

MIT GERMANY PROGRAM

9th Annual Colloquium on
Engineering Education

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Newport, RI

MIT-Germany Program

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What We Do?

- 3-12 month internships for 45-50 students per year
- Workshops with companies twice a yr for about 25 students
- Study abroad (German 1 in Germany) for 20 students
- Visiting Students from Germany (about 15 per yr.)

How to Get Started

Determine at your institution:

Infrastructure of University

other internship programs?

industrial relations – Industrial Liaison Office?

Strength of University

engineering, management, science?

Existing networks

Career office, Career Fairs, Study Abroad Office, alumni clubs, AOs, newsletters, newspapers, web site links?

How To get Started

Administrative networks outside:

- Cooperate with an organization that can help with arranging work permits, visa, health insurance (DAAD/ZAV/CIEE/CDG, SOS/ Edu.France etc.) > service

How to Get Started

Visibility on Campus

Marketing (posters, e-mails)

Visits with faculty, Academic officers,
students dorms)

Host events (ice cream socials etc.)

Create inter-connected web page

How to Recruit Students?

- Go into language classes
- Speak at departmental orientations
- Speak in student groups
- Get your info into departmental/student newsletters

What to Tell Students

- Internship is *first step into your career*
- Company might invite you back or offer them *positions in US or abroad*
- *Global players* – international experience important for *long-term career goals* as opposed to staying in US to earn more
- *Standing out* by having gone abroad
- Standing out through language and culture skills
- Set realistic expectations!

How to Make it Work

- *Placement and Matching Process*
- Ask applicants to do homework before applying to companies
- Consult company web pages
- Be aware of changing company demands
- Follow their application protocol
- Ask companies for internship proposal
- Arrange challenging internships in students' majors
- Negotiate compensation package

Set Requirements

- One year, preferably two years of university level German or equivalent
- Run retreat for your interns and make it a requirement for cross-cultural training

Grade-point average of "B" or better

Follow-up

- Re-Entry seminar to share /compare experiences
- Returning interns' lunch/exit interviews
- Student Diary or internship reports
- Create Ambassador Program

How To Recruit Companies

- Aim high for initial contact through letter or e-mail
- Schedule visit to present your program and find out company's demand/ areas of research
- Follow-up with proposal/ summary
- Create advisory board at home institution
- Use alumni clubs abroad

How to Keep Companies

- Send few but excellent interns in beginning and increase slowly
- Visit interns/hosts in first few weeks, listen to both sides > troubleshoot
- Discuss additional services (recruiting on campus, workshops presentations)

Corporate Fundraising

If company is happy with interns for 2-3 yrs, try to win them as **sponsors**

- **Start small**, *i.e. Lufthansa Award of Excellence in German Studies*
- **Offer Services**, *i.e. Propose executive talks or company presentations on campus*
- **Be creative**, *i.e. arrange workshop with your faculty/students and company at home or abroad*
- **Make the move** >> ask for flight contingent or administrative fee in exchange for **sponsor benefits**

Create Sponsor Benefits

- Access to alumni program network
- Resume Book of program alumni
- International workshops
- Company presentations to increase visibility on campus
- Recruiting events/dinners
- Visits on Campus/Access to Research
- Participation in campus career fair

MISTI

MIT Germany is part of MISTI,
MIT Science & Technology Initiatives

MISTI sends interns to:

Germany

France

Italy

India

China

Mexico

Japan

External Funds

- The MIT-Germany Program received seed funds from the German Ministry for research, Education and Technology, **BMBF**
- It is now supported by a grant from the German Academic Exchange Service, **DAAD**
- The **Max Kade Foundation** provides additional travel support
- **Corporate sponsors:**
Bosch, Continental, DaimlerChrysler, Draeger, Infineon, Lufthansa, Siemens, Trumpf, VW

MIT Germany Program

- 3-12 month internships for undergrads, grads and alumni in all fields
- Expenses covered by companies or program
- All nationalities eligible

Companies/Research Institutes

Altana	BMW	DaimlerChrysler
AventisPharma	Bosch	Infineon
BASF	Conti	Lufthansa
Bayer	Draeger	Merck
Philips	Schering	RWTH Aachen
Porsche	Siemens	TU München
Priaton	Telekom	TU Berlin
Rolls-Royce	Trumpf	Uni Bonn
SAP	VW	Max Planck Inst.

Application Package

- Official transcript
- Resume (incl. d.o.b. + photo)
- List of desired companies, centers
- Application letter indicating research interests
- Company application form
- Two letters of recommendations
(job supervisor, professor)

Application Procedures

- Interview with me Sept./Oct.
- Sending out phase November
- Company selection Dec./Jan.
- Project proposals Dec./Jan.
- Exchange w. Comp. Jan./Feb.
- Contracts Feb/March
- Visas, work permits April/May

Company Selection Process

Decisions on basis of resume,
application letter

possibly one of the following:

- *Telephone interview*
- *Video conference*
- *Interview in US subsidiary or at MIT*

Company Contributions

- **Expenses paid!**
- Flight paid by company or sponsored by Lufthansa
- Room provided or arranged by company or program
- Inexpensive health insurance through DAAD
- Compensation based on qualifications / degree /length of stay

MIT-GERMANY: Services

- Administration
- Visas & work permits
- Preparation for internship
- Funding from Max Kade Foundation for eligible interns
- Help with fellowship applications
- Flights for selected students
- Follow-up
- By-Annual Resume book

Recommended Courses for Preparation and Re-Entry

Spring:

- 21F.410 Speaking and Writing: German in Technology and Business
- 21F.019 Communicating Across Cultures
- 21F.405 Germany Today: Intensive German Language and Culture (IAP)

Fall:

- 17.199J/21.F098 Working in the Global Economy

Minor in Applied International Studies

Requirements:

Six subjects arranged in three areas

- 1) Area I: Language and Culture
(FL&L /Anthropology) -- 2-3 subjects
- 2) Area II: International Politics, Economics, and History – 2-3 subjects
- 3) Area III: International Experience (1-2 subjects)

Preparation:

While abroad:

Re-entry:

Communicating across cultures (Spring)

Independent International Research Project

Working in the Global Economy (Fall)

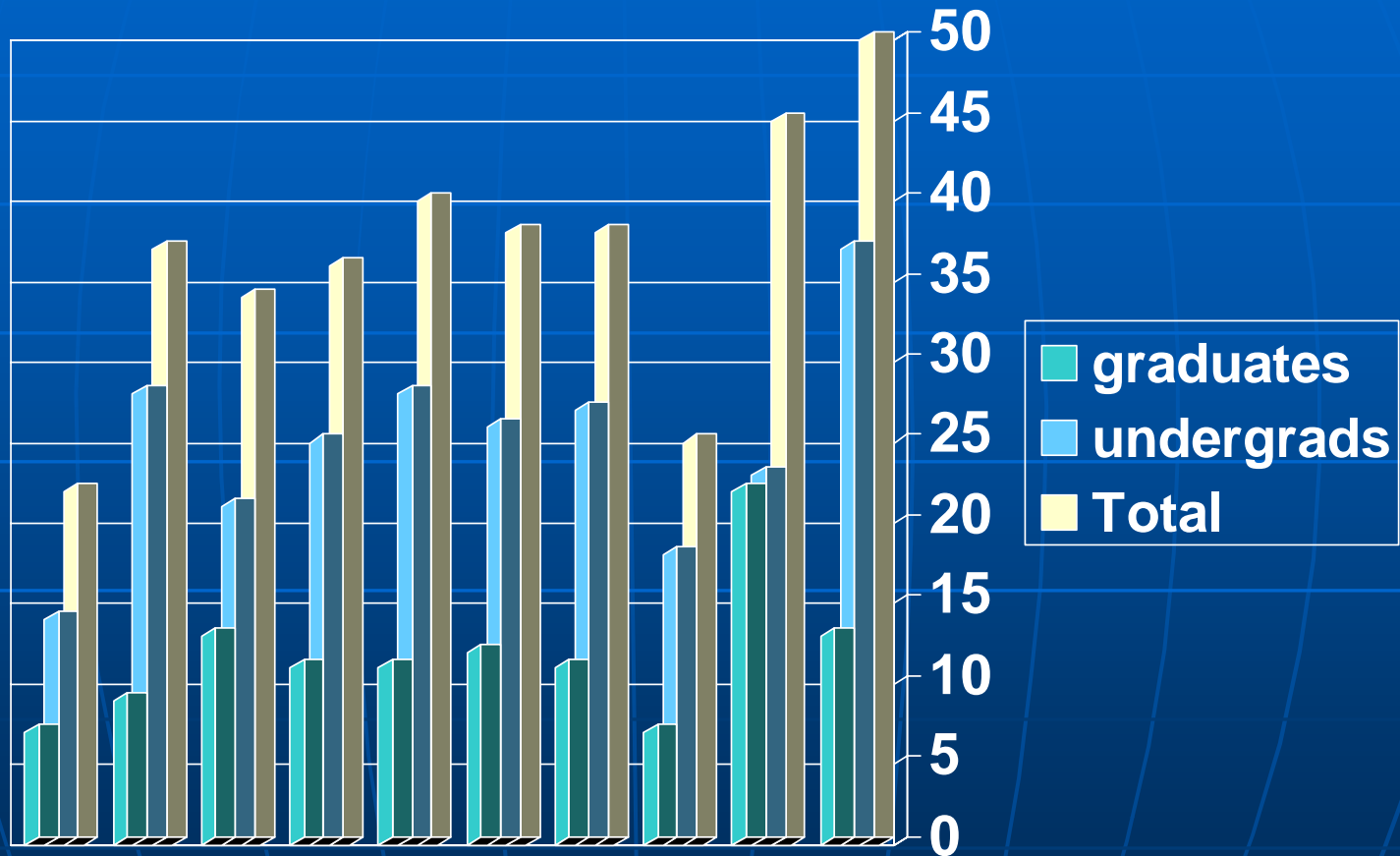
Description

- Promotion of a more internationalized, collaborative approach to research and education
- Creation of partnerships with private industry, government, and research institutes
- Preparing students and faculty for increasing globalization in the spheres of engineering, economics, science, and culture

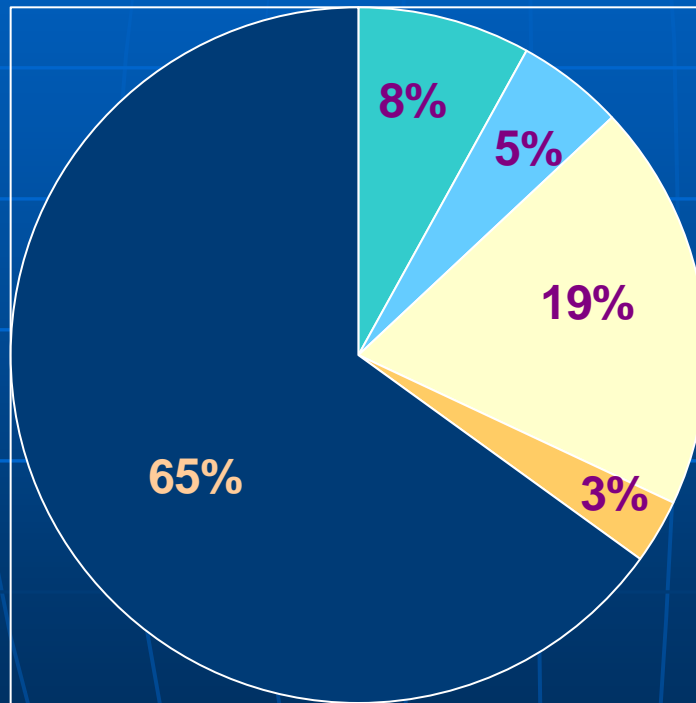
Organization and Structure

- The MIT-Germany Program, founded in 1996, is part of the **CIS**, Center for International Studies
- The umbrella organization is **MISTI**, the MIT International Science and Technology Initiative
- MISTI's directors come from various departments: Sloan School of Management, Political Science, FL&L

Program Statistics



Academic Fields



- humanities /social sciences
- management
- science
- architecture and planning
- engineering

German Visitors

- *Visiting Students* from German universities can write diploma theses in MIT labs --- credits awarded by home university; no MIT credits, no MIT tuition
- *Visitors* (Post-Docs, professionals from sponsor companies) can spend 3-12 months doing research in MIT labs

Positions arranged by Germany Program
Visas arranged by MIT's ISO

How to Recruit Students

Create network with:

- Career Office
- Admissions Office
- Other internship programs on campus
- Foreign language department
- UOs, GOs of eng./science depts.
- Participate in campus career fairs

Have lunch with all key players on site!

Questions?

Please don't hesitate to contact me if
you need advice on how to get
YOUR
specific program started!

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