IBIP
International Business Immersion Program
2010
China
Hit the real world running

ILLINOIS
UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN
“Firm, Supply Chain, and Industry Dynamics within the Chinese Agri-Food Sector”

Sponsored by:

University of Illinois College of Agricultural, Consumer and Environmental Sciences
University of Illinois College of Business

and

Center for International Business Education and Research

As well as generous support from corporate and private sponsors

www.ibip.uiuc.edu
Contents

Course Syllabus 7

Study Tour Itinerary 15

IBIP Instructors 21

Program Participants Profiles and Biographies 22

Participants At a Glance 27

Student Résumés 28

Flight, Lodging, and Contact Information 49
PROGRAM DESCRIPTION
The International Business Immersion Program (IBIP) selects premier undergraduate students to work in high-performance, interdisciplinary teams to explore the structure and challenges of the global agriculture and food industry. The primary goal of the program is to prepare the next generation of globally literate entrepreneurial leaders to identify and respond to challenges associated with business operations in the global marketplace. While IBIP is housed in the College of Agriculture, Consumer and Environmental Sciences and is cross-listed in the College of Business Administration, its students are selected from diverse backgrounds, majors and interests.

The program combines an on-campus preparatory course each spring, culminating in an international experiential study tour that allows students to interact with industry professionals and witness the scope of the agriculture and food industry first-hand. Since 2001, the International Business Immersion Program has been refining exceptional young leaders through research, networking and experience to prepare them to hit the real world running.

COURSE FORMAT
The International Business Immersion Program to China consists of three inseparable components:

1. A preparatory course held during Spring 2010. This course will focus on three main topics. First, we will study Chinese consumers’ and farmers’ preferences and culture. Second, we will analyze the challenges that multinational companies face in China in terms of the regulatory and institutional environment. Third, we will discuss food safety in the supply chain.

2. A 14-day immersion study tour (May 15-29), where participants interact with company executives of national and multinational firms, with farmers, regulators, expats, and consumers.

3. A public, on-campus presentation and video screening of the group’s research finding during the Fall 2010 semester.
OUR SPONSORS
The course is being offered jointly by University of Illinois College of Agriculture, Consumer, and Environmental Sciences (ACES) and College of Business (COB) with financial and administrative support provided by Archer Daniels Midland (ADM), Bunge, Monsanto, Caterpillar, Roberts Experiential Education Fund, Illinois Center for International Business Education and Research (CIBER), International Programs and Studies (IPS), COB Office of Study Abroad and ACES Offices of Academic Programs, and ACES Global Connect.

COURSE MATERIALS
The case studies that will be used in this class can be purchased through the HBS Publishing website: http://ch.hbsp.harvard.edu/ch/aces/516448.

Other readings, assignments, and information can be found on the course’s Compass website.

Additional information can be found on the IBIP website: http://www.ibip.illinois.edu

A library website for our class has links to useful research tools:
http://uiuc.libguides.com/china_immersion
http://cc.hbsp.harvard.edu/ch/aces/516448

EVALUATION OF COURSE PERFORMANCE

<table>
<thead>
<tr>
<th></th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Individual case assignments (5 cases: 20 points each)</td>
<td>100</td>
</tr>
<tr>
<td>(2) Cultural blog</td>
<td>20</td>
</tr>
<tr>
<td>(3) Group contract</td>
<td>20</td>
</tr>
<tr>
<td>(4) Group case assignment and presentation</td>
<td>20</td>
</tr>
<tr>
<td>(5) Video-taped interview</td>
<td>10</td>
</tr>
<tr>
<td>(6) Written research report</td>
<td>210</td>
</tr>
<tr>
<td>(7) Presentations (Research report: 50; research question analysis: 50)</td>
<td>100</td>
</tr>
<tr>
<td>(8) Company description</td>
<td>20</td>
</tr>
<tr>
<td>(9) Group blogs</td>
<td>50</td>
</tr>
<tr>
<td>(10) Participation</td>
<td>120</td>
</tr>
<tr>
<td>(11) Reflection paper</td>
<td>20</td>
</tr>
<tr>
<td>(12) Video</td>
<td>210</td>
</tr>
<tr>
<td>(13) Magazine article</td>
<td>100</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,000 points</strong></td>
</tr>
</tbody>
</table>

Attendance policy
You are entitled to one unexcused absence. Nevertheless, you are responsible for turning in your assignments on time. The unexcused absence cannot be used on the risk management session, on the field trips, or on the presentations sessions, which are mandatory. If you have to miss more sessions, email ahead of time justifying your absence. For each unjustified absence, there will be a 20-point deduction.

Peer group evaluation
One of the goals of this class is to replicate how work in the real world takes place. Therefore, working in a group is an important component of the IBIP experience. We do acknowledge that effort level across group members can vary and will adjust grades from group projects accordingly. Please distribute 100 points among the members of your group (including yourself), based on the contribution of each of the members to the particular group project. We will distribute forms that allow you to submit group grades separately for each of the following group projects: written research report, research question presentation, magazine article, and video project. The group evaluations are due by email to Meredith the day after the deadline for each of the aforementioned group projects.

Participation
The participation grade is based on behavior and performance inside of the classroom, during our field trips, and on the study tour. This includes—but is not limited to—being on time, being alert during presentations, and asking our guest speakers and hosts insightful questions.
ASSIGNMENTS

Individual case write-ups and assignments
There will be 5 individual case write-ups. These should be single-spaced in 12-point font and have a length limit of 2 pages. Respond the questions based on the information that is contained in the case study. A description of each case assignment follows. Six cases are listed because one of them will be a group case (you do not need to hand in an individual case write-up on the day that your group analyzes a case).

- COFCO Xinjiang Tunhe Co., Ltd.
- Kentucky Fried Chicken in China
- Sanlu’s Melamine-Tainted Milk Crisis in China
- Cola Wars in China
- Pepsi Grows Potatoes in China
- Carrefour China, Building a Greener Store

Cultural blog
We will team you up with another class member and distribute your assignment on the first lecture. You will have to blog about your experience.

Group contract
Write a “contract” that will guide your group work. The last page of the contract should contain the signatures of all the group members indicating that you all agree. You should include at least the following items in your contract:

- Team goals (for example, what grade you want to work for)
- Meeting process (agenda, timeline)
- Quality of work (be explicit about what is good enough)
- Communication process (i.e. how long is too long to respond email?)
- Decision making process (How are you going to come to decisions? Leader or consensus decision making model? What if there is a tie?)
- Ground rules with consequences (they have to include penalties in case that the rules are not observed, each group is responsible for enforcing these penalties)
- Signature of the entire team

Group case write-up and presentation
There will be one group case write-up. You will not need to hand in an individual case write-up for the case that your group will analyze. Answer all the questions that are listed. In addition, update the case study, researching what the company that is described in the study and its competitors (and if relevant providers and customers) have done since the case study was written. Prepare a 15-minute powerpoint presentation.

Group research project (written report)
It’s your first day on your dream job in the agribusiness company that you’ve always wanted to work for (and which of course you will visit during the IBIP). Your new boss explains your first assignment: “We are thinking of introducing product/service xxx in the near future. We still have not decided whether we should first introduce it in the United States or in China. We need your international business expertise to perform an analysis of the factors that we will have to take into account to be successful in both markets, so that we can decide whether we should go ahead in China or in the United States. It would be very helpful if you could analyze current and potential competitors, describe the supply chain, explain relevant regulations and laws, characterize consumers and what matters to them, and discuss risks that we have to take into account. After you have handed in this comparative analysis and have presented your findings, we would like you to choose one of the critical factors that you identified and describe it in greater depth. We expect another presentation in front of colleagues and the executives of the company.”
**Group Research Presentations**

1) **Research Project Presentation**
   Prepare a 10-minute long presentation with Power Point slides. The slides are due 24 hours before the presentation (email them to Meredith Blumthal). The dress code for the presentation is business formal. Each group member has to present. The last slide of the presentation should be the proposal for three issues that you identified which you would like to research in greater depth. Each of the topics should be worded as a question. The topic does not need to be framed in terms of the product or service that you were analyzing. For example, when analyzing probiotic yoghurt, you might find that dairy subsidies and health consciousness are important issues.

2) **Research Question Presentation**
   Develop a 5-minute long Power Point presentation on the question that you chose previously, based on research in greater depth. The last slide of the presentation should be about questions that you plan to ask in your interviews on the study trip. Email the slides to Meredith Blumthal 24 hours before the presentation and please bring three hard copies of your slides to class. The dress code for the presentation is business formal.

**Resume**
We need your resume so that we can send it to the companies that sponsor us and to the companies that we will visit. It is in your own interest to have the best possible CV. Have your resume reviewed at a career center if you have not already done so. You can either go to the Campus Career Center [http://www.careercenter.uiuc.edu/services/resume.asp](http://www.careercenter.uiuc.edu/services/resume.asp) to ACES Career Services [http://www.careercenter.uiuc.edu/services/resume.asp](http://www.careercenter.uiuc.edu/services/resume.asp), to ACES Career Services [http://www.aces.uiuc.edu/Careers](http://www.aces.uiuc.edu/Careers), to Business Career Services [http://www.business.uiuc.edu/bcs/index.html](http://www.business.uiuc.edu/bcs/index.html), or to Engineering Career Services [http://engineering.illinois.edu/ecs](http://engineering.illinois.edu/ecs).

**Short biography**
Write a paragraph with 3-4 sentences that describes yourself and your interests to our international hosts. It should be brief and tailored to the audience. You may want to include, for example, where you grew up, a bit about your academic/professional interests/experience and/or your interest in issues related to the European Union. You don’t need to include your major or year as that will be on a separate line. Here are a couple of examples:

**Video-taped interview**
This assignment serves four objectives:
- Provides each group the opportunity to interview someone else about their topic and to analyze and evaluate this person’s perspectives on your topic
- Familiarizes your group with the video equipment and editing video using Apple iMovie
- Provides material for your group research and final video projects
- Educates others in the class on key issues in your topic area

**Company description**
Gather information about one of the companies/institutions that we will visit, prepare a 1-page handout and be prepared to talk about the company on the bus. You will be responsible of guiding the conversation at the visit and for filling in if there are any silences. The company description will be published in the student journal that each of you will obtain when we depart to Europe. You should include the most important facts for the company. For publicly traded companies, you can access databases from the Business and Economics library, which we will discuss in class. For private companies, you can contact the companies directly to obtain information. Your company description should at least include information on its products/services, its size, and geographic scope. Companies will be assigned as soon as we have a definite study tour schedule.

**Blogs**
Each group will be assigned specific days of the trip for which the group members are responsible for writing a blog entry of the day’s activities. The written blog and accompanying photos must be provided to Austin Verbeck by the end of the following day. Blogs will be published daily online so that family, friends, and companies can follow along with the study tour. These blogs also help to reflect on each day’s activities during the busy itinerary, to synthesize important observations during the day, and to highlight the contributions of our hosts and sponsors.

**Daily blog outline**
The daily blog entry should consist of approximately one page of web text per day, plus one or two relevant photographs illustrating the day’s activities. The blog entries should be in narrative form, use proper English, and take into account that several of our hosts read them. The entries should generally include the following elements:
- What is the day and date for the entry?
- Where did we go?
c. When or in what sequence did we go to each event?

d. With whom did we meet

e. What were the 3-5 most interesting things we learned?

f. Who sponsored meals or other activities for our group?

**Reflection paper and video**

During the study tour, you will complete at least two personal journal entries each day, included in the daily note binder that will be distributed before we depart. After the immersion study tour in China is completed, you are each required to write a reflection paper evaluating the impact of the program on your person growth and academic development. This reflection paper should be approximately 2-pages long (double-spaced) and include the most significant things you learned (about 3 major insights) and the potential impact of the experience on your academic development, your personal development, and your career goals. The purpose of the daily journal entries is to record important insights over the course of the tour for later reference, to provide observations for daily blog entries, and to help you record observations for your reflection paper and your final project assignment. In addition to the written reflection, we will make a video of your reflection during the fall semester.

**Rating of visits**

At the end of the study tour, you will receive an email with a link to SurveyMonkey. Please follow the link and fill out the survey about each of the visits, so that we can improve the program in the future.

**Video**

During the fall semester, you will develop a 3-5 minute long video, similar to an infomercial, telling a story that addresses your research question. The first step is to write and hand in a draft script using an outline format and a storyboard (which will be handed out). The second step is to present your storyboard to the class using a Power Point presentation of maximum 10 minutes and to participate in the critique of other groups’ storyboards. The third step is to work on your video using the material from the study tour and complementing it with other material that you consider necessary to tell your story. The fourth step is to hand in a 3-5 minute long video, complete with music, voice-over narration and free of technical errors. The final step is a professional presentation of your video in front of University authorities, recruiters, and representatives from the companies that sponsor the IBIP. This presentation will take place the evening of the ACES Career Fair. The videos will be distributed to the companies that we visited. The exact timeline will be distributed at the beginning of the fall semester.

**Magazine article**

During the fall semester, you will develop a magazine/trade journal article. This article should follow your video closely. You should write it for the general audience. The article should be 5-7 pages long at 1.5” spacing. It should include section headings, sub-headings, and references. Please document references using the author-date or Harvard Style in the text. Please reference and cite information from personal interviews and presentations. See the reference style guide on the class website for specific examples. The final copy should be ready for publication.
### CLASS SESSIONS AND ASSIGNMENTS

<table>
<thead>
<tr>
<th>Class</th>
<th>Date</th>
<th>Topic</th>
<th>Read</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1/19</td>
<td>Introduction</td>
<td>List of 3 products/services</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>1/26</td>
<td>History, culture, and institutions in China</td>
<td>Blog cultural experience</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>2/2</td>
<td>China, agricultural policy, and trade</td>
<td>China Trade Disputes</td>
<td>Group contract</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Guest lecturer: Prof. R. Thompson</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>2/9</td>
<td>Agriculture in China</td>
<td>COFCO</td>
<td>COFCO case, CV &amp; short bio</td>
</tr>
<tr>
<td>5</td>
<td>2/12</td>
<td>St. Louis field trip</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>2/16</td>
<td>Entry modes in China</td>
<td>China negotiation style, KFC</td>
<td>KFC case</td>
</tr>
<tr>
<td>7</td>
<td>2/23</td>
<td>Doing business in China; Guest lecturer: Bill Barron, Principal of KDC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>3/2</td>
<td>Food safety in China</td>
<td>Sanlu</td>
<td>Sanlu case</td>
</tr>
<tr>
<td>9</td>
<td>3/9</td>
<td>Risk management, interviewing techniques</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>3/16</td>
<td>Marketing in China</td>
<td>Cola wars</td>
<td>Cola wars case</td>
</tr>
<tr>
<td>11</td>
<td>3/23</td>
<td>Spring break</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>3/30</td>
<td>Etiquette</td>
<td></td>
<td>Video-taped interview</td>
</tr>
<tr>
<td>13</td>
<td>4/6</td>
<td>Supply chain in China</td>
<td>Pepsi potatoes</td>
<td>Pepsi potatoes case</td>
</tr>
<tr>
<td>14</td>
<td>4/9</td>
<td>Decatur field trip to ADM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>4/13</td>
<td>Research project presentation</td>
<td>Research report</td>
<td>Research presentation</td>
</tr>
<tr>
<td>16</td>
<td>4/20</td>
<td>Corporate social responsibility</td>
<td>Carrefour</td>
<td>Carrefour case</td>
</tr>
<tr>
<td>17</td>
<td>4/27</td>
<td>IMovie training &amp; Trip preparation points</td>
<td></td>
<td>Company description</td>
</tr>
<tr>
<td>18</td>
<td>5/4</td>
<td>Research question presentation</td>
<td>Research question presentation</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>5/15-5/29</td>
<td>Study tour</td>
<td>Blogs</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>6/12</td>
<td>TBA</td>
<td>Reflection paper (email)</td>
<td></td>
</tr>
</tbody>
</table>
ST. LOUIS AGRIBUSINESS IMMERSION

Friday, February 12, 2010

Hosted by:
Bunge North America and Monsanto Company

Friday, February 12, 2010

6:30am  Depart ACES Library Circle Dr. 1101 S. Goodwin Ave., Urbana, IL 61801

10:00  Bunge North America
11701 Borman Drive, Maryland Heights, MO, 63146

10:00– 10:45 Deb Seidel, Director, Communications
10:45- 11:30 Lindsay Ruhlin, Marketing Specialist
11:30- 12:15 Tom Coover, Vice President, Sales & Marketing, Oils
12:15- 12:45 Lunch
12:45- 1:30 Joel Terschak, Chief Administrative Officer

2:00-6:30pm Monsanto Company
800 N. Lindbergh Blvd.
St. Louis, MO 63167

2:00-2:30 Welcome: Tami Craig Schilling – Director of Technology Communications
2:30-3:00 University Relations, Becky Prevost – University Recruiter
3:00-3:45 TBD
3:45-4:00 Sustainability Blaen Abraham – Economic Research Specialist
4:00- 4:45 Q &A
5:00- 6:30 Reception
DECATUR AGRIBUSINESS IMMERSION

Friday, April 9, 2010

Hosted by:
ADM

Friday, April 9, 2010

1:30 – 1:45  Arrival at Corporate – Welcome by Frank Wade
1:45 – 2:15  Craig Willis – Sr. Commercial Manager, Ethanol
2:15 – 2:45  Kent Soellner – Vice President, Export
2:45 – 3:30  Bus Tour of Facilities
3:30 – 4:15  Reception at Corporate  with U of I Alums
4:15 - 4:30  Final Remarks and Departure
CHINA STUDY TOUR IBIP ITINERARY

May 15-29, 2010

Saturday, May 15 - Neat Casual dress

7:15 am  Depart  ACES Library Circle Drive

9:45 am  Arrive Chicago O’Hare Airport, Terminal 1
          Students meet at United International Counter

12:20 pm  Depart Chicago ORD
          United Airlines Flight UA0851 to Beijing, Terminal 1

Sunday, May 16: Beijing (Polos & Khakis)

3:00 pm  Arrive Beijing Airport (PEK)

5:00 pm  Check into hotel

6:00 pm  Buffet Dinner hosted by Office of International Affairs
          China Agricultural University with CAU Ambassador students and the directors
          and staff members from the International Office.

Accommodations:  Jin Ma Hotel
                   38 Xue Qing Rd
                   Haidian District
                   Beijing,China
                   Tel : (8621) 6322 3855
                   Fax : (8621) 6360 0967
                   http://www.asiatravel.com/china/beijing/jinma/

Monday, May 17: Beijing (Polos & Khakis)

8:00 am  Dr. WU Laping, distinguished professor of the College of Economy
          and Management Lecture on Chinese Agriculture

9:30 am  Depart for Tiananmen Square

10:00 am  Tiananmen Square

10:30 am  Forbidden City

12:00 pm  Morning program completes and transfer for lunch

12:30 pm  Lunch at a selected local restaurant

2:00 pm  Monsanto Far East Limited
          Room 901, 9th Floor, Tower B
          Pacific Century Place
          2A Gongti Beilu, Chaoyang District
          Beijing 100027, P.R.China
          Hosted by Kevin Eblen, China Commercial Lead
          kevin.L.eblen@monsanto.com

Contact: Ellen Wang
Tel: 8610 5829 0853
E-mail: ellen.wang@monsanto.com
4:30 pm   Monsanto Biotech Center  
Room 516-518, 5th Floor & Room 610-618, 6th Floor,  
Building A, Raycom Info Tech Park,  
No.2 Kexueyuan South Road,  
Zhongguancun, Haidian District,  
Beijing 100190, P.R.China  

Host:  John McLean  
Biotech Center Site Lead  
john.e.mclean@monsanto.com  

Contact: Ada Gu  
Tel: 8610 5984 1808  
Monsanto Far East Limited  

5:30 pm   Yaschow Market  

7:00 pm   Free time  

Accommodations: Jinma Hotel CAU  

Tuesday, May 18: Beijing (Polos & Khakis)  

8:00 am   Depart Hotel for US Embassy  

8:30 am   Arrive Embassy south gate, security check- need passport  

9:00 am   FAS and ATO debriefing  
Host:  Michael D. Woolsey  
Agricultural Minister Counselor (Acting)  
U.S. Embassy Beijing  
Tel: (86-10) 8531-4537  
Mobile: (86) 1391-020-3954  
FAX: (86-10) 8531-3636  
michael.woolsey@usda.gov  
www.usdachina.org  
http://beijing.usembassy-china.org.cn  

Host:  Eric Trachtenberg  
Director, Agricultural Trade Office  
US Embassy, No. 55  
An Jia Lou Road  
Beijing 100600  
Tel: (86-10) 8531-3022  
Eric.Trachtenberg@fas.usda.gov  

Contact: Zhou Bo  
Foreign Agriculture Service, U.S. Embassy Beijing  
Tel: 8610 8531 3600  Cel: 1391-112-1607  
Fax: 8610 8531 3636  
Mail: zhou.bo@fas.usda.gov  

12:00 pm   Lunch  

1:00 pm   Depart for Huaxia Dairy
**CHINA STUDY TOUR IBIP ITINERARY**

May 15-29, 2010

2:00 pm  **Huaxia Dairy Farm**
Visit Coordinator: Eugene Chen  
Technical Program Manager  
US Grains Council Beijing Office  
Phone: 010-65051314 ext 24   13701106402  
yuzhichen@grains.org.cn

Huaxia Farms  
Dr. Rung-Syn Tung  
Mobile +86-1581-093-8415

Accommodations: Jinma Hotel CAU

**Wednesday, May 19: Beijing (Polos & Khakis)**

8:00 am:  Depart hotel

9:00 am  Xin Fa Di Produce Market, South Beijing

Afternoon:  Day sightseeing- Great Wall at Jurongguan

Evening:  Peking duck dinner at Bianyifang Restaurant with ABE students

Accommodations: Jinma Hotel CAU

**Thursday, May 20: Beijing /Baoding/ Beijing / Wuhan (Polos & Khakis)**

7:30 am  Depart for **Hebei Agriculture University**

10:00 am  Lectures/discussion exchange with faculty

12:00 pm  Lunch hosted by Dean Wang, College of Food Science

2:00 pm  Visit to HuiYuan juice factory

7:30 pm  Transfer to the railway station

9:00 pm  Take overnight train to Wuhan (Z37 9:00 pm – 6:55 am May 21)

**Friday, May 21: Wuhan (Polos & Khakis)**

6:55 am  Arrive Wuhan

8:00 am  Xiantao site visits  
Visits with local government officials  
Qingdao Brewery

Accommodations: Holiday Inn Tian An Wuhan  
868 Jie Fang Da Dao  
Wuhan 430022  
Hotel Front Desk: 86-27-85867888  
Hotel Fax: 86-27-85845353  
Saturday, May 22: Wuhan / Hangzhou (Neat Casual)

6:00 am    Depart the hotel.
7:50 am    Depart for Hangzhou by air
8:45 am    Arrive in Hangzhou. Meet the guide and transfer to the hotel
10:30 am   Boat cruise on the West Lake
12:00 pm   Morning program completes and transfer for lunch
12:30 pm   Lunch at a selected local restaurant
2:00 pm    Six Harmony Pagoda
4:00 pm    “Dragon Well” Tea Plantation and Tea house
5:30 pm    Afternoon program completes and transfer for dinner
6:00 pm    Dinner at a selected local restaurant
7:30 pm    Transfer back to the hotel for rest

Accommodations: Hangzhou Lily Hotel
156 Shuguang Road
Hangzhou, China 310013
TEL:0571-87991188
FAX:0571-87991166 0571-87985706
http://www.lilyhotel.com/lx.htm

Sunday, May 23: Hangzhou / Shanghai (Neat Casual)

8:30 am    Leave the hotel.
10:00 am   Wuzhen (the famous water town)
12:00 pm   Lunch at a selected local restaurant in Wuzhen
2:00 pm    Depart for Shanghai by air-conditioned motor coach
4:00 pm    Arrive in Shanghai and check into hotel
5:00 pm    Bund and Nanjing Road
6:00 pm    Afternoon program completes and transfer for dinner
6:30 pm    Dinner at a selected local restaurant
8:00 pm    Transfer back to the hotel for rest

Accommodations: Greenland Jiulong Hotel
601 Liyang Road, Shanghai
200080, P.R. CHINA
Tel:86-21-65418228
China Study Tour IBIP Itinerary

May 15-29, 2010

Monday, May 24: Shanghai (all day) (Business Professional)

8:00 am    Husi Food Company Ltd. Shanghai
            #207 Malu Industrial Park, No. 58, Chenbao Road Jia Ding District
            Shanghai, China 201801
            Tel: (86-21) 6915-3558 ext. 206
            Mobile: 139 0182 0904

            Host: Dennis Zhang Ph. D
            General Manager of OSI China
            Email: dennis_zhang@husi.com.cn

            Accommodations: Greenland Jiulong Hotel

Tuesday, May 25: Shanghai (Polos & Khakis)

10:30 am    Bunge
            1706, Shui On Plaza
            333 Huai Hai Zhong Road
            Shanghai 200021 P.R.C.

            Host: Michael Goettl
            Tel: (8621) 53 06 81 00
            Email: Michael.Goettl@bunge.com

            Cynthia Su, Human Resources Director, Cynthia.Su@bunge.com
            Chester Yang, CEO China, Chester.yang@bunge.com

2 pm        METRO JinJiang Cash & Carry Co., Ltd.
            1425 Zhenbei Road, Shanghai 200333, China

            Contact: Angel Che Management Development Manager
            Human Resource Department
            (directly opposite the Maglev training station at Long Yang road, Pudong area)

5 pm        Yu Gardens Bazaar for shopping and dinner

            Accommodations: Greenland Jiulong Hotel

Wednesday, May 26: Shanghai (Polos & Khakis)

8:00 am     Depart hotel

9:00 am     Uni-president
            301 Qing Yang South RD
            Kunshan, Jiangsu, China

12:00 pm    Lunch

2:00 pm     Shang Hai Kerry Oils & Grains Industrial Co., Ltd
            No. 118 Gaodong Road, Pudong New District,
            Shanghai, China
**CHINA STUDY TOUR IBIP ITINERARY**

**Host:**  Freek Boelen  
Tel: 86-21-61622805  
MP: 86-133 1166 9368  
Email: freek@wilmar.com.sg

6:00 pm  Dinner with China Eximbank Shanghai Branch  
500, Pudong South RD  
Host:  Mr. Wang Donghua  
Email: wangedonghua@yahoo.com.cn  
mobil: +86 136 4185 1792

**Thursday, May 27: Shanghai / Hong Kong (Polos & Khakis)**

7:30 am  Leave the hotel

10:00 am  Fly to Hong Kong

12:00 pm  Arrive in Hong Kong. Meet your guide and transfer to the hotel

1:00 pm  Lunch at a selected local restaurant

2:30 pm  Debriefing with Illinois Trade office  
Contact: Hailey

Evening:  Free time, dinner on your own

Accommodations: Hong Kong Kowloon Hotel  
66 Boundary Street, Mongkok, Kowloon, Hong Kong  
Tel: (852) 2787-2338  
Fax: (852) 2789-0688  
Email: newtonkln@newtonkln.com  

**Friday, May 28 Hong Kong (Polos & Khakis)**

9:00 am  Tour of wet markets in Hong Kong

2:30 pm  Citysuper Retail store PM:

Evening:  Harbor Tour

Accommodations: Hong Kong Kowloon Hotel

**Saturday, May 29: Hong Kong**

9:30 am  Depart hotel for airport

12:35 pm  Depart Hong Kong UA0896

2:05 pm  Arrive Chicago ORD Terminal 5
International Business Immersion Program

China 2010 Instructors

M. Andrea Martens
Assistant Professor
International Business Immersion Program
University of Illinois at Urbana-Champaign
431 Mumford Hall, 1301 W Gregory Drive
Urbana, IL 61801, USA
Tel: +1-217-333-0208
amartens@illinois.edu

Andrea Martens is an Assistant Professor in International Agribusiness at the Department of Agricultural and Consumer Economics and an Assistant Professor in Strategy at the Business School at the University of Illinois at Urbana-Champaign. She has a Ph.D. in Business and Public Policy from the Haas School of Business of the University of California at Berkeley. She also holds a M. A. in Economics with a concentration in industrial organization and law and economics from the University of California at Berkeley, and a B.S. in Economics and a B.A. in Business from the Pontificia Universidad Catolica de Chile. She has management consulting experience in McKinsey & Company’s Brazil-Argentina-Chile office. Her international experience includes living in Germany, France, Spain, Indonesia, and Chile.

Meredith Blumthal
Program Coordinator
International Business Immersion Program
University of Illinois at Urbana-Champaign
310A Mumford Hall, 1301 W. Gregory Drive
Urbana, IL 61801, USA
Tel: +1-217-244-4796
mblumtha@illinois.edu

Meredith Blumthal is the Program Coordinator for the Department of Agricultural & Consumer Economics and ACES Office of International Programs. She has a M.S. in Horticulture and Agricultural & Consumer Economics from the University of Illinois. Before coming to the ACE Dept. Meredith worked for the College of ACES as a Greenhouse Specialist in Agriculture and as a commercial greenhouse grower. Meredith studied abroad at Wageningen University in the Netherlands as an undergraduate and conducted field research in Ecuador as part of her thesis research in ACE. Meredith is a 2003 Alumnus of the IBIP New Zealand Program.

Lynnea Johnson
Associate Director
Center for International Business Education & Research
430 Wohlers Hall
1206 S Sixth
Champaign, IL 61820
(217) 333-8335
lsjohnso@illinois.edu

Lynnea Johnson is the Associate Director of the Illinois Center for International Business Education and Research (CIBER.) She has a M.Ed in Higher and Continuing Education and a B.A. in Spanish from the University of Illinois at Urbana-Champaign. Before coming to the college of business for CIBER, Lynnea worked the college of engineering for 10 years offering continuing education programs. She studied abroad in Costa Rica and has organized international business immersion programs to China, Brazil and India.
International Business Immersion Program
Participant Profiles and Biographies

Zach Beever
zbeever2@illinois.edu
Zach grew up in Monticello, IL before moving to a small beef farm before high school. His experiences with FFA in high school led him to study agriculture in college. Zach has been very involved on campus in many organizations and within his fraternity. After graduation, he hopes to attend graduate school in business and receive his M.B.A. From there, he wants to go on to work in the management of an agriculture-related company.

Lauren Boman
lboman2@illinois.edu
Lauren grew up on a grain and livestock farm in Central Illinois. Her experience in 4-H and previous work at an agricultural accounting business has inspired her interest in agribusiness. Following graduation she aspires to succeed in corporate accounting and continue to grow in the agribusiness industry. With this international experience, she hopes to broaden her knowledge in the global agriculture industry and truly understand its’ strengths and weaknesses. In her free time, Lauren enjoys horseback riding and athletics.

Kristin DeSutter
desutte1@illinois.edu
As the daughter of a Midwestern corn and soybean farmer, Kristin has always had a lifelong passion for agriculture. Through her time in 4-H and FFA, Kristin discovered how much she loved writing articles, organizing radio interviews, creating websites, and working with people that she is now majoring in agricultural communications at the University of Illinois. To sharpen her professional skills, Kristin has interned at the Galesburg-Register Mail, Monmouth Radio Station, is currently a copywriter intern for the College of ACES facets newsletter, and hopes

Tessa Duncan
duncan4@illinois.edu
Tessa grew up in a small town in Central Illinois. She is a member of Alpha Kappa Psi Professional Business Fraternity and works at the University of Illinois Tax School. Her interest in business stems from her family’s multigenerational grain farm. After graduating, she plans on working in logistics for an international company.

Andrew Erickson
aericks4@illinois.edu
Drew grew up in the southwest suburbs of Chicago, Illinois. He has worked in sales and the food industry, and now is focusing on the marketing and international aspects of business. He is currently completing a marketing internship for the international scuba dive company PADI, and will be working another marketing internship for Fellowes this summer. He wants to continue along the path of marketing and hopes that this international experience will help him develop crucial skills and also learn more about the industry itself.
Anne Gilot
agilot2@illinois.edu

Raised in a third-world country where the economy is solely based on agriculture, Anne C. Gilot learned the importance of the development of the agricultural sector in any country at a young age. In the future, she would like to get involved with the United Nations (UN) or US-Aid and visit other countries facing inefficient agricultural practices. Proficient in Spanish, and fluent in French, Creole and English, Anne has grown an attachment to other cultures, and would like to learn about the Chinese agricultural industry and its effects on the world.

Chen Hu
chenhu1@illinois.edu

Chen grew up in Beijing and has always been dazzled by the differences between the Chinese culture and the U.S. culture. His perception of the market in both China and the U.S. allowed him to have a more comprehensive understanding of the business trends in both countries. He hopes he can discover the connection between countries after this international experience. He enjoys watching “Friends,” the sitcom.

Jennifer Kazaitis
kazaiti1@illinois.edu

Jennifer grew up in Palos Park, Illinois. Her experiences at Walsroder Packaging have sparked a deep interest in international trade regulations. After graduation, she wants to work for a company assisting them with trade regulations as well as product safety specifications. Jennifer hopes that this trip will allow her to develop the knowledge needed to understand differences between the United States and China.

Grace Kenney
kenney5@illinois.edu

Grace grew up in four different countries. Her time spent in some of the world’s most polluted cities has caused her to pursue urban planning as a major. She is particularly interested in environmental planning and hopes to understand more of the agricultural land use sector of China through this summer trip. She hopes to reconnect with the culture of the country she spent six years in, while making connections and ties for the future, one she hopes will lead her back to Asia. In her free time, Grace loves dancing and listening to all kinds of music.

Andrew Lindgren
lindgre1@illinois.edu

Andy grew up on a beef farm in Central Illinois and has developed years of experience in production agriculture. Following graduation he plans to attend Veterinarian school. After becoming certified he plans on re-locating in a rural area where he can work with large-scale animal producers. He makes it a daily to educate the public about the advantages of agriculture and its importance to their lives. He hopes this international experience widens his own perception of agriculture and gives him knowledge of global production agriculture.
International Business Immersion Program

Participent Profiles and Biographies

Meiling Liu
liu73@illinois.edu

Meiling was born and raised in Singapore, and only came to the United States after high school for college. She is currently majoring in Finance at the University of Illinois, and is hoping to work in the financial industry of either China or Hong Kong in the future. She hopes this experience in China will give her the opportunity of learning more about the Chinese businesses and the tax environment.

Steven Marsh
marsh3@illinois.edu

Steven grew up in an agricultural family and community in Southern Illinois. He is interested in various domestic and global business issues. He also hopes this international experience strengthens his business knowledge and adventurous learning lifestyle.

Kevin McMillin
kmcmill4@illinois.edu

Kevin has had an interest in agricultural business since high school. He has focused on marketing and international trade in several different classes, including an abroad project in Guatemala. Kevin hopes to expand his agriculture knowledge through this international experience and pursue a career in the business side of commodities.

Aaron Moy
admoy2@illinois.edu

Aaron grew up in the western suburb of Downers Grove, Illinois. His interests are centered in the future involving supply chain management and understanding the environmental and social issues that add complexity to the supplier-buyer relationship. He hopes this international experience will provide diverse insight into the global supply chain by concentrating on emerging markets, sustainability, and risks, imperatives that require an in-depth analysis to understand the need to drive change effectively and efficiently. The IBIP China will enable him to examine the challenges (e.g. food safety) managers face along an entire international marketing channel from origination to foreign consumption. In his free time, he enjoys baseball and international cuisine.

Seema Nilakhea
nilakhe2@illinois.edu

Seema grew up in Chicago, Illinois where she developed her passion for traveling, tennis and business. She is an avid traveler; she has worked and studied in Europe and enjoys visiting the family farm in India when she gets the chance to experience the agriculture side of business. Seema is fluent in Marathi and understands a decent amount of Hindi with aspirations to perfect Spanish and French. She has a passion for tennis and is Captain of the Traveling USTA Tennis Team at the University of Illinois and enjoys playing piano and reading in her free time. She hopes this international experience will provide diverse insight into her goals to pursue a career in international finance in the healthcare or agriculture sector and to learn more about the challenges of the agriculture industry.
International Business Immersion Program
Participant Profiles and Biographies

Jessica Prassel
prassel2@illinois.edu

Jessica grew up in Barrington IL, a northwest suburb of Chicago. She has lots of past marketing experience and is looking forward to interning with Nielsen this summer. As an international business major she is looking forward to this international experience in hopes to gain more knowledge and experience of business worldwide. In her free time she enjoys working out, shopping, and watching movies.

Rahul Patel
rpate31@illinois.edu

Rahul Patel was born in India and grew up in a Chicago Suburb. His passion for agriculture has grown from reminiscing about his childhood days on his family farm. Following graduation he aspires to join a team at a company or agency to help with consulting to promote their products. He hopes the experience and insight gained from his trip will diversify his knowledge and strengths pertaining to the global agriculture industry. In his free time Rahul enjoys painting and building furniture.

Austin Verbeck
averbec2@illinois.edu

Austin grew up on a production agriculture farm working for his father and uncle. He is interested in the international marketing and business sector of agribusiness because of his agricultural experiences on campus, and abroad. Austin wishes to gain an international perspective on agriculture that will help him better understand the industry he wants to be apart of.

George Witcheck
witchek2@illinois.edu

George grew up in Bensenville Illinois, a Chicago suburb. He aspires to work in the financial field with his degree in Agribusiness Markets and Management. George has developed remarkable leadership and decision making skills while at the University which will help him in his future endeavors. He has already had the opportunity to visit and study the culture of China. Now, because of IBIP, he will be able to see the business side of the world’s fastest growing economy. George will be staying in China for the whole summer after IBIP as an intern for American Electronic Products in their Sales and Marketing Department. His goal is to live abroad and use these experiences to be a successful businessman.
Jacob Wyffels
wyffels1@illinois.edu

Jacob grew up in rural Northwestern Illinois and has close ties to agriculture through relationships in the seed industry. His experiences in this industry have led to his interest and passion for agriculture, especially crops. Jacob has worked in agriculture related sales and research jobs. After graduation he hopes to join a company that is enthusiastic and has passion for the improvement and continued development of agriculture. This international experience will help to broaden his knowledge of the agriculture world by seeing how the agricultural industry differs internationally. He hopes this experience will give him a more diverse outlook on this industry.

Chih-HaoYang
cyang27@illinois.edu

Chih-Hao was born and raised in Taipei, Taiwan. At the age of 15, he moved to Lake Forest, Illinois for high school by himself. Chih-Hao now studies Advertising and Business at the University of Illinois at Urbana - Champaign, and he is interested in media. Following graduation he plans to work for a company that deals with Chinese business. He hopes to gain more knowledge about Chinese management in companies during this trip. During his free time, Chih-Hao enjoys watching movies and listening to music.
<table>
<thead>
<tr>
<th>Name</th>
<th>College</th>
<th>Major</th>
<th>Graduation</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zachary Beever</td>
<td>ACES</td>
<td>Animal Sciences</td>
<td>May 2011</td>
<td><a href="mailto:zbeever2@illinois.edu">zbeever2@illinois.edu</a></td>
</tr>
<tr>
<td>Lauren Boman</td>
<td>ACES</td>
<td>Ag Accounting</td>
<td>May 2011</td>
<td><a href="mailto:lboman2@illinois.edu">lboman2@illinois.edu</a></td>
</tr>
<tr>
<td>Kristin Desutter</td>
<td>ACES</td>
<td>Ag Comm.</td>
<td>May 2012</td>
<td><a href="mailto:desutte1@illinois.edu">desutte1@illinois.edu</a></td>
</tr>
<tr>
<td>Tessa Duncan</td>
<td>CBA</td>
<td>Int. Business</td>
<td>May 2012</td>
<td><a href="mailto:duncan4@illinois.edu">duncan4@illinois.edu</a></td>
</tr>
<tr>
<td>Andrew Erickson</td>
<td>CBA</td>
<td>Int. Business</td>
<td>May 2011</td>
<td><a href="mailto:aericks4@illinois.edu">aericks4@illinois.edu</a></td>
</tr>
<tr>
<td>Anne Gilot</td>
<td>ACES</td>
<td>Ag. Finance</td>
<td>May 2012</td>
<td><a href="mailto:agilot2@illinois.edu">agilot2@illinois.edu</a></td>
</tr>
<tr>
<td>Chen Hu</td>
<td>CBA</td>
<td>Accountancy</td>
<td>May 2012</td>
<td><a href="mailto:chehu1@illinois.edu">chehu1@illinois.edu</a></td>
</tr>
<tr>
<td>Jennifer Kazaitis</td>
<td>CBA</td>
<td>Int. Business</td>
<td>May 2012</td>
<td><a href="mailto:Kazaiti1@illinois.edu">Kazaiti1@illinois.edu</a></td>
</tr>
<tr>
<td>Grace Kenney</td>
<td>FAA</td>
<td>Urban Planning</td>
<td>May 2012</td>
<td><a href="mailto:kenney5@illinois.edu">kenney5@illinois.edu</a></td>
</tr>
<tr>
<td>Andrew Lindgren</td>
<td>ACES</td>
<td>Animal Sciences</td>
<td>May 2012</td>
<td><a href="mailto:lindgre1@gmail.com">lindgre1@gmail.com</a></td>
</tr>
<tr>
<td>Meiling Liu</td>
<td>CBA</td>
<td>Finance</td>
<td>May 2011</td>
<td><a href="mailto:liu73@illinois.edu">liu73@illinois.edu</a></td>
</tr>
<tr>
<td>Steven Marsh</td>
<td>CBA</td>
<td>Finance</td>
<td>May 2012</td>
<td><a href="mailto:marsh3@illinois.edu">marsh3@illinois.edu</a></td>
</tr>
<tr>
<td>Kevin McMillin</td>
<td>ACES</td>
<td>ACE</td>
<td>May 2011</td>
<td><a href="mailto:kmcmill4@illinois.edu">kmcmill4@illinois.edu</a></td>
</tr>
<tr>
<td>Aaron Moy</td>
<td>CBA</td>
<td>Marketing</td>
<td>May 2011</td>
<td><a href="mailto:admoy2@illinois.edu">admoy2@illinois.edu</a></td>
</tr>
<tr>
<td>Seema Nilakhe</td>
<td>CBA</td>
<td>Finance</td>
<td>Dec. 2010</td>
<td><a href="mailto:nilakhe2@illinois.edu">nilakhe2@illinois.edu</a></td>
</tr>
<tr>
<td>Rahul Patel</td>
<td>ACES</td>
<td>ACE</td>
<td>May 2011</td>
<td><a href="mailto:rpate31@illinois.edu">rpate31@illinois.edu</a></td>
</tr>
<tr>
<td>Jessica Prassel</td>
<td>ACES</td>
<td>Marketing</td>
<td>May 2011</td>
<td><a href="mailto:prassel2@illinois.edu">prassel2@illinois.edu</a></td>
</tr>
<tr>
<td>Austin Verbeck</td>
<td>ACES</td>
<td>Agribusiness</td>
<td>May 2011</td>
<td><a href="mailto:averbec2@illinois.edu">averbec2@illinois.edu</a></td>
</tr>
<tr>
<td>George Witchek</td>
<td>ACES</td>
<td>Agribusiness</td>
<td>May 2011</td>
<td><a href="mailto:witcheck2@illinois.edu">witcheck2@illinois.edu</a></td>
</tr>
<tr>
<td>Jacob Wyffels</td>
<td>ACES</td>
<td>Crop Sciences</td>
<td>May 2012</td>
<td><a href="mailto:wyffels1@illinois.edu">wyffels1@illinois.edu</a></td>
</tr>
<tr>
<td>Chih-Hao Yang</td>
<td>Media</td>
<td>Advertising</td>
<td>May 2011</td>
<td><a href="mailto:cyang27@illinois.edu">cyang27@illinois.edu</a></td>
</tr>
</tbody>
</table>
International Business Immersion Program

Zachary R. Beever  
zbeever2@illinois.edu

2010 Participant Résumés

PERMANENT ADDRESS:  
2399 North 1000 East Road  
Mansfield, IL 61854  
(217) 299-7455

PRESENT ADDRESS:  
809 West Pennsylvania Avenue  
Urbana, IL 61801  
(217) 299-7455

EDUCATION:  
University of Illinois at Urbana-Champaign, USA  
Bachelor of Science in Animal Sciences  
Minor in Chemistry  
Jonathan Baldwin Turner Scholar  
June 2008- Africa Wildlife Discovery Study Abroad Trip

EDUCATION:  
University of Illinois at Urbana-Champaign, USA  
Expected Graduation: May 2011  
GPA: 3.61/4.0

WORK EXPERIENCE:  
University of Illinois Dixon Springs Agricultural Center  
Animal Sciences Intern  
May 2009-August 2009

• Helped in the daily care of 950 beef cattle.  
• Assisted in managing a feeding trial to determine performance of cattle on a limiting diet.  
• Presented about genetic defects and selection of beef cattle to producers at the Dixon Springs Beef Field Day.

Agrigenomics, Inc.  
Laboratory Assistant  
Mansfield, IL  
January 2007-August 2007

• Performed DNA isolation on blood samples.  
• Analyzed DNA to identify the genetic status of animals.

CAMPUS INVOLVEMENT:  
FarmHouse Fraternity  
Vice President of Recruitment  
May 2008-May 2009

• Developed and coordinated recruitment plan which led to the recruitment of 16 new members.

Vice President of New Member Education  
January 2009-December 2009

• Created and administered a program designed to educate and orient 16 new members to the University and fraternity.

Collegiate FFA  
President  
Champaign, IL  
May 2008-May 2009

Treasurer  
May 2008-May 2009

Alpha Zeta  
Director of the Feeding Minds Meal  
January 2009-Present

• Planned a meal with over 300 attendees designed to raise awareness of agriculture to students outside of the College of ACES.

Centor  
January 2010-Present

• Overseen meetings in absence of Chancellor.  
• Plan activities to increase fellowship among members.

Atius-Sachem Leadership Honorary  
Ticket Chair-Mom’s Day Sing  
Fall 2008-Present

• Organized the sale and distribution of tickets to fraternities/sororities and general public.

College of ACES Student Council  
Freshman Representative  
Champaign, IL  
January 2008-December 2008

Courses & Curriculum and Undergraduate Education Committees Student Representative  
Fall 2009-Present

• Reviewed current and proposed courses for the College of ACES.

University of Illinois Meat’s Judging Team  
Champaign, IL  
January 2009- November 2009

Student Advancement Committee  
Champaign, IL  
May 2009-Present

PERMANENT ADDRESS:  
2399 North 1000 East Road  
Mansfield, IL 61854  
(217) 299-7455

PRESENT ADDRESS:  
809 West Pennsylvania Avenue  
Urbana, IL 61801  
(217) 299-7455

EDUCATION:  
University of Illinois at Urbana-Champaign, USA  
Bachelor of Science in Animal Sciences  
Minor in Chemistry  
Jonathan Baldwin Turner Scholar  
June 2008- Africa Wildlife Discovery Study Abroad Trip

EDUCATION:  
University of Illinois at Urbana-Champaign, USA  
Expected Graduation: May 2011  
GPA: 3.61/4.0

WORK EXPERIENCE:  
University of Illinois Dixon Springs Agricultural Center  
Animal Sciences Intern  
May 2009-August 2009

• Helped in the daily care of 950 beef cattle.  
• Assisted in managing a feeding trial to determine performance of cattle on a limiting diet.  
• Presented about genetic defects and selection of beef cattle to producers at the Dixon Springs Beef Field Day.

Agrigenomics, Inc.  
Laboratory Assistant  
Mansfield, IL  
January 2007-August 2007

• Performed DNA isolation on blood samples.  
• Analyzed DNA to identify the genetic status of animals.

CAMPUS INVOLVEMENT:  
FarmHouse Fraternity  
Vice President of Recruitment  
May 2008-May 2009

• Developed and coordinated recruitment plan which led to the recruitment of 16 new members.

Vice President of New Member Education  
January 2009-December 2009

• Created and administered a program designed to educate and orient 16 new members to the University and fraternity.

Collegiate FFA  
President  
Champaign, IL  
May 2008-May 2009

Treasurer  
May 2008-May 2009

Alpha Zeta  
Director of the Feeding Minds Meal  
January 2009-Present

• Planned a meal with over 300 attendees designed to raise awareness of agriculture to students outside of the College of ACES.

Centor  
January 2010-Present

• Overseen meetings in absence of Chancellor.  
• Plan activities to increase fellowship among members.

Atius-Sachem Leadership Honorary  
Ticket Chair-Mom’s Day Sing  
Fall 2008-Present

• Organized the sale and distribution of tickets to fraternities/sororities and general public.

College of ACES Student Council  
Freshman Representative  
Champaign, IL  
January 2008-December 2008

Courses & Curriculum and Undergraduate Education Committees Student Representative  
Fall 2009-Present

• Reviewed current and proposed courses for the College of ACES.

University of Illinois Meat’s Judging Team  
Champaign, IL  
January 2009- November 2009

Student Advancement Committee  
Champaign, IL  
May 2009-Present
Lauren E. Boman  
Lboman2@illinois.edu

<table>
<thead>
<tr>
<th>Present Address</th>
<th>Permanent Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>616 E Green St Apt 403</td>
<td>551 E 400 N Rd</td>
</tr>
<tr>
<td>Champaign, IL 61820</td>
<td>Loda, IL 60948</td>
</tr>
<tr>
<td>(217) 781-2227</td>
<td>(217) 386-2528</td>
</tr>
</tbody>
</table>

**CAREER OBJECTIVE**

To obtain an internship in corporate accounting and further my education in business and continue to develop new skills and traits.

**EDUCATION**

*University of Illinois at Urbana-Champaign, USA*

Bachelor of Science in Agricultural and Consumer Economic

Cumulative GPA: 3.26/4.00

*Concentration in Agricultural Accounting*

*Idea Verona at Verona, Italy*  
May-June 2009

*Italian Language and Photography*

**WORK EXPERIENCE**

*Bevier Hall, Human and Community Development*

Student Employee  
January 2008-Present

- Assist with departmental projects, organize and distribute the mail, answer phones, and any additional secretary work
- Working in a business atmosphere throughout college has improved my time management skills and broadened my business skills

*Fiorillo and Associates*

Student Intern  
August 2006-May 2007

- Continue to work when additional assistance is needed during breaks and tax season
- Answer phones and maintain their appointment scheduling
- Apply basic accounting skills to clients’ accounts; enter checks, reconcile accounts
- Prepared 1099’s and W-2’s during the 2006-2007 tax season
- Developed numerous accounting skills while working at Fiorillo and Associates

**LEADERSHIP AND ACTIVITIES**

*Illini AgAccounting Mentor Program*

Advisor  
September 2009 - Present

- Advise students through their accounting studies

*Delta Gamma Sorority*

Member  
September 2007 - Present

- Participate in many social and philanthropy activities associated with the Panhellenic Council

*Body Image Project*

Group Leader  
February 2009-Present

- Educate young women about self-esteem and body image after going through training to be a leader throughout campus

*Loda Helping Hands 4-H Club*

Member  
August 1998-July 2008

- Led meetings of over 30 people while serving as the president and recording the minutes throughout the secretary position. While being an active member for 10 years, I acquired several leadership traits
Kristin N. DeSutter  
desutte1@illinois.edu

Present Address  
604 East Armory Ave.  
Champaign, IL 61820  
(309)368-1344

Permanent Address  
2947 Knox Highway 6  
Woodhull, IL, 61722  
(309)368-1344

EDUCATION
University of Illinois at Urbana-Champaign, USA  
Bachelor of Science in Agricultural Communications  
Minor in Political Science

WORK EXPERIENCE
College of ACES  
Copy-Writer Intern  
October 2009 - present
  • Wrote two articles for facets, the alumni newsletter for the College of ACES

WMOI Monmouth Radio Station  
Communications and Broadcast Intern  
June 2008 - August 2008
  • Prepared and conducted a live broadcast at the Henderson County Fair  
  • Wrote 30 public service announcements; wrote and voiced two commercials

Galesburg Register-Mail  
Copy-Writer Intern  
June 2007 - May 2007
  • Published five feature articles, one of which was picked up by AP and featured in IL AgriNews  
  • Published 15 public service announcements and briefs; conducted five live interviews

CAMPUS INVOLVEMENT
UIUC Leadership Certificate Program  
Member  
September 2009 - Present
  • Attended Leadership Workshops: Intersect (2009), Imprint (2010), Leadershape (summer 2010)  
  • Prepared professional development portfolio, enrolled in AGED 260 (Intro to Leadership)

Agricultural Communicators of Tomorrow  
Student Representative  
December 2008 - present
  • Collaborate with ACES Student Council to promote the college to high school students at ExplorACES  
  • Promote student recruitment through communications and networking with university officials

HONORS AND AWARDS
  • Introduced Colleen Callahan, USDA Director of Rural Development, at the Illinois Treasurer’s Scholarship Banquet (November 17, 2009)  
  • National 4-H Club Congress Recipient – Achievement (November 2009)  
  • American FFA Degree Recipient (October 2009)  
  • National FFA Ag Communications Recipient for International Trip to Costa Rica (June 2009)  
  • National Finalist (Top 4 in U.S.) for FFA Ag Communications Proficiency (October 2008)  
  • Phi Eta Sigma Honor Society and Alpha Lambda Delta Honor Society (Spring 2009)  
  • 2008 Miss Knox County Fair Queen
Tessa Duncan
duncantessa@gmail.com

Campus Address:  
700 Gregory St.  
Urbana, IL 61801  
(217) 972-0000

Home Address:  
412 E. South St.  
Moweaqua, IL 62550  
(217) 768-4806

Education:
University of Illinois at Urbana-Champaign
College of Business
Bachelor Science of Supply Chain Management
Bachelor Science of International Business
Expected Graduation Date: May 2012
Cumulative GPA: 3.95/4.00

Work Experience:
University of Illinois Tax School  
Support Staff  
Urbana, IL  
September 2009-Present
• Performed end of the month reconciliations
• Created balance sheets based on clients’ accounts
• Registered participants for tax seminars

Camp Lindenmere  
Counselor and Lifeguard  
Henryville, PA  
June 2009-August 2009
• Responsible for a bunk of thirteen girls aged eleven to thirteen
• Managed campers during fieldtrips, mealtimes, and camp activities
• Guarded and helped to maintain the camp’s pool and lake
• Instructed lessons in swimming, fishing, and boating

Leadership:
James Scholar Executive Committee
Sophomore Representative  
University of Illinois  
September 2008 – Present
• Worked with the Business Honors Dean and other committee members to improve the James Scholar Program
• Promoted, planned, and helped run College of Business events: Case Competitions and Sleeman Leadership Conference

Alpha Kappa Psi Professional Business Fraternity
Warden  
University of Illinois  
August 2009-January 2010
• Lead and encourage pledges during rituals and throughout the semester

Epsilonian Chair  
University of Illinois  
December 2008-May 2009
• Write articles and organize photographs to record fraternity events
• Publish and distribute a fraternity magazine once per month

Member  
University of Illinois  
September 2008-Present
• Take part in professional, philanthropic, fundraising, and brotherhood events
• Recruit, evaluate, and select potential new members

Honors, Activities, and Skills:
James Scholar – University of Illinois, Fall 2008-Present
Dean’s List – University of Illinois, Fall 2008, Spring 2009
Research Assistant – University of Illinois, Fall 2009
SQL, VBA, Excel, Powerpoint
Andrew L. Erickson
aericks4@gmail.com

OBJECTIVE
To utilize marketing skills and learn about international business through the IBIP program.

EDUCATION
University of Illinois at Urbana-Champaign, College of Business Expected Graduation: May 2011
Bachelor of Science in Marketing and International Business Management Cumulative GPA: 3.53/4.0

WORK EXPERIENCE
PADI Americas Champaign, Illinois
Marketing Intern 01/10 – Present
• Created and executed unique Marketing Plan to acquire new scuba divers.
• Use surveying techniques and other research to analyze potential target markets.
• Advertise using methods such as booths and events to promote scuba on campus.

Fat Sandwich Company Champaign, Illinois
Manager, Grill, Wrapper, Register 10/08 – 12/09
• Managed shifts, delegated duties, and oversaw operations.
• Calculated register totals to monitor revenue and labor statistics.
• Cooked, handled register, wrapped sandwiches, and worked with customers.

Erickson Studios Woodridge, Illinois
Salesman/Painting framer/ misc. duties 05/03 – 08/09
• Sold paintings at various art fairs throughout the Midwest and Florida.
• Matted and framed paintings to meet specific customer needs at art fairs.
• Assembled paintings, cut mats, frames, and glasswork in shop.

CAMPUS INVOLVEMENT
Phi Delta Theta Fraternity Champaign, Illinois
Philanthropy Chair 12/07 – 12/09
• Worked with other Fraternities to sign up for and worked events
Pledge Class Social Chair 09/07 – 05/08
• Set up social events and dealt with Sororities
Intramural Soccer Champaign, Illinois
• Organized team, coached, and scheduled practices and games

HONORS
• James Scholar: 2007 – 2009
• Dean’s List: 2008 – 2009

VOLUNTEER
• Leader and participant for service group Kidz in the Biz: 2003 – 2009
• Tutor for the College of Business: 2008 – 2009
Anne C. Gilot
agilot2@illinois.edu

Present Address
1005 S Lincoln Avenue, #277
Urbana, IL 61801
(630)873-0597

Permanent Address
724 W Diversey Ave, Apt. D
Addison, IL 60101
(630)628-9314

EDUCATION
University of Illinois at Urbana-Champaign, USA
Expected Graduation: May 2012
Bachelor of Science in Agricultural Finance
Cumulative GPA: 3.98/4.00

VOLUNTEER EXPERIENCE
Sainte-Anne Clinic
Secretary
Port-au-Prince, Haïti
June 2009 - August 2009
• Responsible for filing, documenting, making appointments and data entry
• Entered and recorded transactions, such as payments received, and sent invoices

Urbana High School
Tutor
Urbana, IL
January 2009 - May 2009
• Assisted French teacher by proctoring during exams, giving weekly quizzes on vocabulary, and by teaching sections of her class
• Participated in the Minority Program and tutored students from different backgrounds on any school subject, particularly mathematics

LEADERSHIP/CAMPUS INVOLVEMENT
VIP Tutoring
Coordinator of tutoring at Urbana High School
Urbana, IL
January 2009 – May 2009
• Monitored schedules and participation of all tutors
• Maintained active relationship and communication between Urbana High School and VIP tutoring members

Residents at Large
Residence Government Council
Urbana, IL
October 2009 - Present
• Attend bi-monthly meetings, discuss issues concerning life in the halls, and devise programs for the residents during the semester
• Manage budget spending and fundraising

HONORS AND AWARDS
• Dean’s List
• James Scholar
• J.B.T. Scholar
Fall 2008, 2009 and Spring 2009

SKILLS
• Proficient in Spanish
• Fluent in French and Creole
• Knowledge of Word, Excel and PowerPoint
• Knowledge of SQL Database
Chen Hu
chenhu1@illinois.edu

Present Address
309 E. Green St. APT 2205
Champaign, IL 61820
217.979.7654

Permanent Address
1-2-8B, Guan Cheng Bei Yuan
Beijing, China 100088
+86-10-82022455

EDUCATION
University of Illinois at Urbana-Champaign, USA
Bachelor of Science in Accountancy
Bachelor of Science in Finance
Bachelor of Science in Electrical Engineering
Minor in Computer Science
Expected Graduation: May 2012
Major GPA: 3.76/4.00
Major GPA: 3.76/4.00
Major GPA: 3.72/4.00
Cumulative GPA: 3.66/4.00

WORK EXPERIENCE
CITES Help Desk, University of Illinois
Consultant
August 2009 - Present
• Collaborate with people of varying technical expertise
• Resolve clients’ issues in a timely manner
• Archive tickets with excellent writing skills for training new consultants and future reference

The Career Center, University of Illinois
Web Analyst
November 2008 - December 2009
• Updated contents of the website to include current events throughout the campus
• Analyzed statistics based on Google Analytics and report to the web design group monthly
• Held conferences regarding multimedia projects by discussing problems with group members

Finance Channel, SINA Corporation
Editor Intern
May 2009 - August 2009
• Managed annual project, “Gold Kylin,” to investigate the current financial market in China
• Conducted nation-wide research on banks, funds, insurance, and securities companies
• Designed the web user interface and coordinated the project between 4 different departments
• Completed project one month before the deadline by improving the data processing system

Office of Continuing Education, University of Illinois
Information Technology Assistant
November 2008 - May 2009
• Assisted in the day-to-day maintenance by keeping track of roughly 70 IT assets
• Monitored trouble tickets system and worked with 50 staff members to resolve problems

HONORS AND AWARDS
Dean’s List
Phi Eta Sigma National Honor Society
Phi Chi Theta Professional Business Fraternity
Active Member - Professional Committee
August 2008 - Present
• Organize events that assist underclassmen develop professionalism
• Present “Weekly Market Update” by summarizing the current market trends
• Develop professionalism and interpersonal skills through interacting with guest speakers

SKILLS
• Language: Native in Mandarin, Fluent in English, Basic skills in Spanish
• Computer: Proficient in iWork ’09, Microsoft Office 2007, Intermediate in VB, Flash, Dreamweaver, Java
Jennifer A. Kazaitis
jkazaitis@gmail.com

Present Address
1004 S. 2nd Street.
Champaign, IL 61820
(708) 408-6715

Permanent Address
12562 Suffield Drive
Palos Park, IL 60464
(708) 361-8623

CAREER OBJECTIVE
To experience working internationally to help me better understand the global economy.

EDUCATION
University of Illinois at Urbana-Champaign, USA
Bachelor of Science in Management – International Business
Minor in Spanish
Center For International Business Education and Research, Global Business Culture Certificate with European Union Specialization

Expected Graduation: May 2012
Cumulative GPA: 3.38/4.00

WORK EXPERIENCE
University of Illinois at Urbana-Champaign, Henry Administration Building Urbana, IL
Student Worker February 2009 - Present
• Maintain student refunds and payment backup records
• Organize and manage files for three college campuses

Walsroder Packaging, LLC Willowbrook, IL
Administrative Assistant Summer 2006-January 2010
• Prepared and documented safety procedures and quality control measures in preparation for ISO-9001 certification
• Compiled inventory reports for further auditing in anticipation for company sale

University of Illinois at Chicago, Marshfield Avenue Building Chicago, IL
Student Worker Summer 2009
• Trained new employees on a variety of computer programs and daily receptionist tasks
• Recorded postage activities, parking activities, and employee compliance activates on various databases

CAMPUS INVOLVEMENT
Alpha Xi Delta Women's Fraternity Champaign, IL
Intramural Chair January 2009 - Present
• Coordinate and organize athletic teams for the members of the fraternity

Phi Eta Sigma Freshmen Honors Society Champaign, IL
Philanthropy Committee August 2009 - Present
• Plan and execute several organization-wide philanthropy events throughout the year
• Serve as Relay For Life co-captain requiring constant contact between team members as well as controlling team donations

SKILLS AND CERTIFICATES
• Conversational Spanish
• Proficient with Microsoft Office; working knowledge in Soloman Accounting Software, Oracle, SQL, Visual Basic, and HTML
• Imprint Leadership Program

2010 Participant Résumés
Grace R. Kenney
Kenney5@illinois.edu

Present Address                   Permanent Address
705 W. High St., Unit 2                  2625 N. Bigelow Road
Urbana, IL 61801                           Peoria, IL 61604
(217) 552-3948                              (309)713-3017

EDUCATION
University of Illinois at Urbana-Champaign, USA
Bachelor of Arts in Urban and Regional Planning
Center for International Business Education and Research
Certificate for Global Business Culture

Expected Graduation: May 2012
Cumulative GPA: 3.32/4.00

WORK EXPERIENCE
Champaign-Urbana Mass Transit District (CU-MTD) Urbana, IL
Sustainable Transportation Intern June 2009 - August 2009
• Assisted in all bike-related transportation planning
• Oversaw organization of Traffic Skills 101 Workshop handling registration, logistics, publicity, and room arrangements
• Attended city planning meetings and webinars
• Produced posters, reports, requests for proposals related to bike share programs and workshops

Daily Illini Champaign, IL
Reporter, anchor, editor, co-host September 2008 - May 2009
• Interviewed, reported, wrote, produced, edited stories for both radio and newspaper
• Co-hosted talk show “The Week That Was” about national issues from politics to entertainment
• Anchored the morning and evening news several times a week

Tianjin Television and Radio Station Tianjin, China
Actress, host, performer, judge, co-host November 2006 – June 2008
• Competed in national and local poetry and singing competitions
• Judged “DangHongBuRang” TV competition; hosted “BizTraveler” in both English and Chinese
• Co-hosted “East Meets West” bilingual radio show

CAMPUSS INVOLVEMENT
AIESEC Illinois Champaign, IL
Vice President External Relations January 2009 – January 2010
• Oversaw University Relations, Alumni Relations, and Corporate Networking and Sponsorship
• Led workshops for Midwest region on how to improve Alumni Relations

Student Planning Organization (SPO) Champaign, IL
Social Chair February 2010 - Present
• Planned, organized, and budgeted events for planning students

ADDITIONAL INFORMATION
• Fluent in Mandarin Chinese; proficient in Spanish; elementary level Arabic
• Mac, PC; Word, Excel, PowerPoint, Logic Express, Adobe InCopy, ArcGIS trained; experience with creating and managing websites
Andrew G. Lindgren  
lindgre1@gmail.com

Present Address  
58 E Gregory Dr.  
Champaign, IL 61820  
(309)825-0089

Permanent Address  
1565 US Highway 136  
Atlanta, IL, 61723  
(309)392-2054

CAREER OBJECTIVE  
Hard working, ambitious student seeking an internship that will provide experience and knowledge in animal production and veterinarian care.

EDUCATION  
University of Illinois at Urbana-Champaign, USA  
Expected Graduation: May 2012
Bachelor of Science in Animal Sciences  
Cumulative GPA: 4.00/4.00

WORK EXPERIENCE  
University Illinois Animal Science Department  
Urbana, IL  
Student Worker  
January 2010 - Present
• Provide nutrition for animals under Animal Science Department
• Maintained upkeep of barns, facilities, and fields

Sugar Creek Gelbvieh  
Atlanta, IL  
Assistant Farm Manager  
December 2004 - August 2008
• Developed marketing plan for sale of animals and assisted with public relations
• Performed daily duties of feeding, cleaning, and caring for purebred stock of 25 Gelbvieh cows

Ironwood Golf Course  
Normal, IL  
Outside Maintenance  
May 2008 - August 2009
• Maintained condition of outside equipment and performed daily tasks
• Assisted with public relations and performed services for customers

ACTIVITIES AND AWARDS  
American Junior Gelbvieh Association  
Westminster, CO  
Vice-President  
July 2009 - Present
• Developed programs for week long national event and administered work schedules
• Develop goals for breeds future and developed contracts and plans of actions

Vice - President of Leadership  
• Educate junior members on leadership and how to be goal oriented

Alpha Gamma Rho  
December 2009 – Present
VNR of Activities  
January 2009 – Present
Judicial Board  
January 2009 – January 2010
Service Chair

James Scholar University of Illinois  
August 2008 – Present
Jonathon Baldwin Turner  
August 2008 -Present
Objective
Highly-driven student seeking an internship that will increase my knowledge of business

Education
University of Illinois, Urbana-Champaign, Expected Graduation: May 2011
Bachelor of Science in Finance, Cumulative GPA: 3.77/4.00

Work Experience
Ministry Of Finance (MOF) Singapore, June 2009 – August 2009
Corporate Development Intern
• Took responsibility of the Employer Branding project with the HR department
• Actively contributed to data collection regarding a Revenue Collection project for the Finance department

Customer Care Consultant
• Worked with the team to reduce customer response time under high pressure
• Dealt with demanding customers who were experiencing problems with Starhub’s service

Leadership Experience & Activities
Singapore Student Association Champaign, IL, Jan 2009 - Present
Secretary
• Serve as the crucial link between the executive committee and the association as well as the incoming Singaporeans
• Mentored 20 incoming Business freshmen on courses to take for their majors via email and phone.

Finance Tutoring Champaign, IL, Sept 2009 – Oct 2009
Finance Club Member
• Mentoring of students who require help in the course Finance 221
• Learned to formulate different ways to help the students see the concepts behind the problem sums
• Able to provide fast and satisfactory answers when faced with unprecedented questions by students

International Impact La Romana, Dominican Republic, May 19th – June 8th 2009
Group Member
• Spent 3 weeks in constructing water filters to provide clean water for the villagers
• Co-managed the work distribution within the group so that we can make as many filters as possible within the span of time we had

Honors and Awards
• Phi Eta Sigma Honor Society, UIUC, Sept 2009 – Present
• Outstanding Student Award, Hwa Chong Institution, 2007
Steven Wayne Marsh Junior
marsh3@illinois.edu

Current Address
1001 South Wright Street
Room 5
Champaign, Illinois 61820
Cell: (618) 599-0395

Permanent Address
Rural Route 3 Box 545
Fairfield, Illinois 62837
(618) 842-7022

EDUCATION
University of Illinois at Urbana-Champaign, College of Business
Bachelor of Science in Finance
Expected Graduation: May 2012
Overall Cumulative GPA: 3.40/4.00

WORK EXPERIENCE
Illinois State Water Survey
Office Assistant
September 2008 – Current
• Responsible for confidential materials
• Aid in daily tasks of supervisor

Fairhome Furniture Company
Furniture Stocker and Delivery
July 2009 – August 2009
• Managed requests by supervisor and customers during high-pressure going-out-of-business sale
• Endured long work hours and forty-hour plus weeks

AutoMax of Fairfield
Car Detailer
December 2005 – August 2008
• Oversaw high-value equipment and vehicles
• Developed attention to details

LEADERSHIP
Taft Van Doren Hall Council
Executive Board Member
August 2008 – May 2009
• Attend weekly meetings
• Plan activities for Taft Van Doren residents
• Allocate funding for special activities

Future Business Leaders of America
Parliamentarian
President
August 2006 – May 2007
August 2007 – May 2008
• Outstanding Officer Award recipient
• Coordinated bi-monthly business meetings for 15 members
• Recruited members to attend the state conference

VOLUNTEER AND AWARDS
Youth Group
Member
Summers 2004 – 2008
• Traveled on five week-long mission trips each summer
• Lead and participated in fundraising activities for trips

Illinois Council of Teachers of Mathematics Math Team
Written, Calculator, and Orals Team Member
January 2005 – May 2008
• First place award as Orals Team Assistant
Kevin J. McMillin
kmcmill4@illinois.edu

Present Address
512 S. Third St. Apt #115
Champaign, IL 61820
(708) 254-7600

Permanent Address
612 South Spring Avenue
LaGrange, IL 60525
(708) 354-7467

CAREER OBJECTIVE
Self-motivated, goal oriented student seeking an internship that will increase my expertise and knowledge of business and as well as production agriculture.

EDUCATION
University of Illinois at Urbana-Champaign, USA
Bachelor of Science in Agricultural, Consumer and Environmental Sciences
Cumulative GPA: 3.23/4.00

EXPERIENCE
Guatemala International Study Abroad
Student
Aug 2009 - present
- Selected as one of 15 students in ACE 345: Financial Decision Making for Small Business to study abroad in Guatemala over winter break in January 2010
- Develop a comprehensive business plan for soy milk production in Guatemala
- Execute business model with relevant timeframes, success measures, and training for Guatemalans

Beta Theta Pi Fraternity
Property Manager and Philanthropy Chairman
- Communicated Chapter House finances to 120 members of Beta Theta Pi on behalf of Greek Management
- Assumed responsibility for long range planning, repair, restoration, maintenance, and capital improvements of all real property and equipment owned by the House Corporation providing a comfortable and up-to-date living environment
- Organized the annual Beta Olympics philanthropy event, involving over 150 participants who raised $2,000 for the American Brain Tumor Association

Fire Factor Academy
Certified Fire Education Leader
April 2009
- Participated in leadership conference that focused on team building exercises encompassing the daily duties of firemen
- Worked directly with Champaign and Urbana Fire Departments to establish a relationship of mutual trust and respect through education and practical applications

New Life Volunteering Society
Member
Aug. 2008 - present
- Help serve those in need through health care, community service, and education
- Impact the community in a positive way by volunteering at the local level

ADDITIONAL
- Honor Caddy, LaGrange County Club (2000 – present)
- Golf Pro Shop Assistant, LaGrange County Club (2003 – 2007)
Aaron D. Moy
admoy2@illinois.edu

Present Address
512 South Third Street #108
Champaign, IL 61820
(630) 390-8760

Permanent Address
1806 Northbridge Place
Downers Grove, IL 60516
(630) 968-1851

EDUCATION
University of Illinois at Urbana-Champaign, USA
Expected Graduation: May 2011
Bachelor of Science in Supply Chain Management and Marketing
Cumulative GPA: 3.47/4.00

Jordan University of Science & Technology
Concentration: World Environment and Sustainability
Irbid, Jordan
Winter 2009

WORK EXPERIENCE
Bds Mktg.
Motorola Assisted Sales Representative
November 2009 - Present
• Sell Motorola CLIQ to daily customer base of 200 at retail partner sites, exceeding sales quotas with an average of 5 sales per day
• Serve as a courteous and professional point of contact while working with vendors and business associates, establishing effective communication lines for sales initiatives
• Solicit and address feedback during product demonstrations and customer forums, resolving inquiries & concerns with products and creating optimal purchasing experience

Dell Assisted Sales Representative
December 2008 - Present
• Identify and attract key customer segments across 10 laptop and desktop models & 3 monitor offerings, resulting in incremental monthly sales
• Engage customers on a personal basis to address particular needs and concerns, fostering brand enthusiasm and driving direct sales figures
• Coordinate and execute promotional exhibits for retail outlets, ensuring accurate communication of brand & product messages

Downers Grove Youth Baseball
Umpire
May 2006 - Present
• Develop managerial & decision-making skills to make effective, timely decisions
• Strengthen positive relations between the umpires, coaches, & players
• Supervise over 200 games ensuring the highest level of accuracy

LEADERSHIP
Illini Medical Screening Society (IMSS)
Secretary
Champaign, IL
Fall 2009 - Present

Fusion Professional Business Organization
Active Member
Champaign, IL
Fall 2009 - Present

Asian Community Mental Health Services (ACMHS)
Volunteer
Oakland, CA
Summer 2009
Seema S. Nilakhe
nilakhe2@illinois.edu

Present Address
503 E. Springfield Ave. Apt. 105
Champaign, IL 61820
(630)881-3181

Permanent Address
1431 Chelsea Lane
Naperville, IL 60565
(630)881-3181

CAREER OBJECTIVE
Seeking an internship that will increase my analytical and leadership skills in the agribusiness sector.

EDUCATION
University of Illinois at Urbana-Champaign, USA
Bachelor of Science in Finance
Cumulative GPA: 3.20/4.00
Minor in Spanish

WORK EXPERIENCE
Elavon Financial Services
Dublin, Ireland
Finance Intern
June 2009 - July 2009
• Conducted a research project with bank statutes pertaining to the European Union and examined their implications
• Edited VAT (value added tax) matrices using auditing methods and implemented regulations from cost centers
• Examined risk disclosure techniques of competitors and improved compliance with the risk management team

Department of Economics
Champaign, IL
Research Assistant to Professor Gottheil
July 2008 - May 2009
• Investigated economic factors including income and location through price analysis of soft drink prices
• Researched price setting methods with pertinent resources; Pepsi Corporation, Coke, and hotel chains
• Traveled to 5-10 hotels from suburbs to cities to document and analyze their prices

Atkins Tennis Center
Champaign, IL
Front Lead Desk Administrator
July 2008 - Present
• Assist customers with tennis-related conflicts and provide better customer relations through strong work ethic
• Interact with customers and University Varsity teams ensuring productivity and specializing in stringing racquets

LEADERSHIP
USTA (United States Tennis Association) College League Traveling Team
Champaign, IL
Captain
September 2006 - Present
• Lead team, direct practices and organize tournaments with various Universities for competition
• Compete in singles and mixed doubles tournaments at National, Sectional and Regional Invites

MBSA (Minority Business Students Association),
Champaign, IL
Social Chair
January 2009 - Present
• Schedule and coordinate social mixers and networking events for members with a diverse array of industries and firms
• Reserve venues for social events and solidify relationships with other organizations

SKILLS
• Familiar with Excel and VBA
• Fluent in Marathi
• Illinois Leadership Certificate
OBJECTIVE
To obtain an internship that will increase my expertise and knowledge of business and as well as agriculture.

EDUCATION
University of Illinois at Urbana-Champaign, USA
Expected Graduation: May 2011
Bachelor of Science in Agricultural and Consumer Economics
GPA: 2.93/4.00
Minor in International Studies and Informatics

WORK EXPERIENCE
UNIVERSITY OF ILLINOIS HOUSING
Residential Advisor
August 2009 - Present
• Foster community by encouraging tolerance and diversity among residents through holding programs
• Communicate effectively with the building coordinators by building an ongoing rapport through detailed reports and accurate records

INTERMEZZO CAFÉ
Supervisor for Food Services and Catering
June 2008 - November 2009
• Trained new hires on Intermezzo Café policies and regulations and explained logistics of the business
• Adapted to both Intermezzo and catering staffs in a small group setting

OFFICE DEPOT
Computer Salesman, Copy and Print Center Specialist
June 2007 - August 2007
• Provided assistance to customers via extensive knowledge of products while maintaining a comfortable environment
• Headed the Copy and Print Center

LEADERSHIP
The Great Lakes Affiliates of College and University Residence Halls Conference
Technology Chair
January 2010 - Present
• Delegate jobs to the many volunteers that work with the technology department in order to facilitate smooth operations of technologic functions
• Building the website for the annual student conference that will be accessed by hundreds of students and faculty

Urbana South Large Social Programming Committee
Social Chair
August 2009 - Present
• Organized programs through with residents were able to attend and make new friends and develop existing relationships
• Oversaw a team of five which advertised for the many events to promote interaction within the community

SKILLS
• Fluent in English
• Proficient in Chinese, Spanish, and Gujarati
• Illinois Leadership Certificate
• Proficient in Microsoft Office, Visio, SQL & Access databases, HTML, and Java programming
Jessica M. Prassel
Prassel2@illinois.edu

Present Address                   Permanent Address
1002 S. 2nd Street                   676 Stillwater Lane
Champaign, IL 61820                    Barrington, IL, 60010
(847) 431 8386                  (847) 431 8386

CAREER OBJECTIVE:
To obtain a summer internship based on my business and marketing and international management
curriculum, along with my work experience, computer skills, and analytical skills in order to further my
knowledge and experience in the field.

EDUCATION
University of Illinois at Urbana-Champaign, USA
Bachelor of Science in Marketing and International Business
Expected Graduation: May 2011
Cumulative GPA: 3.60/4.00

WORK EXPERIENCE
Premier Performance Group
Marketing Intern
Barrington, IL
May 2009 - January 2010
• Pursue client development through phone calls and in person communications
• Sell marketing campaigns both through direct mail and email to local businesses
• Responsible for database management for future and existing clients

First Midwest Bank
Credit Analyst/Commercial Lending Intern
Gurnee, IL
June 2009 - August 2009
• Obtained basic credit information on businesses and individuals and incorporated findings in
presentations for loan approvals
• Assisted in testing and implementation of database and reporting system
• Retrieved and researched information for loan approvals and inquiries

Student Nerds
Marketing Intern
Champaign, IL
January 2008 - May 2008
• Created marketing materials that grew sales from 2%-12% in one year
• Developed web-based marketing programs targeted towards students and Greek houses.
• Created sales based collateral focused on driving new opportunities throughout college
   campuses.

InZone Harper College
Program Aid
Palatine, IL
June 2007 - August 2008
• Responsible for the well being of the children and assisted kids with activities
• Aided teachers in classes and dealt with disciplinary issues
• Planned and organized activities for kids of all ages

ACTIVITIES
• Service Coordinator for Alpha Gamma Delta sorority 2009-2010
• Headed New Member Finances for Alpha Gamma Delta sorority, 2007-2008
• Attended Illinois Insight Leadership Conference Jan 7-8, 2008
• Attended Illinois Integrity Leadership Conference Feb 23, 2008
• Member of Alpha Lambda Delta Honor Society
• Member of The National Society of Collegiate Scholars (NSCS)
• Member of Order Of Omega- Greek Honors Society
Austin L. Verbeck  
averbec2@illinois.edu

Present Address                   Permanent Address
58 E Gregory Dr.                          8196 N 1935 Ave
Champaign, IL 61820                        Geneseo, IL 61254
(309) 949-2420                              (309) 714-1425

CAREER OBJECTIVE
To obtain a professional agribusiness internship where I can utilize my professional skills and work experience to add value to the company.

EDUCATION
University of Illinois at Urbana-Champaign, USA  
Expected Graduation: May 2011  
Cumulative GPA: 3.47/4.00
Bachelor of Science in Agribusiness Markets and Management
Minor in ACES International Minor

WORK EXPERIENCE
Consolidated Grain and Barge (CGB)  
Grain Merchandising Intern  
June 2009 - August 2009  
• Improved customer relationships by on site visits and customer interactions via telephone  
• Operated scale house and applied barges and tickets to contracts daily

Wyffels Hybrids  
Research Intern  
June 2008 - August 2008  
• Supervised 7 part time employees for detassling and pollinating of research nurseries  
• Collected and oversaw information for complete and accurate weather database

Baum Farms  
Farm Laborer  
June 2001 - August 2007  
• Assisted in daily operations and management of 2,500 acre farm with a variety of manual duties  
• Vaccinated and checked on 30 head beef cattle operation every week

LEADERSHIP AND AWARDS
ACES Student Council  
Vice President Internal  
January 2009 – December 2009  
• Oversaw 8 co-chair positions in the organization of events sponsored by the College of ACES  
• Assisted President in planning and management of monthly meetings

ACES Week Co-Chair  
• Developed a ice cream and movie night for College of ACES students and faculty to interact  
• Worked with Facilities and Services to set up projector and all other required items

Alpha Gamma Rho Professional/Social Fraternity  
Vice Noble Ruler Planning  
December 2009 - Present  
• Serve as Vice President to the fraternity of 75 members  
• Manage and enforce fines through Judicial Board system of accountability

Vice Noble Ruler Alumni Relations  
December 2008- December 2009  
• Invited back over 35 alumni and family members to Homecoming festivities  
• Updated and managed alumni contact information database with current up to date information

Warren K. Wessels Leadership Scholarship
Ronald Filler Scholarship
George Witchek
witchek2@gmail.com

Current Address
1007 South 3rd Street
Champaign, IL 61820
(630) 347-2937

Permanen Address
43 Dennis Drive
Bensenville, IL 60106
(630) 347-2937

Education
University of Illinois at Urbana-Champaign
May 2011
College of ACES – Bachelor of Agribusiness Markets and Management
GPA: 3.25/4.00

Work Experience
River Forest Country Club
Honor Caddy, Bag Room Attendant
• Developed business etiquette and professional skills by working for successful individuals
• Directed and trained peers to achieve full potentials
• Achieved highest caddie ranking for the past five years

Delta Delta Delta Sorority House
Staff Manager
• Organize schedule of fifteen kitchen staff workers to create weekly calendars
• Act as liaison between the crew, chefs, and house mom

Webster Capital Chicago Board of Trade
Job Shadow
• Met with a commodities trader and had the opportunity to see him use his analytical skills
• Learned what it takes to be a trader and what my day to day career would be like as a trader

Leadership Experience
Chapter President, Evans Scholar House
• Maintain the upkeep of the scholarship house while working with a budget of over $200,000
• Communicate with the Western Golf Association, the University of Illinois, and the members of the house to enact and enforce necessary policies
• Demonstrate leadership skills and a positive attitude towards all situations

Judicial Chair, Evans Scholar House
• Decide the proper action to be taken when a house rule is broken by an individual
• Ensure all fines are accounted for and the revenue is put to good use

Special Events Coordinator, Student Advancement Committee
• Serve as an ambassador for the college by setting goals for advancing the student body
• Assemble monthly events that bring the group together which makes us better ambassadors for the College

Food Tent Director, Explor.ACES
• Collaborate with 14 other committee members to plan a two-day event to acquaint prospective students
• Oversee 60 volunteers during the event which served food to over 600 people

Activities
• Common Cents and Investing
• Interlink International Mentoring Program
• Agricultural Consumer Economics Club

Academic Achievements
Chick Evans Caddie Scholarship Recipient
• Earned a full tuition and housing scholarship sponsored by the Western Golf Association
• Awarded based on excellent academics, caddie record, financial need, and outstanding character

Study Abroad
Shanghai, China
• Studied the culture and globalization of the fastest growing economy in the world
Jacob P. Wyffels
wyffels1@illinois.edu

Present Address                  Permanent Address
58 E Gregory Dr.                                   702 S State
Champaign, IL 61820                        Geneseo , IL 61254
(309) 945-7525                              (309) 944-2676

CAREER OBJECTIVE
Hard working, self-motivated student seeking an internship that will expand my knowledge and experience in the seed industry.

EDUCATION
University of Illinois at Urbana-Champaign, USA  Expected Graduation: May 2012
Bachelor of Science in Crop Science  Cumulative GPA: 3.89/4.00
Minor in International Agriculture, Consumer and Environmental Sciences

WORK EXPERIENCE
University Illinois Crop Science Department  Champaign, IL
Student Worker  January 2010 - Present
• Organize oat seed for planting in the spring
• Assist graduate students and university employees with research and labor

Monsanto Company  Ogallala, NE
Field Sales Intern  December 2004 - August 2008
• Worked with farmers in territory to gain knowledge of their operations and grow relationships
• Collaborated with retailers to learn relationship with farmers and Monsanto

Wyffels Hybrids Inc.  Geneseo, IL
Field Inspector and Research Worker  Summers, 2001-2008
• Conducted and supervised crew(s) in trait integration section of corn breeding program
• Helped manage and inspect about 1600 acres of inbred corn lines

ACTIVITIES AND AWARDS
Student Advancement Committee  Champaign, IL
Member  Spring 2009 - Present
• Help setup, organize and staff many alumni and students events in the College of ACES

Alpha Gamma Rho  Champaign, IL
Philanthropy Chair  December 2009 – Present
Public Relations Chair  January 2009 – January 2010

James Scholar University of Illinois  August 2008-Present

Jonathon Baldwin Turner Scholar  August 2008- Present
Chih-Hao Yang
cyang27@illinois.edu

Present Address
1110 W. Stoughton
Apartment 108
Urbana, IL 61801
(217)819-8009

Permanent Address
1F, No3, 11 Lane, Da-Fong Rd.
Hsindien
Taipei, Taiwan. R.O.C
886.988.353531

EDUCATION
University of Illinois at Urbana-Champaign, USA
College of Media in Advertising
Minor in Business
Expected Graduation: December 2010
Cumulative GPA: 3.52/4.00
Major GPA: 3.76/4.00

WORK EXPERIENCE
CtiTV Station 中天電視台
Re-occurring Daily Talk Show Guest on TV 大學生了沒
May 2008 - January 2010
• Shared American education experiences with general public, discussed popular issues among college students, and prepared enlightening materials for broadcasting for more than 50 episodes

Era Ogilvy Public Relations Co., Ltd.
Taipei, Taiwan
Public Relations Intern
June 2009 - August 2009
• Media monitoring, research, reporting for Google/ YouTube account
• Hosted a press conference for Marissa Mayer, VP of Search Product and User Experience of Google, and completed a press release for the global media afterwards
• Helped launch Google Chrome OS, Google My Favorite Places and Street View

AAA International Consultant Company
Taipei, Taiwan
Full-time Assistant
May 2008 - August 2008
• Consulted with clients regarding student VISA applications and acted as a translator from Chinese to English for 10 clients per day
• Maintained a hospitalized environment by providing excellent customer-service environment

University Housing
Urbana, IL
Dining Service Assistant
January 2008 - May 2008
• Collaborated with a team of 20 people to maintain the sanitary standards of the university at the dining hall and coordinated special dining cultural events that gathered over 2000 people

CAMPUS INVOLVEMENT
AIESEC International Association of Students in Economics and Business Management
Illinois, USA
External Relations Committee – University Relations
January 2009 - Present
• Liaise with professors and various colleges in the university to leverage sponsorship and financial aid for students who want to study abroad in other countries
• Host information session with the campus study abroad office to provide related information

Recruitment
September 2009 – October 2009
• Distributed flyers, reviewed 80 applications, conducted interviews, and chose 20 new members

SKILLS
• Fluent in English and Mandarin Chinese; Capable of Translation and Interpretation
• Proficient in SQLyog, HTML, VBA for Excel, Word, PowerPoint, and Photoshop
Flight, Lodging, and Contact Information

DEPARTURE: We are flying out of Chicago O’Hare Airport (ORD) with United Airlines to Beijing, China (PEK). A chartered coach will take us from the Belgium airport to our accommodation in Leuven.

The specific information for our departure is as follows:

Saturday, May 15th

Champaign/Urbana Group
MEETING TIME: 7:00 AM, ACES Library Circle Drive

DEPART: ACES Library at 7:15AM to Chicago O’Hare.

Chicago Group
MEETING TIME: 9:30 am in front of United International Counter Terminal 1, Chicago O’Hare Airport. Gather with group; collect departure materials.

• Check-in with Meredith or Andrea once you arrive at the airport (three hours prior to departure)
• Re-report once your bag is checked, before going to security.
• Finally, report to the gate at 30 min before departue for boarding.

DEPART: Chicago O’Hare at 12:20pm on United Airlines Flight UA0851 to Beijing, Terminal 1

Flight Itinerary Saturday, May 15, 2010
UA 0851 ORD to Beijing (PEK)
Arrive PEK at 13:20PM Sunday May 16, 2010
Depart Saturday May 29th from Hong Kong to Chicago
UA0896 at 12:35pm arrive Chicago at 14:05pm

Other Departure Information
• Electronic tickets – Itineraries emailed to you
• United Airlines website: www.united.com

PRIMARY CONTACTS: Both Andrea Martens and Meredith Blumthal will be available via Email during the trip. For emergencies, contact Meredith or Andrea on their cell phones (both can receive calls and SMS in Europe). Office numbers are for contact prior to departure on May 16 or after return on May 30.

Andrea Martens
Office: 217-333-0208
Email: amartens@illinois.edu
Mobile: 510-409-4478

Meredith Blumthal
Office: 217-244-4796
Email: mblumtha@illinois.edu
Mobile: 217-840-1810

LODGING: We will be staying in Beijing for the nights of Sunday, May 16th to Wednesday, May 19th. This institute will serve as our “base of operations” for the first few days. The hotel contact info is as follows:

Jin Ma Hotel
38 Xue Qing Rd
Haidian District
Beijing, China
Tel: (8621) 6322 3855
Fax: (8621) 6360 0967
http://www.asiatravel.com/china/beijing/jinma/
In Beijing we are being hosted by China Agriculture University (CAU) Office of International Relations. Our host contact there is:

Tang Ying  
Deputy Chief, International Cooperation Branch Office of International Relations, China Agricultural University (CAU).  
Add: No. 17 Qinghua East Road, Haidian District, Beijing 100083, P.R. China. Room Number: No. 217, Main Building, East Campus (CAU).  
Phone: +86-10-62737714, Fax: +86-10-62737704 Mobile Phone: 86-13717893056  
Email: oice@cau.edu.cn  
Websites: www.cau.edu.cn

From Beijing, we travel by overnight train to Wuhan, China on May 21, 2010.

Holiday Inn Tian An Wuhan  
868 JIE FANG DA DAO  
HUBEI  
WUTHAN 430022  
CHINA-P.R.C.  
Hotel Front Desk: 86-27-85867888  
Hotel Fax: 86-27-85845333  

From Wuhan, China we will travel to Hangzhou, China by air and overnight there on Friday May 22, 2010 through Saturday May 23, 2010.

Hangzhou Lily Hotel  
156 SHUGUANG ROAD  
HANGZHOU CHINA  
ZIPCODE: 310013  
TEL: 0571-87991188  
FAX: 0571-87991166 0571-87985706  
http://www.lilyhotel.com/lx.htm

From Hangzhou we will travel to Shanghai and overnight there on Sunday, May 24, 2010 through Thursday May 27, 2010.

Greenland Jiulong Hotel  
601 Liyang Road, Shanghai  
200080, P.R. CHINA  
Tel: Fax: 86-21-65413311(Reservation)  

On Thursday May 27th, 2010 we will travel to Hong Kong, China and stay at the Hong Kong Kowloon Hotel until Saturday May 29th, 2010.

Newton Hotel Kowloon  
66 Boundary Street, Mongkok, Kowloon, Hong Kong  
Tel: (852) 2787-2338  
Fax: (852) 2789-0688  
Email: newtonkh@newtonkh.com  
http://www.newtonkh.com/

Flight Itinerary:  
Depart Hong Kong Saturday, May 29, 2010
United Airlines - 896
Depart Hong Kong 12:35pm
Arrive Chicago ORD at 2:06 PM

Shuttle Service to Champaign

If we make changes/additions to our itinerary after we have left, we will notify Andrea Bohn, Assistant Dean, ACES Study Abroad, of the changes and the new contact information. Dean Bohn can be reached at:

Dean Andrea Bohn
College of Agricultural, Consumer and Environmental Sciences
123 Mumford Hall, 1301 West Gregory Drive
Urbana, IL 61801, USA
Phone: (217) 333-3638; Fax: (217) 244-6537
Email: abohn@illinois.edu

Other Emergency Contacts:

- Andrea Martens (510) 409-4478, Meredith Blumthal (217-840-1810) can receive calls on their mobile phones any time except during flights

- United States Embassy of Beijing, China
  Jon Huntsman
  No. 55 An Jia Lou Lu 100600
  Tel: (86-10) 8531-3000

- University of Illinois Study Abroad Office
  24-hour Emergency Hotline: 217-333-6322

US State Department’s Overseas Citizen Services

Your family may need to reach you because of an emergency at home or because they are worried about your welfare. If they can not reach us at one of our hotels or cell phones, they should call the State Department’s Overseas Citizens Services at (202) 647-5225. The State Department will relay the message to the consular officers in the country in which you are traveling. Consular officers will attempt to locate you, pass on urgent messages, and, consistent with the Privacy Act, report back to your family.

Overseas Citizens Services
Department of State
Room 4811, Washington, D.C. 20520
Tel: (202) 647-5225