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THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

News Release

Ohio Export Internship Program Recognized for Excellence

Partnership between Ohio Development Services Agency, Ohio State's Fisher earns prestigious NASBITE International award

The Ohio Export Internship Program, in collaboration with the Ohio Development Services Agency and Ohio State's Fisher College of Business, was recently honored with the 2014 International Program Excellence Award by the National Association of Small Business International Trade Educators (NASBITE) at its annual conference in Memphis, Tenn.

The internship program was launched in 2012 to educate undergraduate business students from colleges and universities across Ohio on the fundamentals of exporting and to help small- to medium-sized companies in Ohio increase their global sales. In just two years, the program has paired 28 students with companies in a diverse range of industries. These partnerships have yielded more than \$7.7 million in expected global sales for Ohio companies as well as valuable work experience and full-time job offers for students. More than 30 students will participate this summer -- the program's third year.

"These interns are getting invaluable experience working directly with these companies on their export strategies, but for some, it's been taken a step further as they are being offered full-time positions as a result of their work," said David Goodman, director of the Ohio Development Services Agency.

As part of the program, participating students complete a semester of specialized export instruction on topics such as global market analysis, identification of export partners, international pricing, logistics and distribution before serving as interns at regional companies. As summer interns, students are assigned customized, export-related projects through which they gain insights into international trade.

"The great work accomplished through the Ohio Export Internship Program speaks to our land-grant mission of delivering an extraordinary education to students, and helping to advance the economic health and growth of our state, nation and world," said Christine A. Poon, dean and John W. Berry, Sr. Chair in Business at Fisher. "We are grateful for the dedication of our college community and our partners at the Ohio Development Services Agency who have made this extraordinary program a premiere global learning experience for undergraduate students."

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