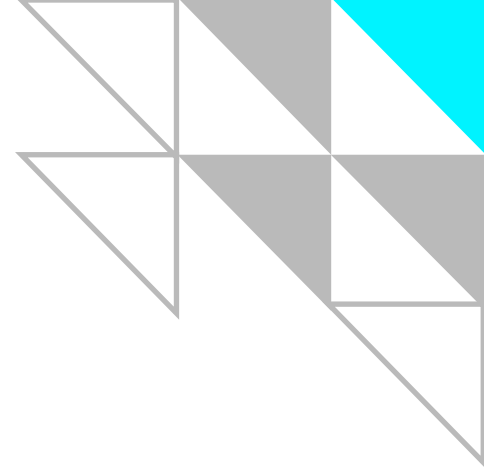




International
team internship
program



Samara State University of Economics

(Samara, Russia)

Report April - June, 2018

2018 Program coordinators:

Maria Frolova, Program director
Maria Suraeva, SSEU
Rajen Chatterjee, AU

International team internship program Summer 2018

During April 2nd – June 21st, 2018 International team internship program (ITIP) was organized for Alliance University (Bangalore, India) and Samara State University of Economics (Samara, Russia) students in Samara. The idea is to provide both Russian and foreign students with the skills necessary for the efficient functioning in cross-functional international teams and operate according to world standards, the skills that are of key importance to be successful in modern global corporations.

The teams were working for Samara region companies that develop new projects or plan to enter international markets in the following spheres: sea plane production, endoprosthesis of small joints production and sales, developing the sales strategy for on-line games, promotion the service for tourist companies at the international market, developing a logistic model and logistic department for delivering goods to the USA and Europe. The students chose the projects and joined the teams due to their present and future professional interests, gained the experience of solving real practical tasks in management, marketing, finance, operations spheres.

The customers of the program were **Samara cluster of sea plane companies, Samara State Medical University, mobile application Fantasyon, Agg Lab Ltd, Osnovnoi product Ltd**. It was a great opportunity to have a new vision, exchange experience, make business contacts. The key advantage of the program was that student teams in all the projects were communicating and reporting to the owners and top managers of the companies. The program provided unique international business experience.

The students were lucky to visit Russia in the period of FIFA World Cup 2018, Samara was hosting a number of matches. The partner of the program was **Samara city administration, Department of culture and youth policy** and all foreign students took part in Samara territory marketing project. The potential of Samara city was analyzed as the destination attractive for foreign tourists, a number of seasonal and long-term business solutions were developed for the city, several solutions were particularly for the situation of FIFA World Cup 2018 in Russia. During their work the students had meetings with Viktor Kudryashov, Deputy Head of Samara region government, Tatiana Shestopalova, Head of Department of culture and youth policy of Samara city, Mikhail Maltsev, Head of Tourism department of Samara region.

The students got acquainted with big sport event business, the tasks and opportunities the place hosting the event faces.



ITIP extra content 2018

Along with the core ITIP program – company team internship, in the year 2018 we added the extra content providing the students with a number of soft-skills, help them sharpen their career strategy.

Career help. Every person has his unique set of talents. With Dr. Maria Frolova the students discovered their competitive advantages, set the goals for internship and made short-term and long-term career plans, analyzed resources available.

Scheme sessions. Anna Kaparova was teaching a visualization technique used for better and clearer understanding or explaining the current situation of the company, team or individual; consider all stakeholders; see the scope of the project and possible solutions. The students learnt to use schemes as a managers' tool to organize communication in multicultural and cross-functional teams during discussion, project work and presentation.

Business communication game “When in Rome”. This multi-purpose cross-cultural business communication game was specifically designed by Dr. Natalia Kulikova for ITIP-2018. “When in Rome” is an information and communication- intensive, fast-paced game with a single “win-lose” outcome and a session of assessment at the end. The game is aimed at developing and practicing the following skills: fast and accurate information analysis, strategy developing and planning, assigning tasks and roles, cooperation within a team and competition between teams, public speaking, handling debates, cross-cultural awareness.

Explore your body. The body language. With Daria Shestopalova the students had a class to uncover the potential of their force. The focus was on finding the balance between mind and body, partner and team work. If we want to live long and full of experience life, achieve the goals and have mental and body health, we should learn to find extra resource in our body and understand what our body tells us. It is the essential part of emotional intelligence.





Company visits and master classes 2018

Company visits:

Venkatram Mamillapalle — Vice-president, Purchasing, AVTOVAZ,
general director of AVTOVAZ — Renault-Nissan Purchasing Organization (ARNPO)
www.lada.ru/en/

Julia Vidyakina — Site HR Manager, National HR Manager Russia, VALEO
www.valeo.com/en/

Invited experts for master-classes:

“Project management, team development”

Boris Frolov — IT Director, Invest holding, Russkaya kozha group of companies
leather.ru/en/

“Legal methods in organizing the activity of international companies in RF”

Inna Sevastyanova - CEO, LEXCAPITAL law company,
lexcapital.ru/en/

