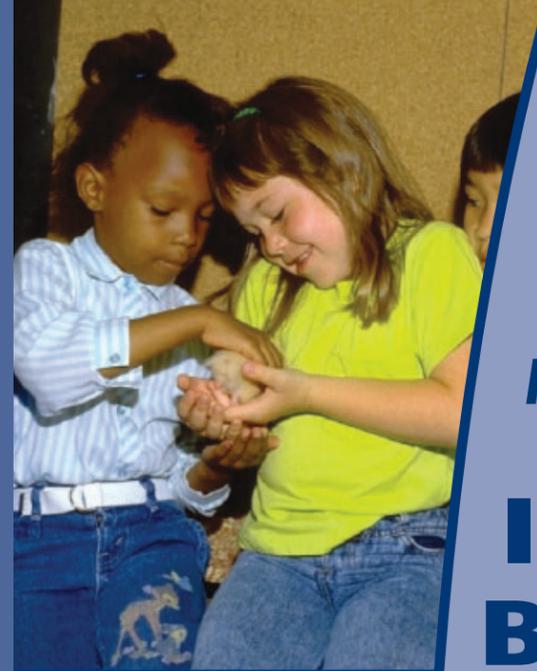


Fall 2003

International Business Education

Outreach Initiatives for Grades K-12

*Centers for International
Business Education (CIBERs)*



THE CENTERS FOR INTERNATIONAL BUSINESS EDUCATION PROGRAM IS FUNDED BY THE U.S. DEPARTMENT OF EDUCATION.

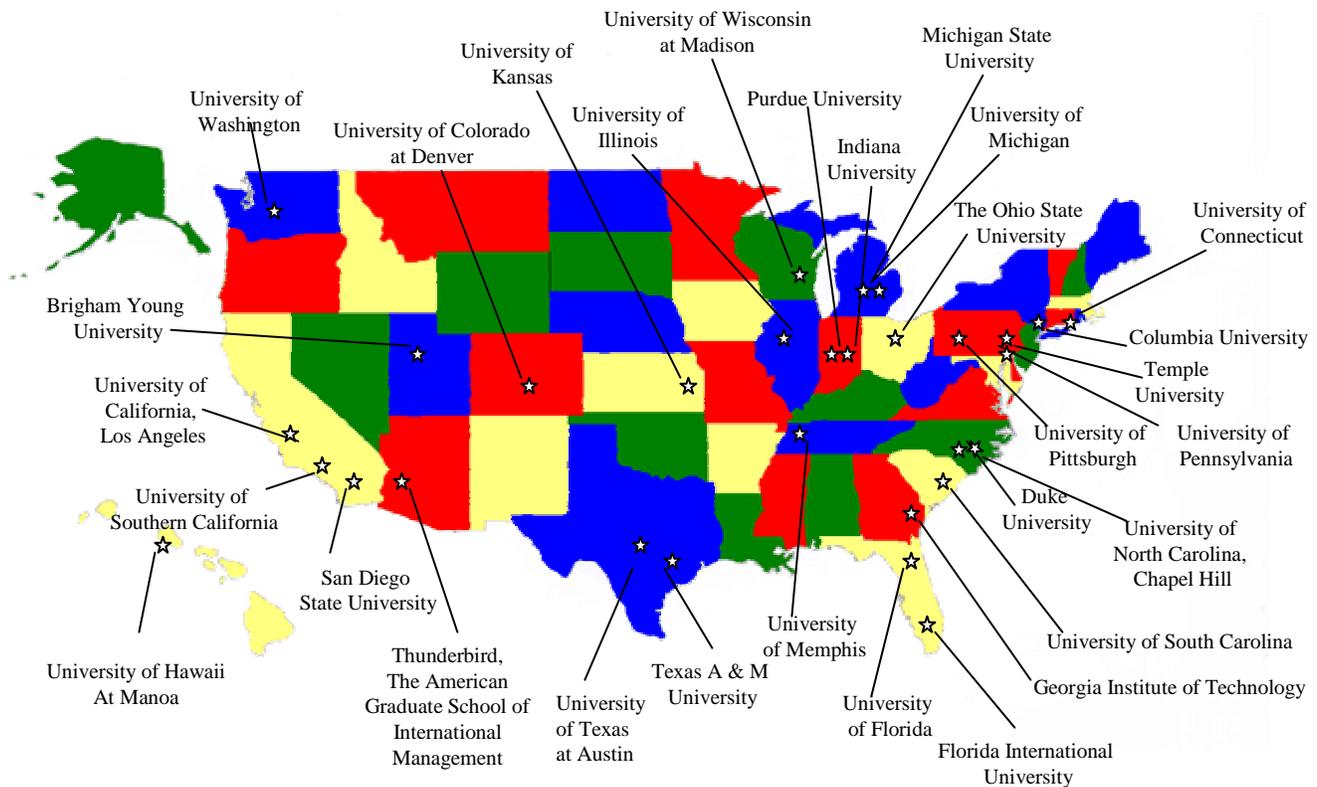


COMPILED AND EDITED BY THE CIBERS OF PURDUE UNIVERSITY AND THE UNIVERSITY OF MEMPHIS.



The University of Memphis

CIBER Universities



The Centers for International Business Education and Research (CIBERs) were created under the Omnibus Trade and Competitiveness Act of 1988 to increase and promote the nation's capacity for international understanding and economic enterprise. Administered by the U.S. Department of Education under Title VI, Part B of the Higher Education Act of 1965, the CIBER program links the manpower and information need of U.S. business with the international education, language training, and research capacities of universities across the U.S. Thirty universities designated as CIBERs serve as regional and national resources to business, students, and academics. Together, the CIBERs form a powerful network focused on improving American competitiveness and providing comprehensive services and programs that help U.S. businesses succeed in global markets. Program Administrator: Susanna Easton, IEGPS, U.S. Department of Education, 1990 K Street NW, Sixth Floor, Washington, D.C. 20006-8521; Phone: (202)502-7628; E-mail: susanna_easton@ed.gov; <http://www.ed.gov/offices/OPE/HEP/iegps/>

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Business Education (CIBERs)*



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Introduction

The Centers for International Business Education Program (CIBER) was created under the Omnibus Trade and Competitiveness Act of 1988 to increase and promote the nation's capacity for international understanding and economic enterprise. Administered by the U.S. Department of Education (under Title VI, Part B of the Higher Education Act of 1965), the CIBER program has linked the manpower and information needs of U.S. business with the international education, language training, and research capacities of universities throughout the United States. The programmatic requirements of the legislation mandate that every Center provide a comprehensive array of services and that funded Centers will

- ◆ Be national resources for the teaching of improved business techniques, strategies, and methodologies which emphasize the international context in which business is transacted;
- ◆ Provide instruction in critical foreign languages and international fields needed to provide an understanding of the cultures and customs of United States trading partners;
- ◆ Provide research and training in the international aspects of trade, commerce, and other fields of study;
- ◆ Provide training to students enrolled in the institution or institutions in which a center is located;
- ◆ Serve as regional resources to local businesses by offering programs and providing research designed to meet the international training needs of such businesses; and
- ◆ Serve other faculty, students, and institutions of higher education located within their region.

Outreach Initiatives for Grades K-12

The K-12 activities of the CIBER network encompass a variety of initiatives designed to infuse international issues into pre-college educational programs. Included are a wide range of projects and programs of differing formats for elementary, middle and high school students and teachers. Projects range from the development and dissemination of broad-based curriculum guidelines and curricular materials to the development of more focused in-depth topical guides. Delivery formats include training workshops and summer institutes for students and teachers, student and academic speakers, and implementation of student-directed projects. Nearly all activities include partnerships with community organizations, local school districts, businesses, and/or state agencies.

The subject matter ranges from general themes of global interdependence to more discipline-focused activities in the arenas of foreign language, social studies, business, and economics. CIBER efforts appear to have the most extensive reach at the high school level; however, CIBERs are increasingly partnering with local middle and elementary schools, colleges of education, world affairs councils, and other organizations to extend programming reach to younger ages.

The following pages detail current and planned K-12 outreach programs for most of the thirty CIBERs. Contact information for each CIBER is included in an index at the back of this report. This directory is available on-line through the national CIBER website: *CIBERWeb* at <http://ciber.centers.purdue.edu/main.html>.

Susanna C. Easton
Program Specialist- International Education and
Graduate Programs Service
U.S. Department of Education
Washington, DC 20006-8521
Tel: (202) 502-7628 / Susanna.Easton@ed.gov
<http://www.ed.gov/offices/OPE/HEP/iegps/>

Gregory C. Cutchin
Managing Director
Center for International Business
Education and Research
Purdue University
West Lafayette, IN 47907-2056

CIBER: Brigham Young University

1. International Outreach Program (the originators of the well-known CulturGrams): A class at Brigham Young University (BYU) that creates and presents country-specific presentations to K-12 classes and assemblies, with new countries represented each semester. Each presentation includes a business, economic and/or trade component. All presentation information is compiled into a publication for use by K-12 teachers in the classroom, called Culture Guides. There are approximately 25 BYU students enrolled each semester in the International Outreach class, reaching approximately 1000 primary/secondary age students per semester (2000 per year).
2. Model United Nations (Model UN): Brigham Young University offers a class where 40-75 BYU students are taught how the Model UN simulation works. This is a program where the students are assigned to a "real" United Nations committee as delegates representing a given country on social, economic and political issues. It provides the opportunity for students to learn delegation, negotiation, public speaking, consortiums and alliances, problem solving skills, and economic and socioeconomic class differences, etc. The BYU students then host a Junior High/High School Model United Nations competition. This year the UNCTAD (United Nations Committee on Trade and Development) committee will be simulated along with many others. The simulation itself reaches approximately 800 7th - 12th graders, along with around 25 teachers. Training sessions are also held and managed by the BYU Model UN team for all JH/HS participants preparatory for the simulation.
3. Center for Western European Studies (another BYU Title IV program): This Center will be sponsoring and hosting a K-12 Teacher Training, 2-day workshop. This workshop plans on "training the teachers how to instruct about Western Europe," including economic and business related sessions, the Euro, etc. K-12 Teacher outreach should reach approximately 100-250. Projected workshop dates: Spring 2004

CIBER: Columbia University

Columbia University CIBER has no K-12 initiatives to report at this time.

CIBER: Duke University

K-12 Exploratory Global Awareness and Business Language initiatives

This outreach initiative is a collaboration among five CIBER schools (University of Connecticut, Duke University, UNC-CH, the University of Pittsburgh, and San Diego State University). Research undertaken by the Duke CIBER documents the acute need for multilingual and culturally aware workers in U.S. corporate managerial and government positions. Global financial health---and the leadership of the U.S. in maintaining it---is inseparable from national

security. Moreover, the U.S. government's stated priority is to promote international trade and educational reform to ensure U.S. economic viability in a globally interdependent network of countries.

In 1999, these national priorities and the Duke CIBER ongoing experiments with programs aimed at teaching business languages and global awareness led to the initiation of The Duke CIBER/C.E. Jordan High School Demonstration Partnership. The project was intended to stimulate interest among high school students to learn a second language and to address the need for curricular reform in second language instruction at the high-school level. With an initial Duke CIBER investment and support from the Mary Biddle Duke Foundation, content and activity-based modular lesson plans were developed to introduce basic IB concepts into existing French, civics, marketing, and world history classes. Parents, students, and the Jordan High School guidance counselor reported dramatic increase in student-expressed interest in French classes featuring CIBER-researched lesson plans.

The success of this project highlights the potential of CIBERs to bridge the second-language and global-awareness gap between government educational priorities and the real fragmentation that exists throughout the U.S. educational system at the K-12 level. Similar conclusions have been reached by a number of CIBER schools that have also undertaken K-12-level outreach projects. Many of the more than fifteen CIBERs cosponsoring the 2002 Conference on Global Interdependence and Language, Business, and Culture have expressed interest in exploratory K-12 initiatives. These CIBER schools included the five schools that are collaborating in K-12 Exploratory Global Awareness and Business Language Initiatives during the current CIBER grant cycle. Therefore, the Duke and UNC-CH CIBERs have included a miniforum at the 2002 Language Conference to explore integrating business, cultural, and language education at the K-12 level.

As a follow-up to the Language Conference, the CIBERs at Duke and UNC-Ch co-hosted the K-12 meeting in Washington, D.C., in October 2002. The meeting included the original five CIBER K-12 consortium members, other CIBERs, U.S. Department of Education officials, and guest speakers. The purpose of the meeting was to explore K-12 initiative, review and discuss policy mandate pertaining to K-12, and seek opportunities for collaboration among the CIBERs.

From this meeting, there was a general sense that the most effective way for the CIBERs to be involved with the K-12 projects would be to work within the existing organizations or NGOs in their states. At the same time, CIBER collaboration at the national level is also important. A number of steps have been taken to begin the collaborative effort. 1) Purdue CIBER created the K-12 section within the CIBERweb where case studies and K-12 materials have been consolidated in one place, making them accessible to teachers and educators. 2) The University of Connecticut CIBER was the first CIBER to upload their teaching materials and guidelines onto the CIBERweb. The plan is to have the CIBERs contribute other teaching materials to the site as they become available.

With this focus in mind, the CIBERs at Duke and UNC-Ch plan to organize the N.C. K-12 Symposium on International Business Education during the summer of 2004. The symposium will bring together North Carolina teachers, policy makers, and educators to discuss

what has been done at the state level. The assessment will help identify opportunities for effective partnerships with existing educational organizations throughout North Carolina in order to maintain, improve, or create new programs using “No Child Left Behind” mandate as guidelines.

To evince a comprehensive understanding of the range of issues, the collaborating CIBERs plan to organize a conference, tentatively planned for spring 2005, on K-12 Exploratory Global Awareness and Business Language Initiatives. Following this, the CIBERs will produce a position paper to inform policy initiatives at the federal and state levels and identify K-12 initiatives that CIBERs have undertaken individually or collectively. The position paper will be circulated and discussed at the AIBER meeting and a final report forwarded to the DOE by March 1, 2006.

CIBER: Florida International University

Teaching Spanish for Business in the High Schools, A Cross Cultural approach

CIBER with the help of Mr. Roberto Brito, Broward County Schools, carried out a survey in 2000-2001 of 120 school districts throughout the USA to determine who is teaching Spanish for Business, what those courses are like, if they are not offering such courses, whether they are interested in offering them.

Mr. Robert Brito and Dr. Maida Watson, the CIBER Foreign Language Coordinator from 1997 to the present, created a new web based journal entitled *The International Journal for Teaching Languages for Special Purposes in the Secondary Schools*. This journal has been registered under the domain name: techlanguagesforspecialpurposes.com. Journal editors have sought articles from specialists in the US and abroad who are interested in working in this subject area. Articles will be refereed by a panel of editors, which will include well-known specialists in high schools, colleges and universities throughout the USA and Europe.

FIU CIBER in cooperation with the Spanish Ministry of Education and the Universidad Carlos III, Madrid, Spain has organized a special workshop in Teaching Spanish for Business during the last two years, which is planned for June 22-July 3, 2002. In 2003 the workshop will have special emphasis on training high school teachers who wish to teach Spanish for Business in the High School.

Funds have been requested in the CIBER renewal to develop special, communicative proficiency oriented Spanish language materials for the high schools and to carry out a series of teacher training workshops in the Miami Dade County and Broward County areas. CIBER has contributed to this effort the cost of postage to mail the survey, Mr. Brito’s air fare and hotel costs to the Duke CIBER Foreign Languages and Business Conference in March 2002 to publicize this project, and the in kind service of Dr. Maida Watson who has been a consultant for FIU CIBER during the last four academic years and has been devoting a large part of her efforts to this project.

Funds have been requested to conduct this same survey with private and catholic schools all over the USA. Special funds have been requested for a speakers series that will travel to Miami Dade County, Broward Schools and give talks to groups of high school teachers. These speakers will include Drs. Orlando Kelm, U of Texas, Roberta Levine, U of Maryland, Patricia Portinos, U of Miami. In addition, the CIBER Conference for April 2-5, 2003 on International Business, Foreign Languages and Technology will feature a special section dedicated to Spanish for Business in the High Schools. CIBER FIU and the FIU Modern Languages Department will co-sponsor with the UNED in Spain a Ciber Conference in June 2003 which will include a section dedicated to languages for Business for the High Schools.

CIBER: Georgia Institute of Technology

Georgia Institute of Technology's CIBER Program is involved, or plans to be involved, in the following K-12 initiatives.

Language for Business and Technology

GT CIBER is currently involved in multiple "Language for Business and Technology" pedagogical workshops for high school language teachers (German, French, Spanish, and Japanese) at the rate of about 10-15 a year.

Specific Examples: Japanese Language Teachers' Workshop at Clemson University; Goethe - GT language workshop on "Standards; German and the WWW" for high school teachers; FLAG French language workshop on web-based teaching methods. This is an activity that has roots in the early 1990s when CIBER was first funded. It has expanded and our language faculty is working closely with the Georgia Department of Education's Language Division.

Model High School International Business Program with North Fulton Magnet High School

GT CIBER also supports the Model High School International Business Program with North Fulton Magnet High School. This magnet program administered by North Atlanta High School's Center for International Studies offers a unique International Business Program (IBP). Over 100 students are enrolled. Its goal of the program is to evolve into a model of excellence for high-school/university collaboration. Outcomes include: (a) developing a student-run trading company to teach import and export processes, (b) constructing a school store to teach business life skills such as entrepreneurship, and (c) establishing a Network of Cooperative Global Business Education Programs to foster joint projects with high schools in Estonia, England, Brazil, and Jamaica, among others. The program is recognized as a national model for foreign language and international studies education. Upon completion, students receive an international business diploma along with their high school diploma. In GT CIBER Phase IV, we will focus our collaborative efforts in two areas.

- a. *The International Business Diploma Program:* This high school program received the 1998 National Council for Social Studies/State Farm Insurance Good Neighbor Award for Innovative Teaching Strategies and was first described in the May 4, 1998 issue of U.S. News & World Report. GT CIBER and its Core Faculty will assist in strengthening this specialized high school curriculum with DCoM faculty acting as curricular advisors; and

assisting in designing and grading a standard web-based testing program for the IBP diploma;

- b. *ACTCo., An International Student-Run Enterprise*: Incorporated in 1985 to involve IBP high school students in international trade with a Caribbean focus, it is involved in the sales of arts and craft giftware lines from the West Indies. Some fifty IBP students now collectively own and manage the high school company store and website (<http://www.ACTCo.org/>). The company grossed \$35,000 between September 1993 and June 2001 and received an AT&T grant for Internet education. GT CIBER, working with the IBS program directors, will assist in strengthening ACTCo. and expanding graduate international business student mentoring; assist in further refining Warrior Warehouse, this model high school store providing business skills to high school students; use CIBER overseas partnership agreements to expand the IBP network; and offer lectures and training sessions on international topics to instructors and students. This program element allows a CIBER to share its international expertise with a population of pre-college students, thereby preparing them to pursue international business careers.

Other highlights of the GT CIBER/North Atlanta High School collaborative program include:

- c. An international (13th H.S., year) "baccalaureate" program with advanced teaching in less commonly spoken languages (Arabic, Chinese)
- d. An "International Business Program" (IBP) for high school students (curricular development of a model program including basic economics and trade, foreign languages, foundation of entrepreneurship in an international trade context)
- e. Exchange of high school students from select partner countries with exchanges of one semester's duration
- f. A high school in-house sales center in which students sell art/crafts acquired on overseas trips --the experience allows them to master some basic concepts of trade, accounting and sales
- g. An annual High School International Studies "Summit" in which some 90 students will participate at the end of March 2002 (partly on campus here at Georgia Tech)
- h. We have hosted at the GT CIBER a small number of high school interns who have worked closely with CIBER staff and graduate students as mentors (1 student per year since 1997.)
- i. Our faculty has lectured often as guests in various high school programs on international business issues
- j. We have provided curricular material in entrepreneurship, e-commerce (international dimensions) for high school instruction

We have been involved, as a CIBER, with this high school pilot program for the past five years and are continuing and expanding the relationship in the coming grant cycle years.

Web Page/Foreign Language Competition for Georgia High School Students

GT CIBER sponsors a Web Page/Foreign Language Competition for Georgia High School Students. This includes GT CIBER granting small stipends to encourage winners of the competition to spend parts of their summer overseas in intensive language programs (the awards are supplemented with funding from various overseas summer language schools). The prize for five Georgia High School students will be awarded on Friday evening at Pace Academy (an

international high school) after a concert of French music following a week-long Francophonie Celebration in Atlanta. Example of one such competition for multilingual web design by high school students: <http://www.ciber.gatech.edu/prizes.htm>

This program started in 2000 in the context of the first celebration of "Francophonie (French Speaking) World Week in Atlanta" and is being repeated for the third time this year. GT Language Faculty and CIBER run the competitions. We intend to carry it on into the next grant cycle.

Globalization Workshops

We have done Globalization Workshops for the DeKalb County School System (for school administrators and lead teachers in languages in international studies). The last one was Summer 2001. We started this program in the Summer of 2000 following up on the concerns of several high school administrators in Fulton and DeKalb Counties. We intend to carry this program forward into the CIBER IV grant cycle.

Georgia Council on Economic Education

In Phase IV, *GT* CIBER plans a new partnership with the *Georgia Council on Economic Education*. To reach further into the school systems of Georgia and share the CIBER knowledge base with Georgia teachers, we have entered into a partnership with the Georgia Council on Economic Education. The Council's mission is to help teachers teach economics. Two thousand teachers go through Council's programs every year. CIBER is primarily concerned with the international business and economic dimension of this mission. In Phase IV, CIBER will team with the Council in co-organizing five short teacher training workshops focused on globalization and economic education; assist in releasing select teachers for the workshops; assist in international economic lesson planning through the use of the virtual Global Education Clearinghouse website. Other CIBER outreach educational programs will be made available, free of charge, to Council-sponsored teachers.

CIBER: Indiana University

International Agribusiness Summer Institute

In collaboration with IU's Center for the Study of Global Change, the IU CIBER proposes the development of a summer institute focusing on international agribusiness – its business, public policy, and technical aspects. While 38th in land size, Indiana ranks as the ninth largest exporting state for agricultural products (more than \$1.43 billion per year). The internationally oriented Future Farmers of America (FFA), with national headquarters in Indianapolis, also will partner on this project. The summer institute will target high school teachers of agriculture and agribusiness as well as college students who are studying an aspect of agribusiness. The IU Center for the Study of Global Change will be responsible for the public policy aspects of the institute, Purdue University's School of Agriculture will oversee the technical aspects, and the IU CIBER will develop and coordinate the international business aspects of the institute.

International Studies Summer Institute

An intensive, two-week workshop for high school teachers and students, this interdisciplinary institute attracts a range of U.S. and international participants committed to learning in some depth about the new issues and problems today's global environment presents. For the past three years, the IU CIBER has taken responsibility for the economic and business-oriented pedagogy in the workshop – cooperating with a wide range of IU's area studies centers, the IU International Programs Office and the IU Center for World Change, this workshop reaches a less traditional but very important and highly motivated audience.

Indiana in the World – Precollegiate Curriculum and Website

In response to the expressed need by the Indiana Department of Education (IDOE) to provide an up-to-date multidisciplinary curriculum on international trade for the state's middle and high school students, the IU CIBER, in cooperation with the Kelley School's Global Programs Office, the IU International Resource Center, IDOE, Indiana Humanities Council, PSI/Cinergy, and Purdue University CIBER provided sponsorship and direction for its development. The curriculum materials have been enthusiastically received and adopted, are used for enhancing the international content of social studies, economics, geography, business, and language classes. More than 4,000 copies have been distributed across Indiana and to various Indiana education associations and other global educators nationally.

Indiana in the World now can be accessed at <http://indianaintheworld.indiana.edu> and lesson plans can be downloaded. It has also been selected for inclusion in the ERIC Clearinghouse for Social Sciences/Social Science Education. The curriculum and website are continually updated and improved with support from CIBER and others.

International Business Teaching Materials Collection

IU CIBER has served as a clearinghouse for information on innovative means of delivering international content in the classroom. It has received advertisements and listings for virtually all new internationally oriented materials such as games, simulations, videos, and cases since 1992. These are catalogued, and IU CIBER also acquires a substantial portion of the materials to review and/or archive. The materials are appropriate and targeted at undergraduate and graduate students but, in some cases, are also appropriate for high school juniors and seniors. The collection is housed at the IU Business/SPEA Library and is available through interlibrary loan to high school and college teachers throughout Indiana.

CIBER: Michigan State University

Business Language Packets for High School Spanish, German, and French

These packets are the first in a series of packets on business-related topics being developed for advanced high school language learners. While "business language" courses have proliferated at the college and university levels for the past 25 years, the interest in business language has not been as vigorous at the high school level. Those who teach business language in post-secondary settings have been invigorated by the natural compatibility of business-related topics with students' interests in careers and the world of work. It seems only natural, therefore, that high school students would be equally attracted to the content presented in business language

classrooms. We partner with the CLEAR – Center for Language Education And Research at MSU. For more information, check out: <http://ciber.msu.edu/research/> or <http://clear.msu.edu/teaching/buslang/packets/index.html>.

High School Business Language Workshops

CIBER and CLEAR at MSU are undertaking onsite workshops for high school foreign language teachers who wish to learn about “Business Language,” implement the High School Business Language Packets for French, German, and Spanish, and make connections to the business community for international business career development opportunities.

Internationalizing Career Pathways, a proposed initiative with Michigan State University’s CLEAR and CIBER and the State of Michigan

The State of Michigan is currently promoting the implementation of Career Pathways Programming in Michigan High Schools; 93% of Michigan’s public schools will have implemented the Program by 2004. The Career Pathways materials are innovative and are being well received in the school systems. The materials provided for schools and parents, however, do not currently stress the importance of globalization and the knowledge of foreign languages and cultures for the career paths chosen by students. CIBER and CLEAR will team up to work with the State of Michigan to emphasize the importance of globalization and knowledge of foreign languages and cultures in career options and opportunities. CIBER and CLEAR will work together to develop additional Career Pathways materials and to design workshops for high school teachers, administrators, and advisors that inform them of the importance of languages and culture studies within a global context that lead to globally competent employees for the U.S. workforce.

Language for Business and Economics: Internet Sourcebooks

While the Internet Sourcebooks for French, German, and Spanish were originally developed to be resource sites for students taking business French, German, and Spanish at the University level, CLEAR and CIBER are currently promoting them for use as well with the high school business language packets described above. They will be actively used during the onsite workshops for high school teachers wishing to implement business language curricula. In addition to these three original languages, CLEAR is currently developing a sourcebook for Japanese. For more information, check out <http://clear.msu.edu/> or CLEAR’s Materials Development site, where there is also a link to the Sourcebooks, <http://clear.msu.edu/teaching/index.html>.

International Business Connections Workshop

In May 2003, CIBER and CLEAR brought together language and business experts from around the country to discuss the language needs in the business community. Those findings will be published as a white paper in 2003. In the spring of 2004, CIBER and CLEAR will invite language professionals from the middle and high school levels to attend a workshop to develop best practices from the information collected in the roundtable. Finally, in the following year, CIBER and CLEAR will hold another workshop for language instructors that will be a culmination of all the findings to date.

CIBER: Purdue University

Many of Purdue CIBER K-12 activities are done in partnership with the Indiana Council for Economic Education (ICEE). They incorporate pre-service as well as in-service K-12 programs in economics education, including international economics concepts. General economics education programs encompass grades K-12 and most programs with a specific international focus are intended for teachers in grades 4-12.

Activities are primarily ongoing as part of the regular, yearly programming of the Indiana Council for Economic Education (ICEE) and are an important component of the 2002-06 CIBER K-12 outreach agenda. Programs focus on general topics of economics education, and events take place regularly on subjects related to international economics as part of for-credit as well as non-credit graduate programs. Each summer, with support from Purdue CIBER, the ICEE sponsors intensive, three-hour graduate-credit workshops for K-12 teachers that cover a variety of economic concepts and teaching methods. Workshops include sessions in which local business, labor, and agricultural leaders serve as respondents or speakers. These graduate credit programs take place at twelve University Centers – all part of the ICEE network – throughout Indiana.

Purdue CIBER's primary role is to provide funding for ICEE programs. However, CIBER sometimes also provides speakers for specific programs, when appropriate. Funding supports teacher training in economics/international economics as well as curriculum materials designed for K-12 teachers and students. These have been developed by the National Council on Economic Education (NCEE), parent organization of the ICEE, as well as by the ICEE and the Indiana Department of Education (IDOE).

Teacher-tested economics curriculum materials with an international focus as listed below provide teachers with specific lessons that they can use with their students. In keeping with ICEE/NCEE philosophy, these creative curriculum materials are non-partisan, focusing on the basics of economics and giving middle and high school students the intellectual tools to make rational economic and public policy decisions: *Trading Around the World* (ICEE); *Indiana in the World* (IDOE, ICEE, CIBER); *Focus: International Economics* (NCEE); *Focus: Economics Systems* (NCEE); *Economies in Transition* (NCEE); and *EconEd Link* (web-based lessons – see www.ncee.net). In 2003, two new NCEE curriculum publications with heavy international emphasis have been published and will be introduced in ICEE workshops: *Focus: Institutions and Markets*, and *The Wide World of Trade*.

In addition, ICEE has developed several new elementary curriculum products. In early 2003, the new Economics and Folktales curriculum booklet will be published. In this curriculum, young students learn economics by examining Chinese and Western folktales. In addition, ICEE continues to place books with an international focus on its popular *KidsEcon Posters* web site. (www.kidseconposters.com - click on Literature Connection) Teachers will find lessons giving specific economics-focused questions they can ask their students. Examples of books include the popular *Following an Ice Cream Cone Around the World* (which stresses the international interdependence required to produce ice cream) and *Tools* (a book for primary students which shows how people in different countries use many kinds of tools to produce goods and services.)

In addition to its relationship with the Indiana Council for Economic Education, Purdue CIBER will continue supporting K-12 outreach programs in foreign language through the University's Department of Foreign Languages and Literatures. On-going initiatives include participation in programs for K-12 teachers such as the Central States Conference on the Teaching of Foreign Languages, as well in a Continuing Education Immersion Program for inner city magnet school teachers. Dr. Joe Wipf, Professor of German and Education, works with Indiana high school German teachers regarding teaching methods and new pedagogical materials for the teaching of German. Dr. Thomas Broden, Associate Professor of French, continues to provide conversational opportunities between high school French students and native French speakers at Purdue University, as well as on-going involvement in the "French Quiz Bowl," a regional competition for high school French students.

Although not directly supported with CIBER funds, the Purdue School of Agriculture offers "Professors in the Classroom," a program in which Purdue professors travel to any high school in Indiana to make presentations on economics, social science, science, and engineering topics. Subjects include but are not limited to international issues such as building cultural bridges, living and teaching in foreign cultures, and understanding the potential impact of international events on students' daily lives. Presentations are made free of charge.

CIBER: San Diego State University

As part of its effort at engaging the local education community in programs that enhance international business awareness and cross-cultural exploration, the SDSU CIBER and International Business (IB) program staff work closely with a number of K-12 programs throughout San Diego. This outreach takes many forms, including visits to high school campuses by CIBER academic advisors, invited tours of the International Business program offices and interviews with staff by high school and community college advisors, and student and parent visits to IB at SDSU on a regular. Honors students in the IB program also make visits to local elementary and high schools to talk about languages, cultural sensitivity and international business to small classes as well as larger assembled groups of students.

Outreach Highlights

Our approach to K-12 outreach is that the SDSU IB program will produce even more outstanding graduates if we can affect their level of preparation and sophistication by forming partnerships with their schools before they come here. Thus, we have helped in the formation of a number of international business tracks at high schools in San Diego such as La Costa Canyon High School and San Dieguito High School. By serving as language evaluators and mentors at The Language Academy, a French and Spanish immersion school near the SDSU campus, we can not only assess the efficacy of language programs initiated at early stages in the learning cycle but we can also modify our acquisition techniques and expectations in light of what we see and experience in K-12 programs. Our perspective is long-term, and our outreach reflects this.

Located just ½ mile from SDSU, the Montezuma Language Academy is a K-8 language immersion school currently offering Spanish and French tracks, with Arabic and Japanese under

consideration. For several years, Dr. Loughrin-Sacco and other members of the CIBER and Department of European Studies have visited the school regularly to test and evaluate the language progress of students, work with teachers on curriculum projects, and talk with parents about international business and related pursuits for which the students might use their language and area studies skills. In addition, the Language Academy staff have attended various CIBER workshops on language, business communication and other topics for skill development and curriculum enhancement.

Equally important are the training programs that we provide, such as the Business French and Business Spanish workshops for high school teachers that CIBER has sponsored over the years. Twelve high school teachers from around San Diego participated in workshops and attended panel sessions on the latest research and pedagogical issues facing languages and international business. The SDSU CIBER will begin offering in 2003 a series of annual workshops, in both northern and southern California, focused on curriculum and skill development in the context of globalization and increasing the cross-cultural platform for teachers. With themes such as business language, cross-cultural negotiation, integration of technology, experiential learning, and seamless K-16 curricula, the workshops will feature guest speakers, proven pedagogical materials and approaches, and zero cost to participants.

SDSU engages in outreach to junior high and high schools to heighten the awareness of language, area studies and cross-cultural skills and their applicability in the students' personal and professional lives as they grow older. The objective is to get the students thinking about the ways in which their international aspirations might play a role in their college lives and beyond, and what early preparation, such as languages, might be necessary. Parents are invited and encouraged to attend as they can often play a critical role in the student's decision-making context.

San Diego State's dual and triple-degree programs in international business are undergraduate degrees which require that students pursue a very detailed and comprehensive curriculum (with significant study and work time abroad) from the moment they arrive at the university. Our outreach by the IB Chair, Dr. Loughrin-Sacco, and members of his advising team, is focused on visiting schools and talking with counselors, students and parents about the need for early preparation for the degree program. Such focus can take the form of AP courses in languages or the pursuit of an International Baccalaureate curriculum.

In 2001, the CIBER and the San Dieguito Union High School District, with funding from Fulbright-Hays Group Projects Abroad Program, conducted a five-week-long seminar for 15 Southern California 7-12th grade Spanish and area studies teachers at the Universidad de Valparaiso in Viña del Mar, Chile. The goals of the seminar and follow-up dissemination activities were to provide teachers with (1) a contextually rich environment from which they will enhance their Spanish-language skills and investigate Chile's political and economic role in the emerging hemisphere-wide free trade zone; and (2) an opportunity to use the Fulbright-Hays seminar to develop collaborative interdisciplinary instructional units designed to globalize secondary education with an international business focus. Beginning in 2003, the District will begin implementing an international business curriculum for San Dieguito High School, led by the faculty who participated in the Chile program.

Following are quotes received following a February 9, 2000 trip by 11 International Business Academy students (San Dieguito High School) to SDSU:

- *"The International Business program at San Diego State University has caught our interest due to the fusion of interdisciplinary studies of language/culture/business. . .which is the direction our world language program at SDUHSD is headed. 5 (students) have indicated serious interest in the program and 9 indicated that the field trip was 'highly' worthwhile."*
- *"I was surprised how extensive the program was and how many programs they have incorporated into SDSU. Also how SDSU has a wonderful reputation in IB."*
- *"I learned of opportunities in International Business. I had never considered pursuing business and now I am so incredibly interested in this major. I am so glad I was introduced to this program."*
- *"I was surprised how big the program was. I did not realize how renowned the program is at SDSU. How friendly the advisor was. I did not know about how many careers are offered to those experienced in this field."*
- *"I look forward to attending SDSU and majoring in IB. I can't wait to study abroad and do internships abroad!"*
- *"I was surprised by the friendliness of the advisor!"*

Conclusion

The SDSU CIBER has developed an extensive array of outreach activities to support K-12 partnerships across San Diego and Southern California. As a result we received more prepared and better-informed students enrolling in SDSU's International Business program. More importantly, however, our outreach activities inform an emerging generation of students about the many benefits of learning languages, exploring different cultures, and experiencing the infinite impact of a study period abroad. By reaching back into the academic pipeline that begins in kindergarten and continues to and through SDSU, we develop in the next generation enthusiasm, curiosity and concern for what lies within and beyond our borders.

CIBER: The Ohio State University

K-12 Global Institute

In June 2003, the OSU CIBER assisted in the planning and implementation of *Global Institute*, a four-day summer workshop for Ohio's K-12 teachers. The event, which educated K-12 teachers about applying globalization trends in a multidisciplinary setting, was spearheaded by The Ohio State University's Office of International Affairs, Ohio Dominican University, and the Ohio Department of Education. *Global Institute* attracted approximately 100 individuals. The OSU

CIBER contributed through suggestions to the agenda and through liberal dissemination of marketing materials, as well as by providing scholarships to two central Ohio teacher attendees.

Foreign Language Faculty FDIB

For the fifth consecutive year, the OSU CIBER offered to foreign language faculty and teachers a program called, “Lessons from the MBA Classroom: Business Concepts and Pedagogy for Foreign Language Professionals.” The topics and sessions offered at the “Lessons” program served as a business primer for foreign language teachers, instructors and professors so that they may better integrate business concepts in their classroom lessons. More than 35 people, the largest class ever, participated in the program held October 2-4. Special effort was made to attract K-12 teachers, and nearly 30 % of participants were K-12 educators from Ohio, Indiana, and Illinois. A K-12 teacher from SDSU was one of the program’s primary presenters. The program was co-sponsored by the CIBERs at SDSU, Memphis, Indiana, Thunderbird, Hawaii and UNC-Chapel Hill.

CIBER: Temple University

Language and Linguistics Speaker Series: Prominent researchers from across the nation are invited to present on specific topics of interest to the greater Philadelphia region’s K-12 teachers as well as Temple University’s language and linguistics faculty.

Faculty development workshops: Topics include business language pedagogy, critical pedagogy, technology for language teaching, the use of film and media in language teaching, assessment of bilingual children’s phonology.

Virtual Language Center: This virtual language center will be housed on the Temple CIBER’s web site and provide resources for K-12 teachers in the region on local resources and networking opportunities through listserves as well as national resources for teaching business languages and faculty development opportunities.

CIBER: Texas A&M University

Scholastic Assistance in Global Education (SAGE)

The Scholastic Assistance in Global Education (SAGE) program is conducted by the Texas A&M University CIBER to advance the economic, geographic, political, and cultural knowledge of teachers and their students—helping them understand the great challenge that globalization poses to this nation. SAGE provides K-12 teachers with knowledge, skills, and teaching materials to help prepare their students for living and working in a global economy and a world that is becoming increasingly technologically and culturally integrated.

The SAGE web site, <http://sage.tamu.edu>, was created to assist both students and teachers by providing access to a wide variety of information. The web site provides curriculum development and guides focusing on economics, social studies, and global cultures as well as

screened links to other educational sources on the web. In addition, the SAGE Program provides workshops for K-12 teaching training as well as pre-service K-12 teacher training.

The Texas A&M University CIBER has provided administrative and financial support for the SAGE Program since it began in 1990. The CIBER received a grant from the Bank of America Foundation to support the continued development of the SAGE web site and teacher training workshops. SAGE is a service provided to the educational community by the TAMU CIBER. The TAMU CIBER works in partnership with the Texas A&M College of Education, the International Center in the Bush Presidential Library Complex, and the Social Studies Center for Educator Development.

SAGE is needed because of the overwhelming evidence that many Americans are not well informed about the great challenges facing this country as a result of powerful new economic, technological, and geopolitical challenges stemming from the rapidly increasing degree of integration between the U.S. economy and the world economy. Many of America's classroom teachers are not properly prepared to teach about global affairs.

SAGE is designed specifically to address this problem. The *International Awareness* outreach component of the SAGE program alerts teachers that assistance is available and will advance their awareness that the international components of the curriculum are vitally important to their students. The *Training and Materials* component of SAGE—made readily available via the Internet—provides assistance in the form of concise, targeted, and interesting learning modules and classroom-ready teaching materials. Having easy access to these knowledge modules and internationally oriented educational materials and resources available on the SAGE web site prepares K-12 social studies teachers to teach the international component of their classes. The SAGE web site makes it possible to reach beyond the educational limitations of textbooks and other traditional educational material. Using SAGE does not require any additional expenditure by the local school district or by the teachers. In addition to the information directly accessible on the web site, SAGE identifies other web sites that are educationally sound and provides links to these sites according to grade level, types of courses, and educational standards. The fact that the educational material on the SAGE web site is free to anyone with access to the Internet should make it very popular among school district administrators as well as teachers and students.

CIBER: Thunderbird

1) Thunderbird was a partner with the CIBER at Fisher College of Business of Ohio State University on their FDIB program for foreign language faculty, "Lessons from the MBA Classroom". The program included a reach-out to K-12 teachers. The program was held October 1-3, 2003.

2) Thunderbird CIBER is also supporting Prof. Guiomar Borrás. Prof. Borrás currently is President of the Board of Directors of the Arizona Language Association. The AZLA is the largest professional organization for language educators in the state. It is multi level (including K-12) and multi-language.

CIBER: University of California at Los Angeles

Together with the UCLA International Institute, the UCLA CIBER will offer a series of in-services and on-site trainings for K-12 teachers in the region in 2003 and 2004. The UCLA International Institute has been involved in K-12 outreach endeavors for more than 25 years, serving varied precollegiate constituencies and communities of greater Los Angeles. Our approach will include teacher training/professional development (on campus, and at school sites), demonstrating the use of educational technology, and networking. We support the Summer Institute, offered by the Center for East Asian Studies, and the Teachers as Scholars programs and workshops, adding International Business content to these very successful outreach efforts.

Principal Leadership Institute

The School of Education is running a program of training teachers to be principals in urban primary and secondary schools. The program is entitled PLI, Principal Leadership Institute and is a joint program between Berkley and UCLA. Dr. Robert Spich who is faculty director of CIBER programs is a member of the PLI founding faculty. With the PLI going through a program review, CIBER has offered funding to support the development and teaching of a program innovation of international economy and business. The idea is to reach key school decision makers in their transition from the classroom to administration with new content curricular design ideas that support the international dimension of K-12 learning. The PLI administrators have responded positively to this idea and discussions will commence at the start of the new year.

LEAD Program for Business Education

The Anderson School, through its Price Center for Entrepreneurship runs a one-month program for minority high school seniors in business and management. Students are selected nationally for this yearly competitive program. Professor Spich regularly teaches a session on international business for this high school leadership group. CIBER will support innovations in this program that extend the international perspective of business.

CIBER: University of Colorado at Denver

Model UN Program

The CU CIBER partners with Colorado's Model UN High School Program. Each year we sponsor an international lecture for this body of students. The lecture focuses on a topic identified by the host high school.

Japan High School Mentor Program

The mentor program pairs high school students from Colorado's IB programs with business executives and managers. These students learn about Japanese culture, business protocol, and

how to do business in Japan. They work on a Japan-related project with assistance from their mentors. The CU CIBER hosts the capstone event for this program.

Denver West High School

The CU CIBER brought a delegation of government officials from China to Denver West High School for briefings and an exchange with students and teachers in the school's Center for International Studies.

CIBER: University of Connecticut

Three Resource Guides for High School Teachers (Global Business Program for High School Teachers)

The three *Resource Guides for Teachers (Vol. 1-3)* that were authored and shared with teachers at professional conferences during the UConn CIBERs previous funding (1999-2002) will be updated, reorganized, and transferred to CD-Rom format. The guide's reorganization will include a new introductory chapter, and the compilation of the updated Resource Guide into consecutively numbered chapters. This format will utilize the existing program's major components: Student Readings, Student Activities, Transparencies, and evaluation of student Learning. The Resource Guide will conclude with an answer key for student activities, a comprehensive Glossary, and a listing of Selected Resources. In addition, a teacher-friendly User's Guide to the Global Economy Series (Vol. 1-3) will accompany the CD-Rom. Statistical and other updates to the revised and expanded Resource Guide will occur annually during years 2,3, and 4 of the funding. To stay abreast of recent topics and issues in the global economy, an annual Issues in the Global Economy booklet will be authored and made available in print and digital formats. In addition to print and CD-Rom formats, the three resource guides will also be put on the UConn CIBER's website to reach a wider audience. Further, the CIBER will continue to participate in local and regional professional conferences for secondary teachers, 7-12, by providing presenters and distributing its teaching resources.

CIBER: University of Florida

Teaching Training for Latin American Studies

Teachers' Workshops: With direct technical and financial support from the UF Center for International Business Education and Research (CIBER), the UF Center for Latin American Studies (CLAS) offers four to six teachers' workshops each year. Workshops contain information that assists K-12 teachers with the incorporation of Latin American Area and Language Studies into their curriculum. Thirty percent of every area studies workshop addresses issues on international business and economics. Language studies focus on Spanish, Portuguese and Haitian Creole. On average, 160 teachers attend these workshops annually. Since the workshops began in 1998, it is estimated that 60,000 students have been impacted. CIBER co-sponsors K-12 workshops related to Latin American business and the Center's staff is directly involved in providing teaching and curriculum resources related to the Latin American business environment.

K-12 Curriculum: Aside from teachers' workshops and the lending of curriculum resources, this program also works closely with a few high schools in developing stronger Latin American

Studies programs. Two of the workshops (described above) focused on curriculum specifically designed to incorporate a Latin American Studies Program for credit in Florida high schools.

Curriculum Resource Library: With direct technical and financial support from UF CIBER, CLAS maintains a Curriculum Resource Library that contains more than 500 items for teachers to borrow, free of charge. Items include scholarly books, curriculum guides and lesson plans, videos, posters, CD-ROMs, etc. Teachers across the nation utilize this Resource Library. Since 1998, it is estimated that nearly 7,000 students per year are benefited by this resource.

IB component for high school summer Journalism Institute

High school newspaper editors, yearbook editors, writers, photographers, broadcasters and web designers each year attend a six-day summer institute offered by the University of Florida College of Journalism and Communications. The institute features guest speakers and hands-on preparation of new videos and online newspapers. An IB module will include a guest speaker and a business student consultant to assist the high school students pursuing IB topics.

Web and CD-based cases on business foreign language for use by high school language teachers

Students in the new University of Florida course, *Teaching Methods for Business Language*, will prepare materials and cases to be disseminated to high school teachers in the state and region.

CIBER: University of Hawaii at Manoa

1. Global Vision Summit 2004: International Trade

In partnership with the Pacific and Asian Affairs Council (PAAC), a youth weekend conference on international trade will be held on April 16-18, 2004 that will bring together students from public and private high schools across the State of Hawaii. Students will assume the role of world leaders in an international negotiation simulation to help them understand the complexities of international relations and commerce, learn and practice leadership and negotiation skills, and envision solutions. Approximately 100 students will attend the conference while 15 teachers will benefit from curriculum support and 15-20 school communities in Hawaii will be positively impacted by the knowledge and skills the students will gain.

2. "Living in a Global World" Television Series

Living in a Global World is a pre-recorded and edited television series, each an hour long, produced by the University of Hawaii's Globalization Research Center (GRC). It tries to capture some of the ongoing debates about globalization and is built around interviews with commentators, scholars, critics, apologists—whoever the producers believe could contribute to the debate on the issues and processes of globalization. Tapes of the series are available for borrowing at the University of Hawaii's Sinclair Library or through the Globalization Research Center. VHS copies of all the segments are also available for purchase at \$20 per tape.

The UH CIBER will assist the GRC not only in marketing both the series and the individual videotapes and in 2004-2005 will also collaborate in hosting either an island-wide workshop or a series of workshops on the major islands to show clips from the five segments of the series. Suggestions and sample curriculum ideas on how best to incorporate the use of either the segments or the entire series in Hawaii's high schools will be presented by the show's producers and by teachers who have actually used it in their classes.

CIBER: University of Illinois

French Means Business, Forum – Oct. 2, 2003

Together with the French Department, CIBER cosponsors the French Means Business Forum each year. The purpose of this event is to encourage young people to study French for careers in business and to convey the importance of familiarizing oneself with other languages and cultures in order to conduct business on an international scale. Guests at this forum include representatives of the international business community, Illinois-based companies that have business ties to France, officials from the governments of France and Quebec, and other professionals who come to interact with students and teachers to increase awareness of employment opportunities in Business French. Many of the 450 participants last year were high school teachers and students.

Emerging Global Technologies, Leadership Symposium – Nov. 1, 2003

Using Access Grid Technology (an advanced, multimedia audio-visual conferencing system), CIBER and the Illinois International High School Initiative are developing an interactive symposium for teams of two teachers (one science and one social studies) to learn with their peers about cutting edge global issues. There will be teachers at three sites participating simultaneously in this event. This interdisciplinary workshop is created to encourage teachers to adopt an international perspective into the classroom. Guest speakers include: Dr. Steven Goldstein, National Science Foundation; Dr. Clifford E. Singer, Director, Program in Arms Control, Disarmament, and International Security & Department of Nuclear, Plasma, and Radiological Engineering; and Dr. Earl Kellogg, Associate Provost for International Affairs, University of Illinois.

Interculturality in a Globalizing World, Joint Area Centers Symposium – Nov. 14, 2003

This interdisciplinary symposium brings together specialists on various regions of the world to examine the complex dynamics of cultural interaction, as well as tensions and conflict, in multiethnic and multiracial societies. This symposium is perfect for teachers wanting to bring a more global perspective into the classroom. The ideas can be incorporated into the K-12 curriculum to enhance students' learning and global understanding. 6 CPDU's are available. The keynote address by Mary Layoun, University of Wisconsin, Madison, is "Threat and Promise in the Spaces between Cultures: The Imaginary of the Interstices, the 'Real' of the Borders." Three panels are scheduled with speakers in between from different disciplines.

Is Capitalism Good for the Poor? International Economics Workshop – Feb. 27, 2004

This international economics workshop, cosponsored by CIBER and the Foundation for Teaching Economics (FTE), targets teachers of economics and social studies at middle and

secondary schools in Illinois, who are interested in examining the effects of capitalism on those in world suffering from poverty. Economic reasoning will be used to analyze the real and potential effects of capitalism on the well being of those in poverty. Relevant issues will be discussed and real life case studies are used as examples, giving teachers the information and curricular materials they need to understand and teach this subject matter.

Global Studies Forum, International High School Conference – Feb. 27-28, 2004

The second annual Illinois International High School conference organizes presentations of best practices, integrates cross disciplinary approaches, and highlights information and communication technologies applications in teaching international/global education. Like the first conference, there will be a resource area and more exhibitors and participants will be welcomed this year. CIBER will provide speakers and be present at the resource table.

World Economies, International Trade and Globalization, International Summer Institute– July 6-10, 2004

This five-day intensive institute is organized by CIBER and the area studies centers, to address the subject of world economies, international trade and globalization. Topics to be addressed include: the economics of globalization, US multinationals and international trade, economic integration, current controversies regarding the WTO, and world economies. The Institute is geared mostly toward high school teachers, and is most helpful for those teaching courses in economics, political systems, civics, AP politics, world cultures, and world history. Participating teachers can receive 30 CPDU's.

Arabic Alphabet CD

The Arabic alphabet is difficult for many people to learn because it has unfamiliar sounds, fine phonemic distinctions, fine visual distinctions, the shape of the cursive letters change depending on the position of the letter, and the vowels and diacritics are complicated. Because of this, CIBER awarded a course development grant to Professor Elabbas Benmamoun to create a CD that will help people learn the Arabic alphabet. This project features color-coded letters given in different positions in the word, audio of each letter and word, animations that show how to write the letters, sound recognition drills, letter recognition drills, and writing exercises with feedback. This is a valuable tool for students interested in learning Arabic or teachers looking for curricular materials to teach Arabic.

CIBER: University of Kansas

The KU CIBER provides several types of activity designed to enhance the international dimensions of K-12 education.

For K-12 Teachers

- The KU CIBER and World Trade Center of Kansas City presented a four-session program, “Your Passport to International Business,” in February-May, 2003. This is an introductory program providing information about global markets and business strategies. Six teachers from the Olathe School District participated in this program, as part of the District’s initiative

to internationalize K-12 education. The program will be repeated in spring of '04, and we will again encourage teacher participation.

- Our CIBER works with the Centers of Latin American Studies, Russian and East European Studies, African and African-American Studies, and East Asian Studies to provide K-12 outreach related to specific world areas. Activities include in-service days attended by teachers from the region, study tours sponsored by Fulbright and other programs, and seminars for K-12 language teachers. In 2003 we cosponsored presentations on international issues in the K-12 classroom, for the Kansas Business Educators Association, the Center for Economic Education, and the Connecting Education and Employment Conference.
- KU CIBER cosponsored the 9th annual conference of the Mid-America Alliance for African Studies October 3-5, 2004. This conference provided insights and materials for teaching about Africa to college teachers as well as for K-12 educators.
- We will also cosponsor a Summer Institute in African Studies June 14-24 '04, that also targets educators seeking to include modules about Africa in their classes.

For K-12 students

- The KU CIBER recognizes the importance of encouraging students to acquire the language skills and area knowledge they will need for international business before they enter the university. A brochure, "Make the Global Business Connection," is distributed to high school guidance offices and at our University's Visitor's Center, where prospective students first enter the campus.
- The KU CIBER cosponsors an annual International Careers Fair that targets area high school students and speakers. We provide panelists for this event as well as providing financial and logistical support. Over 400 students and teachers attended the Fair on October 2, 2003.
- The School of Business hosts an annual "Senior Business Day" for high school students who intend to major in business, and their parents. Speakers from our CIBER meet with this group to discuss the opportunities for international business study at KU, and to encourage early foreign language study.
- CIBER had a booth and exhibit at the KU Open House on September 20, 2003, that attracted more than 7000 visitors, many of whom were K-12 students and their families.
- Starting in December, 2003, the KU CIBER will cosponsor the monthly breakfast speaker series that is organized by Kansas International, a subgroup of the Lawrence Chamber of Commerce. KU CIBER will support attendance at the breakfasts by interested students from the two local high schools and their teachers. We anticipate attendance of 10-15 students each month.

Other activities

- The International Business Resource Connection (IBRC), with assistance from a grant from the U.S. Department of Education's Business and International Education program, has developed a series of on-line tutorials about international e-commerce. One of the tutorials was based on a business plan competition held at Lawrence High School. The winning E-commerce project has been completed and is available on the IBRC Website.

- KU CIBER is cooperating on a project to raise awareness of the importance of international knowledge and build networks among educators and schools. This project includes an opinion survey on the importance of internationalizing the curriculum in Kansas schools.

CIBER: University of Memphis

Globally Oriented Schools Initiatives (GOSI “Go See”)

Memphis CIBER has teamed with faculty from the College of Education and the Department of Foreign Languages & Literatures to develop two pilot programs geared towards college-bound high school and elementary-aged students entitled the Globally Oriented Schools Initiative.

I. “Global Connections” for Children in Grades 3-5

“Global Connections” is a collaborative effort by Memphis CIBER and the College of Education designed to globalize thinking and teaching in area schools by providing teacher training in global mindset along with developing and implementing a global connections curriculum and teacher resource guide. Memphis CIBER completed an initial pilot which included two local schools during the 2002-2003 academic year. Twelve teachers from grades 3-5 were selected to help design learning activities and test the pilot curriculum program. Eleven participants attended a curriculum development/ design workshop in October to develop activities for testing during the first school semester. Another supplemental curriculum development workshop took place in March 2003 to report on progress and develop second semester activities. Pre- and post-program surveys were administered and analyzed. Over the course of the next year, additional curriculum development activities will be coordinated, and the program will be revised in accordance with lessons learned during the initial pilot. An expanded pilot will be offered once revisions are complete. Global Connections curriculum is centered on the following themes:

Theme 1: Our Place in the World. Lessons will focus on developing knowledge of where the Mid-South physically resides in the world and be able to compare community/ regional characteristics to those of select other areas. Specifically, students will explore community physical size, population, ethnic makeup, climate, geographical features, etc. to locate regions that might be very similar or different from ours.

Theme 2: Peoples of the World. Lesson plans will emphasize how people are the same and different and what influences similarities and differences in the way we live. Specifically, students will explore differing factors such as language, religion, appearance, clothing, housing, education, economy, geography and climate, to identify factors that influence similar and differing characteristics and values.

Theme 3: Global Connectedness. Curriculum activities will concentrate on global “connectedness”—how we know or find out about each other; how we share products and services (including exploration of money and currency); and how we interact with other nations/cultures. Students will be asked to consider how big and small the world is in terms of physical size and then in terms of interconnectedness made possible through telecommunications and travel technology. Students will explore migration and factors that create cultural mobility and ways in which our region is connected to the world: business ties, ethnic and family ties, food we eat, transportation systems, etc.

Theme 4: Global Responsibilities. Curriculum activities will promote understanding the concept of global citizenship. Specifically, students will demonstrate understanding of the ecological inter-dependence of the world; students will demonstrate understanding of how business and government interactions impact other nations, peoples, and cultures.

Theme 5: Global Careers. Students will be exposed to careers that require intercultural knowledge.

II. Infusing Business Content into High School Foreign Language Courses.

This initiative is a collaborative effort of the Memphis CIBER and the Department of Foreign Languages & Literatures designed to 1) familiarize students with practical, business-oriented language in their high school years as a means of acquainting them with international business as a career option so they come to college familiar with IB and with the capability to develop language competence; and 2) to orient teachers to the more practical aspects of foreign language study, and, in turn to make such study more interesting and relevant to students. Since all college-bound high school students are required to take two years of introductory foreign language, it is natural to introduce international business/cultural learning activities in these classes. Several learning activities will be developed, printed and distributed to school districts in the region and will also be made available on the Memphis CIBER web page. Proposed activities include:

- A. Video Speakers Bureau consisting of 10-15 minute recorded conversations with area business persons, Int'l MBA students, and/or other individuals who can attest to the need and benefit of foreign language acquisition and relate their own experiences about dealing with foreign cultures and business customs. These presentations could be digitized for computer use as well as available in standard VHS format.
- B. Small Grants to High School Language Teachers will be provided by the Memphis CIBER to allow for the purchase of curriculum materials related to business foreign language. These materials may be workbooks, simulations, or other instructional aids. In order to be eligible to apply for a grant, a teacher must have either participated in the annual Language & Culture for International Business Workshops or participated in an in-service workshop conducted for teachers interested in utilizing the supplemental business language curriculum and teacher resource guide described in Activity D below.
- C. Outreach to Guidance Counselors and Principals through presentations by the Memphis CIBER at an annual Principal's Academy (normally held in July) and separate annual in-service training sessions for guidance counselors for both Memphis City and Shelby County School held in early August. Topics will focus on the needs of government and business for individuals with foreign language skills and/or individuals with a global mindset
- D. Supplemental Business Language Curriculum and Teacher Resource Guide to be created by contracting university foreign language professors and high school foreign language teachers to develop an inventory of resources and materials available for business foreign language and supplemental curriculum to be used to infuse standard business themes in 2nd year high school French, Spanish, and German courses.

- E. Scholarships for High School Teachers to Attend Annual Language & Culture for International Business Workshops coordinated each year by the Memphis CIBER and the Department of Foreign Languages & Literatures, consisting of business language-specific seminars in German, Spanish, French, and Japanese.

CIBER: University of Michigan

In cooperation with the Center for Chinese Studies, the University of Michigan Center for International Business Education is co-sponsoring the development of curricular materials at the K-12 level. These materials will be designed to facilitate teaching on all aspects of contemporary Chinese society, including the Chinese economy, government, and business culture.

The project is in response to a major study that was recently completed by the Asia Society entitled *Asia in the schools: Preparing young Americans for today's interconnected world*. The following quote serves as a summary of its findings:

Regrettably, in our schools, most young Americans learn very little about Asia. But as the movement to raise standards for our students continues, we, as a nation, have an opportunity to enhance the education reform effort to embrace international understanding, and, from our perspective, Asia-related learning. We must ensure that schools help students acquire the knowledge and skills they must have to succeed in our interconnected world. Learning about Asia and the mutual impact of our relationship with that region must become a new education basic.

The final products will be entry-level, modular materials that are a combination of continually updated web-based resources and hard-copy publications. An individual faculty member, drawn from a national network of China scholars, will assume responsibility for each module. The modules will be designed as stand-alone resources that can be integrated into existing courses in the social sciences and the humanities, including social studies, history, language arts, literature, and art. They can also be used together as an integrated curriculum. CIBE will be responsible for funding modules with relevance to business, including modules on the Chinese economy and business environment.

This project started in the fall of 2001 with a day-long faculty retreat. About thirty modules in all have been proposed to date. The group also looked at some web sites that have already been developed at the K-12 level for China and assessed their strengths and weaknesses.

CIBE director Brad Farnsworth is a member of the China Center's executive committee and will be the primary contact for this project.

CIBER: University of North Carolina – Chapel Hill

One of the objectives for the UNC-Chapel Hill CIBER in the 2002 – 2006 cycle is to “Expand integrated cross-cultural and language learning.” Within this objective are two initiatives (5.01 and 5.04 in the UNC-CH CIBER proposal) designed to further the

integration of business, cultural and language education into K-12 education. The first initiative involves customizing *Working Spanish*[™] to educators in North Carolina and other states with growing numbers of Hispanic immigrants. The second initiative is a collaborative effort of five CIBERs to evince a comprehensive understanding of the range of issues (e.g., state curriculum constraints, geographical needs) that impact the expansion of K-12 activities by CIBERs. Both initiatives target educators of all grade levels and involve workshops, training, and curricular development, primarily in social studies and language.

Working Spanish[™], developed in the current CIBER cycles, is not simply another language course. *Working Spanish*[™] utilizes a unique combination of interactive web-based distance learning, periodic instructor-led workshop, weekly conversation hours and in-country immersion to create culturally sensitive Spanish speakers who can function comfortable and effectively in a Spanish-speaking environment. The program incorporates an understanding of the cultures where Spanish is spoken (with emphasis on Mexico and Latin America) to give participants a better idea how to relate to native Spanish speakers. *Working Spanish*[™] participants converse with native Spanish speakers, through weekly conversation hours, through weekly exercises called Experiencia, and, of course, through the activities and lectures arranged during the Mexican immersion.

Each *Working Spanish*[™] program consists of six thematic units, each with lessons related to communicating with Hispanics. A goal of *Working Spanish*[™] for Educators is to modify three of the units -- Units II (At Work), IV (Meetings), and V (Management Challenges) -- to make the vocabulary and situational dialogues relevant to the K-12 educational setting, to prepare teachers and administrators to communicate better to Spanish-speaking students and their families. The program is considered training for K-12 educators at all grade levels.

Five CIBER schools (University of Connecticut, Duke University, UNC-Chapel Hill, University of Pittsburgh, and San Diego State University) are planning a conference on K-12 Exploratory Global Awareness and Business Language Initiatives, tentatively scheduled for spring 2003, as a follow up to and expansion of activities in the past several years, including the March 2002 conference entitled Global Independence and Language, Culture and Business co-produced by Duke and UNC-Chapel Hill. The collaborating CIBERs will produce a position paper to inform policy initiatives at the federal and state levels and identify specific K-12 initiatives that might be undertaken by CIBERs. This initiative begins as a position paper and development workshop and will most likely lead to content development in K-12 disciplinary areas of social studies and language.

CIBER: University of Pennsylvania – Penn Lauder CIBER

Certificate in Teaching Languages for Business and Summer Institute

Penn Lauder CIBER has begun to implement a program that will ultimately lead to a Certificate in Teaching Language for Business from the University of Pennsylvania's Graduate School of Education (GSE). The goal of the program is to create a new and constant pool of second-

language educators with expertise in teaching for the purpose of business communication. Penn Lauder CIBER is collaborating with faculty at GSE and West Chester University to design and implement the curriculum for this Certificate Program.

The first tier in this program is a one-week summer institute designed for secondary and post-secondary language educators. The inaugural 30-hour institute took place at Penn during the week of June 23-27, 2003. The nineteen language educators from the Greater Philadelphia area and Florida represented all levels, from elementary through graduate school. The program included a 10-hour overview of basic business, 10 hours of discussion of current issues in language-teaching methodology, and 10 hours of curriculum design. The participants worked on group projects in which they designed curriculum modules, applying the concepts discussed in the classroom. After the institute the participants received a compilation of all the projects to enable them to adapt and use the modules in their own classroom situations. The educators from Pennsylvania were eligible to receive continuing-education credit under Act 48. This institute will be repeated in the summer of 2004.

The full Certificate Program, still in development, will add instruction in intercultural communication, socio-linguistics, and second-language acquisition as well as basic business functions. To earn the Certificate, in addition to attending the summer institute, participants will take approved courses at Penn's Graduate School of Education and the Wharton Management Program.

CIBER: University of Pittsburgh

International Business Mentors and Marketing Plan Competition

The International Business Center at the University of Pittsburgh (IBC is our name for the CIBER) participates in a joint project with the Pittsburgh Area Cultural Communications Alliance (a partnership of the Western Pennsylvania Modern Languages Association, Bayer, and Heinz Corporations). A University of Pittsburgh College of Business Administration (CBA) undergraduate student mentor is teamed up with a Bayer or Heinz employee mentor. These individuals are then matched with a regional high school. The two mentors visit the high school's foreign language classes and make presentations on language and cultural awareness for business. The high school students then form groups to compete in a marketing plan competition for an international market assessment of a product. In the competition, groups produce plans that are assessed by the language faculty and mentors in the high schools. The winning group from each high school then makes a presentation to company executives who determine an overall winner. The program now involves 20 regional high schools.

WorldQuest

In cooperation with the World Affairs Council of Pittsburgh, the IBC co-hosts Academic WorldQuest, an international knowledge competition for high school students. In this event, teams of students from nearly 30 regional high schools compete in knowledge-based game that includes questions focusing on international affairs, current events, geography, world history, the global economy, and more general knowledge about the world. Winners from the Pittsburgh regional competition go on to compete in the national competition in Washington D.C.

CIBER: University of South Carolina

Currently, the University of South Carolina's CIBER does not have any K-12 Programming and has not included any initiatives in the proposal for the next four years. Occasionally, Dr. Randy Folks, Director of the University of South Carolina's CIBER, has served as a resource to the local State Department of Education in an advisory capacity on international business initiatives for K-12.

CIBER: University of Southern California

Center for Active Learning in International Studies 2001-2002

The Center for Active Learning in International Studies (CALIS) at the University of Southern California, is a joint project of the East Asian Studies Center and the School of International Relations, and is one of 16 regional sites of the California International Studies Project (CISP). CALIS receives state funding through the California Subject Matter Projects (CSMP) and local funding from the Los Angeles Unified School District.

CALIS provides professional development training in international studies and world history to K-12 teachers from 24 elementary, middle and high schools in Los Angeles, including 22 schools that are designated as low performing and 20 schools that are located near USC.

During 2001-2002 CALIS is conducting three ten-day seminars for 50 high school teachers on the theme of Globalization and Labor, and is collaborating with UCLA to present one ten-day seminar for middle school teachers focused on Africa. In addition to its core program of professional development seminars, CALIS conducts a variety of outreach activities designed to enhance K-12 teacher and student knowledge of international studies. These include the Teaching International Relations Program (TIRP) and the High School Leadership Conference. This year TIRP is sending over 180 IR undergraduate students into 52 high school classrooms to make presentations to students on a broad range of international relations subjects. The 2002 High School Leadership Conference topic will be the Sudanese War and approximately 160 high school students and teachers will participate in the conference, to be held at USC on April 13.

Among its other activities, CALIS trains teachers to use innovative technology, including interactive Webboards, to conduct international studies lessons on-line. CALIS arranges for university faculty to participate in K-12 lesson units, whereby scholars engage pre-college students in on-line discussion about international studies and provide feedback on student assignments. CALIS also assigns a part-time research assistant to work with teacher-associates of the Center on special projects and case teaching methodology.

CIBER: University of Texas at Austin

Online Modules – Business German or German for Professional Purposes

CIBER helped develop the Business German Program at the University of Texas at Austin through curriculum development and faculty support over the past ten years. The German Department piloted the project of outreach to local area schools in order to establish an early interest in German as a language of study. CIBER continued its efforts to promote Business German and in cooperation with Prof. David Wright has supported the development of a project to include business German modules in the outreach effort to high school teachers. For that purpose, CIBER provides support for the graduate research assistants working with Prof. David Wright to develop the online modules.

CIBER: University of Washington

The University of Washington CIBER currently has two K-12 initiatives:

Global Business Challenge - Community Service Project

As part of the annual undergraduate international case competition, the University of Washington has developed a partnership with a local middle school. This middle school is the only middle school with an “international” designation by the Seattle School District. The 16 student teams from business schools around the world who are competing in the case competition are placed in middle school classrooms to present and discuss a mini-business case. Previous topics included the international marketing of gross toys and sweatshop labor. Teachers are provided curriculum materials to prepare their classes in advance and for follow-up after the event. These materials are made available to middle school teachers throughout the state through the World Affairs Council Global Classroom Program and the outreach activities of the UW National Resource Centers.

Global Issues Exploration

This program provides an in-depth and multi-disciplinary exploration of global issues effecting international business. The program is organized as a two-year cycle of activities including university and K-12 course curriculum development and training of university students to deliver the curriculum to the K-12 community. The high school outreach is to be done in partnership with the World Affairs Council Global Classroom Program, which also helps distribute curriculum materials. Additionally, the curriculum materials are distributed at teacher training workshops (such as those of the UW National Resource Centers) and through the Global Classroom Program network. In this academic year, we are completing a two-year exploration of the globalization of apparel manufacturing and the sweatshops problem.

Summer Seminar for K-12 Educators

In collaboration with the University of Washington's eight federally-funded Title VI National Resource Centers, CIBER sponsored a 3-day seminar focused on "Conflicts & Challenges of the 21st Century" for educators grades 6-12. Seminar presenters included scholars and master teachers addressing current global political and economic challenges. Topics ranged from

"Security Inside and Out: Domestic Politics and the International Relations of India and Pakistan" to "The Intersection of International Debt and Non-Proliferation Efforts in Russia" and "The Bush Administration and the North Korean Nuclear Issue." More than 50 educators participated.

CIBER: University of Wisconsin

Wisconsin CIBER K-12 Initiatives

In order to help integrate issues of international trade and economics into Wisconsin's primary and secondary educational system, the University of Wisconsin CIBER has been working in cooperation with *Economics Wisconsin* – a private, non-profit organization that promotes economics education among K-12 teachers. The goals of the council include: preparing Wisconsin's next generation to make Wisconsin's businesses more competitive in today's global market by understanding how our economy works; making informed choices as employees, managers, consumers and citizens; becoming knowledgeable and productive members of the workforce; and maintaining the institutions of democracy and a market economy.

CIBER support has enabled the development and delivery of multiple K-12 teacher workshops each year, all geared toward international economics and trade. A sampling of previous workshop topics includes:

- *Planned Versus Market Economies*
- *Should a Developing Country Have Free Trade?*
- *Teaching About Trade*
- *Foreign Exchange Rates and How They are Set*
- *The Benefits and Mechanics of International Trade*

The workshops focus on curriculum development issues for the K-12 classroom - including elementary, middle and high school educators. More recently, the Wisconsin CIBER and *Economics Wisconsin* have enhanced the existing partnership. Over the next two years, in addition to offering the globally focused teacher training workshops throughout the state, CIBER will also sponsor the *Economics Challenge*, which gives Wisconsin high school students the opportunity to compete directly in answering questions on micro, macro, and international economics, as well as on current events and economic policy. In addition to answering written questions individually and in groups, all teams participate in a face-to-face oral competition. Successful students then advance to a regional and national competition.

The Wisconsin CIBER has also agreed to support twenty K-12 teacher scholarships in order to help offset expenses for teachers to enroll in globally focused on-line graduate course (e.g. The Global Economy and Transitions to Market Economies). And lastly, CIBER will be a conference sponsor for the 2nd annual K-12 International Education Conference to be held on the UW-Madison campus March 12-13, 2004. We are working with *Economics Wisconsin* faculty on developing a half-day pre-conference workshop geared toward global economics and trade, a topic which the inaugural conference lacked. The objectives of this conference are many and include but are not limited to the following: to expand awareness of the global dimensions of

teaching and learning; to promote “best practices” for the integration of international education into K-12 programs; to disseminate knowledge of University of Wisconsin resources in global studies and to identify district and state policy changes necessary to promote international education in Wisconsin.

Through these programs approximately 8,000 Wisconsin students annually have been learning or will learn the importance of international trade.

CENTERS FOR INTERNATIONAL BUSINESS EDUCATION AND RESEARCH

Brigham Young University

Center for International Business Education and Research
610 TNRB
P.O. Box 23143
Provo, UT 84602-3143
(801) 422-6495
<http://www.marriottschool.byu.edu/ciber>

Duke University

Center for International Business Education and Research
The Fuqua School of Business
Duke University
Box 90120
Durham, NC 27708-0120
(919) 660-7832
<http://faculty.fuqua.duke.edu/ciber/index.html>

Georgia Institute of Technology

Center for International Business Education and Research
Dupree College of Management
Georgia Institute of Technology
800 W. Peachtree Street, NW
Atlanta, GA 30332-0520
(404) 894-1463
<http://www.ciber.gatech.edu>

Michigan State University

Center for International Business Education and Research
The Eli Graduate School of Management
Michigan State University
International Business Center
7 Eppley Center
East Lansing, MI 48824-1121
(517) 353-4336
<http://ciber.msu.edu/>

Purdue University

Center for International Business Education and Research
Krannert School of Management
403 West State Street
West Lafayette, IN 47907-2056
(765) 496-6779
<http://www.mgmt.purdue.edu/centers/ciber>

Columbia University

Center for International Business Education
Columbia University
Columbia Business School
212 Uris Hall
3022 Broadway
New York, NY 10027
(212) 854-4750
<http://sipa.columbia.edu/cibe.html>

Florida International University

Center for International Business Education and Research
Florida International University
College of Business Administration, RB 338 B
University Park
Miami, FL 33199-0001
(305) 348-1740
<http://www.fiu.edu/~ciber>

Indiana University

Center for International Business Education and Research
Kelley School of Business, Room 428
Indiana University
1309 East 10th Street
Bloomington, IN 47405-1701
(812) 855-1716
<http://www.kelley.iu.edu/CIBER/>

The Ohio State University

OSU Center for International Business Education and Research
Fisher College of Business
2100 Neil Avenue, Room 356
Columbus, OH 43210-1144
(614) 292-2666
<http://fisher.osu.edu/international>

San Diego State University

Center for International Business Education and Research
San Diego State University
5500 Campanile Drive – BAM 428
San Diego, CA 92182-7732
(619) 594-8599
<http://www.sdsu.edu/ciber>

Temple University

Temple Univ. Center for Education & Int'l Business
Fox School of Business and Management
349 Speakman Hall,
1810 North 13th St.
Philadelphia, PA 19122-6083
(215) 204-8191
www.fox.temple.edu/ciber

Thunderbird**The American Graduate School of International Management**

Thunderbird Center for Int'l Business Educ. and Research
15249 North 59th Avenue
Glendale, AZ 85306-6000
(602) 978-7716
http://www.t-bird.edu/xp/thunderbird/about_us/lib_research/ciber/

University of Colorado at Denver

The Institute for International Business
Center for International Business Education and Research
University of Colorado at Denver
Campus Box 195
P.O. Box 173364
Denver, CO 80217-3364
(303) 556-4738
http://www.cudenver.edu/public/inst_intl_bus/main.html

University of Florida

Center for International Business Education and Research
Warrington College of Business Administration
University of Florida
P.O. Box 117140
Gainesville, FL 32611-7140
(352) 392-0157
<http://bear.cba.ufl.edu/centers/ciber/>

University of Illinois

CIBER
College of Business
University of Illinois
430 Wohlers Hall
1206 South Sixth Street
Champaign, IL 61820
(217) 333-8335
<http://www.ciber.uiuc.edu>

Texas A&M University

Center for International Business Studies
Mays Business School
Texas A&M University
4116 TAMU
College Station, TX 77843-4116
(979) 845-7082
<http://cibs.tamu.edu>

University of California, Los Angeles

Center for International Business Education and Research
University of California, Los Angeles
The Anderson School at UCLA
110 Westwood Plaza, Gold Hall Suite B307, Box 951481
Los Angeles, CA 90095-1481
(310) 206-5317
<http://www.anderson.ucla.edu/research/ciber>

University of Connecticut

Center for International Business Education and Research
University of Connecticut
School of Business
2100 Hillside Road, Unit 1041
Storrs, CT 06269-1041
(860) 486-4134
<http://www.business.uconn.edu/internationalprograms>

University of Hawaii at Manoa

Center for International Business Education and Research
College of Business Administration
University of Hawaii at Manoa
2404 Maile Way, A-303
Honolulu, HI 96822-2223
(808) 956-8041
<http://www.cba.hawaii.edu/ciber/home.htm>

University of Kansas

Center for International Business Education and Research
University of Kansas
Summerfield Hall
1300 Sunnyside Ave, Room 207
Lawrence, KS 66045-7585
(785) 864-7879
<http://www.business.ku.edu/KUCIBER>

University of Memphis

Wang Center for International Business
Education and Research
Fogelman College of Business and Economics
220 Fogelman Executive Center
330 Deloach Street
Memphis, TN 38152-3130
(901) 678-2038
www.people.memphis.edu/~wangctr/

University of North Carolina at Chapel Hill

Center for International Business Education and Research
University of North Carolina at Chapel Hill
Kenan-Flagler Business School
Kenan Center, CB #3440
Chapel Hill, NC 27599
(919) 962-7843
www.kenanflagler.unc.edu/ip/ciber/

University of Pittsburgh

Center for International Business Education and Research
International Business Center
Joseph M. Katz Graduate School of Business
University of Pittsburgh
1R19 Posvar Hall
Pittsburgh, PA 15260
(412) 648-1509
<http://ibc.katz.pitt.edu/>

University of Southern California

Center for International Business Education and Research
University of Southern California
700 Childs Way, Suite 212
Los Angeles, CA 90089-0911
(213) 740-2852
<http://www.marshall.usc.edu/cibear/>

University of Washington

Center for International Business Education and Research
The Global Business Center
University of Washington Business School
Box 353200
Seattle, WA 98195-3200
(206) 685-3432
<http://depts.washington.edu/ciberweb/>

Susanna C. Easton
Program Specialist – IEGPS
U.S. Department of Education
Washington, DC 20006-8521
(202) 502-7628

Susanna.Easton@ed.gov
<http://www.ed.gov/offices/OPE/HEP/iegps/>

University of Michigan

Center for International Business Education
University of Michigan Business School
701 Tappan Street
Ann Arbor, MI 48109-1234
(734) 936-3917
<http://www.umich.edu/~cibe>

University of Pennsylvania

Penn Lauder CIBER
The Wharton School
The Joseph H. Lauder Institute of Management and
International Studies
Lauder-Fischer Hall, 2nd Floor
256 South 37th Street
Philadelphia, PA 19104-6330
(215) 898-4642
<http://lauder.wharton.upenn.edu/ciber>

University of South Carolina

Center for International Business Education and Research
Moore School of Business
1705 College Street
University of South Carolina
Columbia, SC 29208
(803) 777-3600
<http://research.moore.sc.edu/CIBER>

The University of Texas at Austin

Center for International Business Education and Research
McCombs School of Business
The University of Texas at Austin
21st and Speedway Streets, Room 2.104
1 University Station B6000
Austin, TX 78712-1026
(512) 471-1829
<http://www.mcombs.utexas.edu/ciber>

University of Wisconsin

Center for International Business Education and Research
School of Business
975 University Avenue, Suite 2266
Madison, WI 53706-1323
(608) 263-7682
<http://www.bus.wisc.edu/ciber>

CIBERWeb
<http://ciber.centers.purdue.edu/>

Information on K-12 and other CIBER activities is available online and updated periodically through the national CIBER website: *CIBERWeb* at **<http://ciber.centers.purdue.edu/>.**

The Purdue University Center for International Business Education and Research (CIBER) maintains *CIBERWeb*. *CIBERWeb* incorporates information from the 30 CIBERs in the United States on a variety of topics such as

Research

- Working Papers
- Data

Faculty Development in Business (FDIB)

- Domestic
- Abroad

Faculty Development in Language

- Domestic
- Abroad

Conferences

- Academic
- Business

CIBER Initiatives regarding

- APEC
- European Union
- WTO
- NAFTA

Business Outreach

- Conferences
- Publications
- Assistance

Curriculum Development

- Degree Programs
- International Business
- Foreign Language

Individual CIBER school websites may be found on *CIBERWeb* by clicking on "The CIBER Network" and can be contacted for additional information about their programs. Please direct questions regarding *CIBERWeb* to Purdue University CIBER, MGMT 519, KRAN, 403 West State Street, West Lafayette, IN 47907-2056; Phone: (765) 496-6779; Fax: (765) 494-9658; Email: CIBERMail@mgmt.purdue.edu.

Appendix*
 CIBER K-12 Outreach Activities Summary Matrix
 Fall 2003

	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
Workshops, Conferences	<ul style="list-style-type: none"> • FIU: Workshop for HS Spanish teachers wanting to teach Spanish for Business [p4] • GT: Assorted Business Language workshops for HS teachers [p5] • MSU: On-site business language workshops to implement BL packets. [p9] • MSU: MS & HS teacher workshop to develop best business language teaching practices based on input from business community [p9] • U of Illinois: Co-sponsor with French Dept “French Mean Business Forum” for teachers and students to encourage study of French for business [p19] 	<ul style="list-style-type: none"> • GT: Globalization WS for school administrators and teacher of FL and International Studies [p7] • SDSU: HS teacher workshops on curric and skill development in bus language, cross-cultural negotiation, other. [p12] • BYU: Workshop for K-12 teachers on learning to instruct about Western Europe. [p2] • Temple: Annual K-12 teacher workshops on international curriculum, content and pedagogy [p14] • U of Illinois: Emerging Global Technologies Leadership Symposium, an interdisciplinary workshop to 	<ul style="list-style-type: none"> • IU: International Agribusiness Summer Institute- HS Ag & Agbus teachers [p7] • IU: International Studies Summer Institute- 2 wk, international business issues [p8] • U of Illinois: Is Capitalism Good for the Poor International Economics Workshop, a workshop for Illinois middle and secondary school teachers to examine the effects of capitalism on world poverty. [p19] 	<ul style="list-style-type: none"> • U of Kansas: Senior Business Day, meet with future Business majors about international business study and the value of early foreign language study. [p21] • U of Hawaii: Global Vision Summit for high school students in Hawaii to learn more about international trade. [p18] 	<ul style="list-style-type: none"> • U of Kansas: International Careers Fair, targets area HS students to learn about international careers. [p21] 	

*This appendix is provided to help the reader grasp the variety of programs offered by attempting to categorize them according to content (columns) and format (rows). Corresponding page numbers are provided to facilitate finding of the program descriptions. Effort has been made to categorize the programs based on major characteristics with the recognition that they may be interpreted to fall into multiple categories.

	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
	<ul style="list-style-type: none"> OSU: “Lessons from the MBA Classroom: Business Concepts and Pedagogy for FL Professionals [p14] Temple U: Language and Linguistic Speaker Series for K-12 teachers, as well as Temple Faculty. [p14] 	<p>encourage teachers to adopt an international perspective in the classroom. [p19]</p> <ul style="list-style-type: none"> U of Illinois: Interculturality in a Globalizing World Joint Area Centers Symposium, interdisciplinary symposium for K-12 teachers and others about dynamics of cultural interaction in multiethnic and multiracial societies. [p19] U of Illinois: World Economies, International Trade and Globalization International Summer Institute, 5-day interdisciplinary summer program for HS teachers about world economies, international trade, and globalization. [p20] 	<ul style="list-style-type: none"> U of Kansas: Your Passport to International Business, a program series for K-12 teachers on global markets and business strategies [p20] 			
Curriculum development and teaching aids		<ul style="list-style-type: none"> BYU: Culture Guides for K-12 teachers, developed by students of International Outreach Class [p2] IU: Clearing house of international 	<ul style="list-style-type: none"> Duke: Global awareness and Business Language Initiative: HS lesson plan development to introduce IB concepts into HS courses (French, 			<ul style="list-style-type: none"> U of Florida: in partnership with Center for Latin American Studies maintains Curriculum Resource Library for teachers [p18]

	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
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	<ul style="list-style-type: none"> • UNC-CH: “Working Spanish” for K-12 Teachers & administrators, training program to facilitate working with Hispanic children and parents. [p25] • MSU: Business Language Packets for High School foreign language [p8] • U of Illinois: Arabic Alphabet CD ROM for computer-assisted learning of Arabic alphabet. [p20] • U of Penn: Certificate in Teaching Languages for Business and Summer Institute, a certificate program for second-language educators in teaching business communication. [p25] • U of Memphis: Small grants to HS teachers for purchase of FL teaching aids and curriculum materials. [p23] 	<ul style="list-style-type: none"> teaching support materials [p8] • U of Hawaii: “Living in a Global World” television series available at U of Hawaii library for anyone interested in debates on globalization. [p.18] 	<ul style="list-style-type: none"> civics, marketing, world history [p3] 			
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	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
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Research	<ul style="list-style-type: none"> • FIU: Survey of 120 US school districts to determine who is teaching business Spanish [p4] 	<ul style="list-style-type: none"> • U of Kansas: Opinion survey on importance of internationalizing the curriculum in Kansas schools. [p22] 				
Publications	<ul style="list-style-type: none"> • FIU: International Journal for Teaching Languages for Special Purposes in the Secondary Schools (Web-based) [p4] 	<ul style="list-style-type: none"> • IU: Indiana in the World (with Purdue) curriculum guideline (also web-based) [p8] • U. of Conn: Global Business Program Curriculum resource guide for HS teachers [p17] 			<ul style="list-style-type: none"> • U of Kansas: Brochure “Make the Global Business Connection” distributed to HS guidance offices. [p21] 	
K-12 school program support (diplomas, simulations, competitions)	<ul style="list-style-type: none"> • GT: Webpage design/FL competition for HS students [p6] • SDSU: Serve as language evaluators and mentors at local FL immersion (MAGNET) school. [p11] 	<ul style="list-style-type: none"> • BYU: Model United Nations Competition for 7th – 12th graders [p2] 	<ul style="list-style-type: none"> • GT: IB Diploma Program [p5] • GT: International Student-run Enterprise [p6] 	<ul style="list-style-type: none"> • SDSU: Visit HS to talk about need for early prep for SDSU IB prog. [p11] 		
Partnerships	<ul style="list-style-type: none"> • Thunderbird: Partnership with Arizona Language Association to support professional development workshops and annual conference [p15] 	<ul style="list-style-type: none"> • U of Colorado at Denver: Partner with university’s Model UN Program. [p16] • U of Colorado at Denver: Partners with state Japan HS Mentor program to host capstone event. [p16] 	<ul style="list-style-type: none"> • GT: Model HS IB Program w/local MAGNET HS. [p6] • GT: Georgia Council on Economic Education (teacher workshops) [p7] • Purdue: Indiana Council on Economic 		<ul style="list-style-type: none"> • MSU: Internationalizing Career Pathways initiative with State of Michigan to stress value of knowledge of foreign language and cultures in career guidance. [p9] 	<ul style="list-style-type: none"> • U of Florida: Partner with UF Center for Latin American Studies on K-12 teacher workshops. [p17] • U of Kansas: Partner with area studies centers on campus in their K-12 outreach programs

	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
	<ul style="list-style-type: none"> U of Memphis: Partnership with Dept. of Foreign Languages & Literatures, Infusing Business Content into HS FL Courses to acquaint students with international business options in higher education studies [p22] U of Pitt: Partner with West PA Modern Languages Association and Bayer Corporation in which UG student mentors team with Bayer employee mentors to visit HS FL classes on value of language and culture for business. Also offer competition for international market assessment of Bayer product. [p26] 	<ul style="list-style-type: none"> U of Southern California: CALIS (partnership between East Asian Studies Center and School of International Relations), provides seminar for HS teachers on Globalization and Labor. TIRP (Teaching International Relations Program) and HS Leadership Conference sends UG students to HS classroom to present on international relations subjects. [p27] OSU: Partnership with OSU Office of International Affairs and Ohio Dominican University on 4 day Global Institute summer WS for K-12 teachers [p13] 	<p>Education, supports K-12 teacher workshops on teaching international economics issues. [p10]</p> <ul style="list-style-type: none"> U of Wisconsin: Partnership with Wise Economics Education Council. Supports globally focused workshops for K-12 teachers on teaching international economics issues. Professional-Development Grant Competition for K-12 Economics Teachers, in partnership with Wise Econ Ed Council. [p29] UCLA: Partnership with Price Center for Entrepreneurship to include international business session in one-month program for minority HS seniors [p16] 		<ul style="list-style-type: none"> U of Kansas: Monthly Breakfast Speaker Series cosponsored with Kansas International / Lawrence COC to encourage attendance of local HS students and teachers to learn about international business careers. [p21] 	<p>(workshops, conferences, etc.). [p21]</p> <ul style="list-style-type: none"> U of Michigan: Partner with Center for Chinese Studies to develop curriculum materials to teach aspects of Chinese society [p22]
Partnerships (Cont)		<ul style="list-style-type: none"> UCLA: Partnership with Principal Leadership Institute (PLI) to encourage support among 				<ul style="list-style-type: none"> U of Washington: In partnership with World Affairs Council Global Classroom Program

	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
		<p>future elementary and secondary principals for international dimensions of K-12 learning [p16]</p> <ul style="list-style-type: none"> U of Florida: Partnership with College of Journalism and Communications to instruct HS journalism students in pursuing international business topics [p18] U of Memphis: Globally Oriented Schools Initiate (GOSI) CIBER partnership with faculty from Coll of Education, & Dept of FLL, to develop pilot programs for college-bound HS and elementary students: “Global Connections” curriculum guide for grades 3-5. [p22] 				<p>Global Business Challenge: UG Students present & discuss a mini business case with local middle school class as part of larger international case competition. “Global Issues Exploration”: University Students present to HS class on global issues affecting international business. Gear Up Summer Institute: Week summer program for middle school students about globalization of apparel manufacturing. [p28]</p>
Web- / Computer - based resources	<ul style="list-style-type: none"> MSU: Internet sourcebooks for HS teachers [p8] U Texas at Austin: Collaboration with Business German Program to develop 		<ul style="list-style-type: none"> TAMU: Scholastic Assistance in Global Education (SAGE) website. Curriculum development for econ, social studies, global cultures. 			

	Foreign Language	Global Awareness and General International Content	Business Skills	Higher Ed Prep	Career Guidance	Area Studies
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	<p>on-line business German modules for HS teachers. [p28]</p> <ul style="list-style-type: none"> • U of Florida: Web and CD based materials for business language teachers [p18] • U of Memphis: Video Speakers Bureau, recorded conversations with area business persons and others attesting to the value of value of FL acquisition. [p23] • Temple: Virtual Language Center for K-12 teachers [p14] 		<p>[p28]</p> <ul style="list-style-type: none"> • U of Kansas: Develop on-line tutorials about international e-commerce. Partnered with local HS. [p21] 			
Overseas Program	<ul style="list-style-type: none"> • SDSU: 5 week seminar in Chile for Spanish teachers [p12] 					

Abbreviations

- BYU: Brigham Young
- FIU: Florida International
- GT: Georgia Tech
- MSU: Michigan State
- OSU: Ohio State
- SDSU: San Diego State
- IU: Indiana University
- TAMU: Texas A&M