship site-Final report due (3-5 pages) Last Day of Internship Class

Week 12

Final Report

Course Materials

Readings

1. Chen, M. (2004). Asian management systems (2nd ed.). Belmont, CA: Thomson.
2. Gao, G., & Ting-Toomey, S. (1998). Communicating effectively with the Chinese. Thousand Oaks, CA: Sage
3. Graham, J., & Lam, M. (2007). The Chinese negotiation. Harvard Business Review
4. Kaser, K., Brooks, J. R., Jr., & Brooks, K. (2007). Making the most of your internship. Belmont, CA: Thomson.
5. Sweiter, H. F., & King, M. A. (2004). The successful internship: Transformation and empowerment in experiential learning (2nd ed.). Belmont, CA: Thomson.

Possible sponsors:

| Company Name | Company Profile |
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| <p>Active Kids Shanghai</p> | <p>Active Kidz Shanghai (AKS) is a non-profit, volunteer organization dedicated to providing quality sports and recreational programs to the expatriate community of Shanghai. We provide safe, well-run activities that stimulate the development of physical and social skills, and which encourage the values of teamwork, good sportmanship, individual creativity, self-confidence, and respect for others. AKS has operated in Shanghai for nearly 12 years and has the operations now in several locations in Shanghai.</p> |
| <p>Duoyunxuan 朵云轩</p> | <p>Founded in 1900, Duoyunxuan is a Time-honored Brand and Famous Trademark of China. Its main business includes paintings, auction, Four Treasures of the Study, etc.</p> |
| <p>Ernst & Young 安永</p> | <p>At EY, we are committed to building a better working world — with increased trust and confidence in business, sustainable growth, development of talent in all its forms, and greater collaboration. We want to build a better working world through our own actions and by engaging with like-minded organizations and individuals. This is our purpose — and why we exist as an organization. Running through our organization is a strong sense of obligation to serve a number of different stakeholders who count on us to deliver quality and excellence in everything we do. We want to use our global reach and scale to convene the conversation about the challenges facing economies and the capital markets.</p> |
| <p>Huawei 华为技术有限公司</p> | <p>Huawei is a leading global information and communications technology (ICT) solutions provider. Through its dedication to customer-centric innovation and strong partnerships, it has established end-to-end advantages in telecom networks, devices and cloud computing. It is committed to creating maximum value for telecom operators, enterprises and consumers by providing competitive solutions and services. Its products and solutions have been deployed in over 140 countries, serving more than one third of the world's population.</p> |
| <p>Kate & Kimi</p> | <p>Kate & Kimi is Shanghai's first community trusted online grocery market. It is a web concept similar to Fresh Direct, Peapod or Good Eggs in the US. Since April 2013, the company has been delivering China's freshest produce grown by Gusto Fine Foods and other hard-to-find imported goods. Kate & Kimi offers all of the grocery needs of an expat family, including Organic grains - Gluten Free Items - Superfoods - Entire Bakery - full range of imported Meat, Fish, Dairy. Additionally, Kate & Kimi is an online platform for many small food vendors in the expat community like an online farmers market. Delivery all over Shanghai.</p> |
| <p>Meng Share</p> | <p>The company name is Meng Share and they are developing an English language learning platform. The company is American owned and run though they have both local and foreign staff in the office.</p> |

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| Pinyin Press | Inspired by the everyday icons of contemporary Asia, Pinyin Press celebrates this unique and vibrant culture with detailed hand-drawn illustrations, prints and pattern. |
| Shanghai Yiye Ad 一业广告 | A local graphic design company. |
| Style Fitness - Fitness & Lifestyle | Style Fitness is a fitness studio and lifestyle boutique dedicated to creating a holistic experience for busy city-dwellers. We believe that beauty comes from the inside and shines through, and thus it is essential for us to take care of our internal happiness as well as our bodies in order to have a balanced and healthy lifestyle. Style Fitness not only specializes in creating fun and effective workout programs but also offers nutrition, beauty, fashion, events as well as internal wellbeing consulting services. Our vision is to create a positive impact on people’s lives, to empower people through fitness and lifestyle programs, and to build a community of like-minded individuals through helping and caring for one another. |
| Urban Family | <p>Urban Family, the sister publication to That's magazines, was launched by HK Focus Media in 2010 in order to enhance the eclectic lives of the families who have found themselves among the millions of people in Shanghai. With experienced editors Urban Family is moving forward with a bold new image, intriguing content and exceptional visuals. Our publication, not merely a tangible magazine, is the foundation for building a dynamic community of families in Shanghai. Together, our new, interactive content and website, Urbanites kids’ club and family-fun events will enliven and connect urban families, and provide an integrated marketing channel to deliver your message.</p> <p>Encompassing both expatriate and English-speaking local families, Urban Family’s audience desires to live their lives to the fullest in Shanghai. Our readers are on the move, intelligent and inspired by their urban environment. With content relevant to both parents and adults in general, we appeal to a broad spectrum of families whether they are expecting, have little ones, teenagers, or are empty-nesters. As well-educated, successful global travelers, our readers have higher incomes than the average. They value new life experiences, travel, education, entertainment and high quality of goods and services.</p> |