

Career Sheet

GLOBAL BUSINESS STUDIES

Chairperson: Lawrence H. Rubly 847-295-0608 Rm. 2817 DP
Email: lrubly@oakton.edu

Outlook and Trends

Between 2000 & 2007 total global trade for Illinois grew 66%. Exports climbed to \$32.2 Bn from 21.7 Bn. Imports surged to \$88.5 Bn from \$51.1. This huge growth translates into job opportunities for people with training in global business practices. Multinational companies in the Chicago area are hiring international marketing specialists to run their overseas sales offices. Positions in international purchasing and with foreign companies developing markets in U.S. are also growing. Three trade agreements – NAFTA, WTO and the recent CAFTA – will reduce barriers to global trade. There should be plenty of opportunities for imaginative consultants with thorough knowledge of other countries, their languages, cultures, products and consumer preferences. Jobs at all levels require education and credentials in operational and management skills in global business practices.

NATURE OF THE WORK

Global businesses from small family-owned companies to huge multinational corporations (MNCs) manufacture, market, sell, distribute and finance products for use all over the world. Importers/exporters (wholesalers) purchase and arrange for the transportation of foreign goods to sell to local customers. They sell Illinois products to foreign buyers and buy foreign products for Illinois companies. MNCs manufacture, source and sell products on every continent. Employees of these companies may travel a great deal. They may be required to speak and understand the language of the country in which they are conducting business. Cultural understanding is critical to success.

SALARY RANGE

Richard Paullin, an GBSP faculty member at Oakton, reports that foreign trade clerks earn between \$20,000-\$28,000/yr. to start; while importers/exporters range from about \$30,000-\$85,000/yr. The Bureau of Labor Statistics reports that the middle 50% of Purchasing Managers, Buyers and Purchasing Agents earn between \$61,000 and \$106,000/year. Top executives in global companies can earn well into 6-figure incomes annually.

It is suggested that individuals do their own surveys of the employers in the local area in which they are interested for more localized, up-to-date information on salaries in this field.

GRADUATES OF THIS PROGRAM WILL BE ABLE TO:

1. Pursue a career in global trade, investment and business development/operations.
2. Enhance the knowledge they already have in this field to improve their skills and knowledge for better job performance or promotability.
3. Earn a Certificate in Global Business Studies, which can give job seekers a competitive edge or transfer to a Bachelor's Degree program
4. Improve chances of success to moving into a new career direction.

SKILLS USED:

- Negotiating, selling
- Coordinating work with others
- Supervising, directing
- Advising
- Gathering information
- Planning, making decisions
- Calculating, computing
- Analyzing numerical data

- Working with computers
- Internet access

EDUCATION AND TRAINING:

No special licensing or certification is required to work as a foreign trade clerk or an importer/exporter. However, knowledge of U.S. Customs practices, documentation, trade financing, transportation, and an industry or product specialty is essential. Freight forwarders and import brokers need further training and licensing. The Certificate in Global Business Studies gives job seekers in these positions a credential that documents mastery of the skills required and improves chances for employment

Professional and managerial jobs in global companies generally require education beyond the associates degree. The Global Business Studies Certificate's transfer track will apply toward Bachelor's Degree credit with several 4-year schools that have partnered with Oakton.

Please be aware that often the academic curriculum for an associates degree or certificate is very different from the bachelor's degree. See your counselor for details.

POSSIBLE OCCUPATIONAL TITLES:

Importer/Exporter
 Foreign Trade Documentation Specialist
 Customs Broker
 Global Sales Representative/Agent
 Global Product Manager/Executive
 Global Market Manger/Executive
 Global Operations Manager/Executive
 Global Finance Manager/Executive
 Global Purchasing Manager/Agent

ASSOCIATIONS:

American Association of Exporters and Importers
 Office and Professional Employees International Union

CERTIFICATES AVAILABLE:

Global Business Studies Certificate: 15 cr.

FOR FURTHER INFORMATION SEE:

Additional career information on this industry and others is available in the Career Services and Student Services Centers, Room 1125 or 1130 in Des Plaines, or A105 at the Ray Hartstein Campus.

Printed material, videos, and databases (**DISCOVER**, **HORIZONS**, and **SIGI+**) can be utilized on a walk-in basis. Career Counselors are also available by appointment to help you research occupations. These Centers are open 8:30am-8:00pm Monday-Thursday and Fridays 8:30am-5:00pm

This information was collected from the Occupational Outlook Handbook, DISCOVER, SIGI+ and HORIZONS databases, as well as other career sources.

Compiled by Student Services and Career Services
 Oakton Community College
 1600 E. Golf Road
 Des Plaines, IL 60016-1268 (847) 635-1741
 and
 7701 North Lincoln Avenue (847) 635-1417
 Skokie, IL 60077