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

<table>
<thead>
<tr>
<th>COUNTRY OF CITIZENSHIP</th>
<th>TRAINEE</th>
<th>INTERN</th>
<th>TOTAL</th>
</tr>
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<tbody>
<tr>
<td>FRANCE</td>
<td>889</td>
<td>3,134</td>
<td>4,023</td>
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<tr>
<td>GERMANY</td>
<td>462</td>
<td>3,451</td>
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<tr>
<td>SOUTH KOREA</td>
<td>326</td>
<td>1,670</td>
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<tr>
<td>UNITED KINGDOM</td>
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<tr>
<td>CANADA</td>
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<td>PHILIPPINES</td>
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<tr>
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<td>SPAIN</td>
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<td>345</td>
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<tr>
<td>SOUTH AFRICA</td>
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<td>212</td>
<td>406</td>
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<tr>
<td>AUSTRIA</td>
<td>71</td>
<td>263</td>
<td>334</td>
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</table>
## Understanding U.S. Company Interest

<table>
<thead>
<tr>
<th>Types of Companies</th>
<th>Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 French companies with presence in U.S.</td>
<td>High</td>
</tr>
<tr>
<td>2 U.S. companies with French manager “champions”</td>
<td>Moderate</td>
</tr>
<tr>
<td>3 U.S. companies with no French connection</td>
<td>Low</td>
</tr>
</tbody>
</table>
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**

- Architecture: 26%
- Bioscience: 4%
- Education: 9%
- Fashion & Luxury Goods: 4%
- Finance: 11%
- Food Industry: 4%
- Government: 4%
- Law: 2%
- Non-Profit: 2%
- Real Estate: 5%
- Start-up: 2%
- Tourism: 2%

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Understanding U.S. Company Interest

<table>
<thead>
<tr>
<th>Company Type</th>
<th>Interest</th>
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</thead>
<tbody>
<tr>
<td>1 Start-ups, education</td>
<td>High</td>
</tr>
<tr>
<td>2 Tourism, restoration</td>
<td>Moderate</td>
</tr>
<tr>
<td>3 Medium to large private sector companies</td>
<td>Low</td>
</tr>
</tbody>
</table>
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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