



## Workshop 4

### Professionalizing Study Abroad Experiences: Developing Research and Professional Internships in the US and France

**Panelist:** Joannah Bell, Deputy Managing Director

**Organization:** French-American Chamber of Commerce – New York

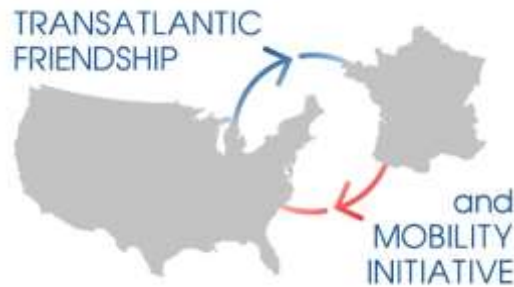


## The French-American Chamber of Commerce



- Structure:
  - Non-profit membership association
  - National network of **21 Chapters**
- Membership
  - 4,000 members nationwide
  - 925 members in NY
- Services:
  - Professional networking and events
  - Trade services
  - **International Career Development Programs**





## Bilateral Career Services

- **France → United States: J-1 Visa Services**
  - FACC designated by DOS to sponsor students and recent graduates
  - Paid practical training in the United States
  - 3 weeks – 18 months
- **United States → France: American Trainees in France**
  - Agreement with OFII
  - Simplified short-term work contract (CDD)
  - 3 months – 18 months



# France → United States



## Assessing U.S. Company Engagement

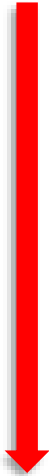
- **France is the top sending country of J-1 Interns and Trainees to the United States**

COUNTRY OF CITIZENSHIP	TRAINEE	INTERN	TOTAL
FRANCE	889	3,134	4,023
GERMANY	462	3,451	3,913
SOUTH KOREA	326	1,670	1,996
UNITED KINGDOM	644	921	1,565
CANADA	110	1,376	1,486
IRELAND	204	1,024	1,228
INDIA	824	345	1,169
PHILIPPINES	191	964	1,115
CHINA	492	642	1,134
JAPAN	871	207	1,078
MEXICO	222	470	692
BRAZIL	241	426	667
SPAIN	263	345	608
NETHERLANDS	74	509	583
ITALY	294	272	566
UKRAINE	205	237	442
THAILAND	158	264	422
SOUTH AFRICA	194	212	406
AUSTRIA	71	263	334



## Understanding U.S. Company Interest

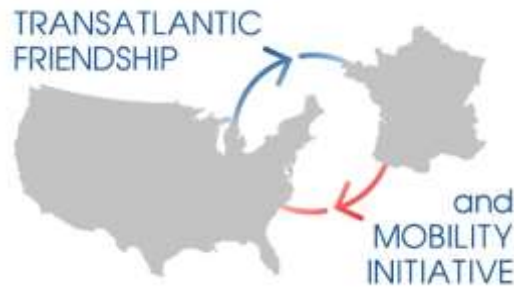
	Types of Companies	Interest
1	French companies with presence in U.S.	High
2	U.S. companies with French manager “champions”	Moderate
3	U.S. companies with no French connection	Low





## Challenges with U.S. Companies

- Lack of understanding of value proposition
- No knowledge of French education internship model
- No experience implementing global recruitment programs



## Proposed Action Items

- Produce company guide
  - Define value proposition
  - Explain French education internship model
  - List universities and study tracks by industry
  - Provide instructions on how to implement a recruitment program
- Reach key stakeholders
  - Target FACC membership base in the U.S.
  - Include in “Guide for Internships”
  - Market to industries with talent shortages (tech, manufacturing, etc...)





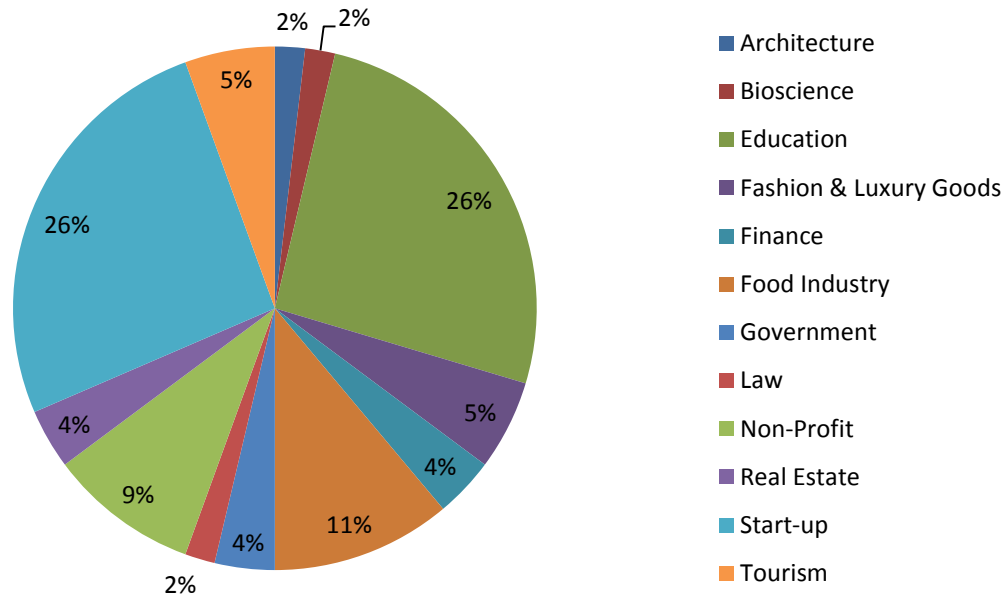
**United States → France**



## Assessing French Company Engagement

- Limited engagement: 40 – 50 Americans per year

### Participation by Industry



March 7-8, 2016 - Paris



## Understanding U.S. Company Interest

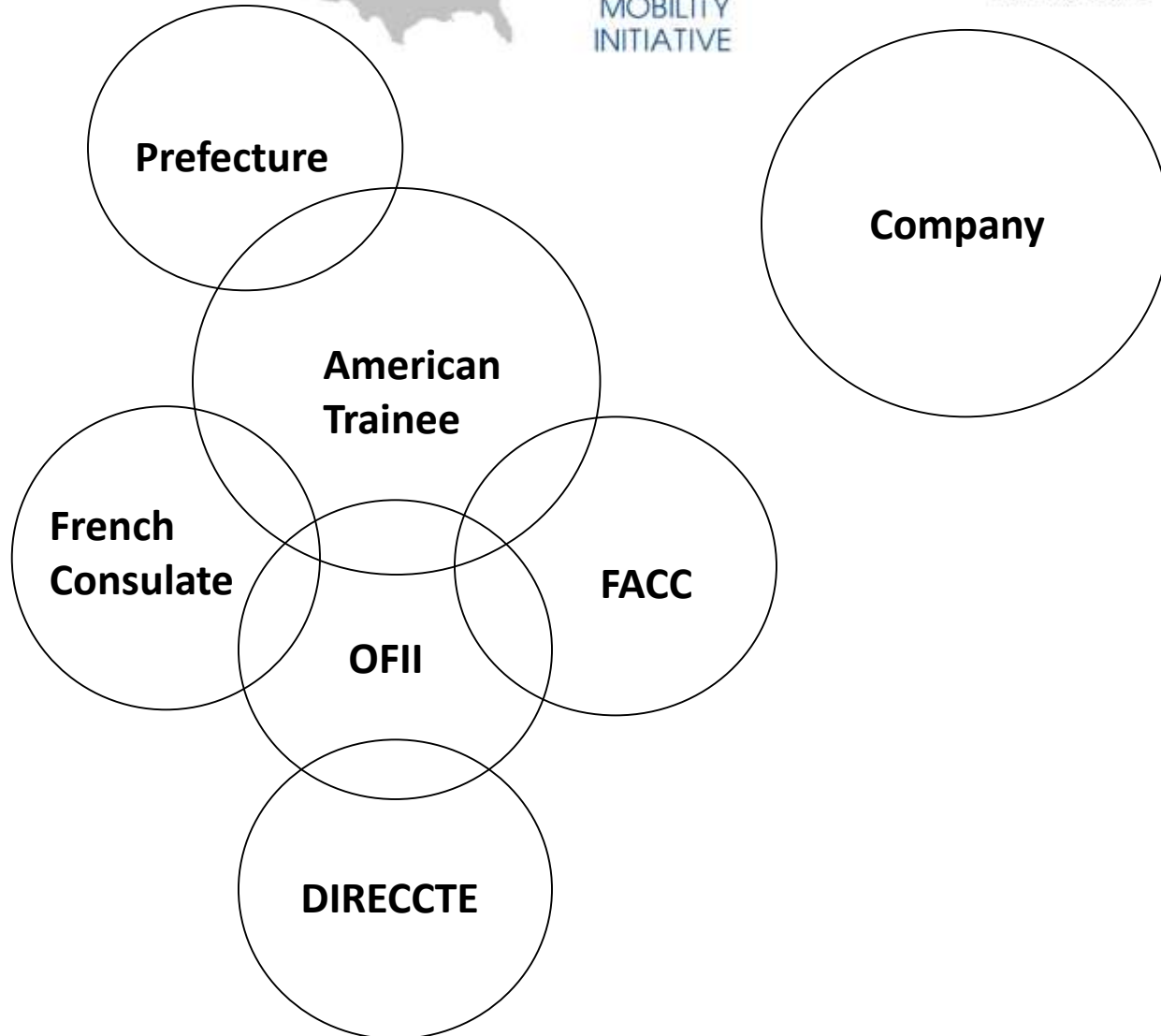
	Company Type	Interest
1	Start-ups, education	High
2	Tourism, restoration	Moderate
3	Medium to large private sector companies	Low





## Challenges with French Companies

- Most Americans interested in working in France often have a **liberal arts background**
- **Lack of awareness** that program exists
- **Emotional response** to visa process





## Proposed Action Items

- Produce company guide
  - Define value proposition
  - Clearly document visa process by collaborating with French Consulates, OFII, DIRCCTE and Prefecture
- Target industries that have demonstrated interest in program
  - Start-ups: CCI network, incubators, etc...
  - Education: Teaching Assistant Embassy network, APUAF, etc...
- Reach American candidates
  - “Guide for Internships”
  - American university network in France & U.S.
  - French Consulate website



**Thank You/ Merci**

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