

*Here's what participants in the Business and International Education (BIE) Program have to say about their experiences in the program:*

"The BIE Program has been vital in the forward movement of our international business programs. With funds from the U.S. Department of Education, we have been able to implement effective curricular, trade counseling, and faculty development initiatives, which have had a positive impact on our students and the businesses in our region."

*—Robert F. Scherer, Dean and James J. Nance  
Professor of Management, College of Business  
Administration, Cleveland State University (Ohio)*

"Since 9/11, the mission of the BIE program — to develop future U.S. global business leaders and increase U.S. competitiveness — has never been more critical to the national security of this nation."

*—Kelly Jett Murphrey, Director, Center for Study of Western  
Hemispheric Trade, Center for International Business  
Studies, Mays Business School, Texas A&M University*

"This program is a good foundation to unlock all the international education priorities, especially for community colleges. It opened the college and our community to international opportunities that would never exist otherwise."

*—Rollie Santos, Director, Center for International Education,  
Lakeland Community College (Ohio)*

"The Title VI B funding helped us to take a risk with a needed executive training program in international trade. Over 10 years later the program is self-sustaining and remains one of our most highly visible outreach activities to the international business community."

*—James F. Foley, Director, International Trade  
Center, Small Business Development Center (SBDC),  
NAFTA Opportunity Center SBDC, Bradley University,  
Turner Center for Entrepreneurship, Foster College of  
Business Administration (Illinois)*

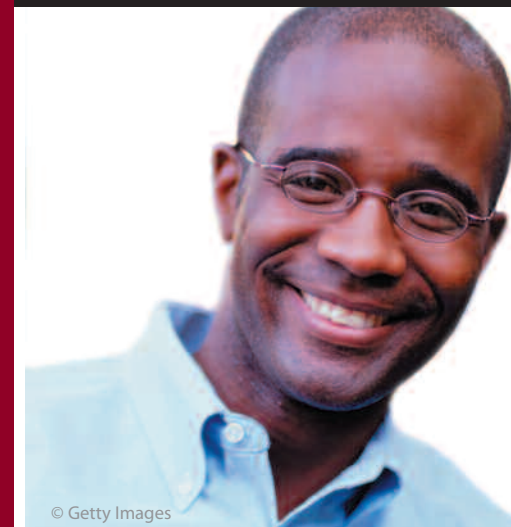


U.S. Department of Education  
Office of Postsecondary Education  
International Education Programs Service  
1990 K Street, N.W., 6th Floor  
Washington, DC 20006-8521  
Tel: 202-502-7700  
Fax: 202-502-7860  
[www.ed.gov/about/offices/list/ope/iegps](http://www.ed.gov/about/offices/list/ope/iegps)

PROVIDING



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International Education Programs Service



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Business and International  
Education Program

# Access to the World and Its Languages

*The mission of the International Education Programs Service (IEPS) is to meet the national needs for expertise and competence in foreign languages and area or international studies. IEPS administers 14 international education programs. These programs are complementary in nature and designed to benefit a variety of audiences through training programs, research, start-up or enhancement projects, and fellowships.*

## BUSINESS AND INTERNATIONAL EDUCATION PROGRAM

This program provides funds to institutions of higher education that enter into an agreement with a trade association, a business, or both for the purpose of improving business curriculum and as a means of conducting outreach activities that expand the capacity of the business community to engage in international economic activities.

The purpose of this program is to promote education and training in order to enable U.S. business activity to prosper in an international economy.

The legislation has authorized the secretary of education to award grants to institutions of higher education to provide suitable international training to business personnel in various stages of professional development. Programs assisted with federal funds are required to enhance the international academic program of the institution and provide appropriate services to the business community to expand its capacity for engaging in commerce abroad.

As a statutory requirement, the institution must match 50 percent of the total cost of the program. Each grant application must be accompanied by an agreement between the institution and a business enterprise, trade organization or association engaged in international economic activity.

### ELIGIBLE APPLICANTS

Institutions of higher education in the United States are eligible to apply for grants under the Business and International Education Program. Students must apply through their institution.

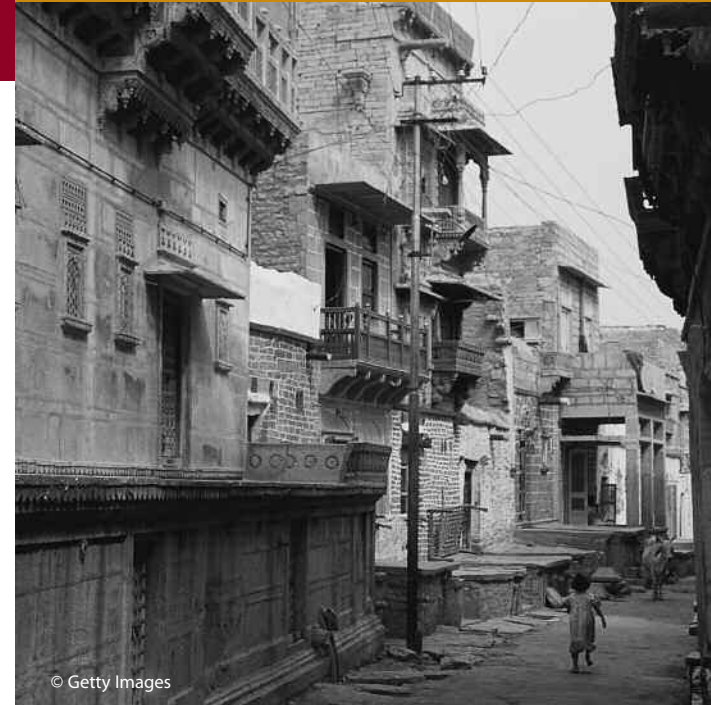
### ELIGIBLE ACTIVITIES

An institution of higher education may apply for activities including, but not limited to:

- Improvement of the business and international education curriculum of institutions to serve the needs of the business community, including the development of new programs for mid-career or part-time students.
- Development of programs to inform the public of increasing international economic interdependence and the role of American business within the international economic system.
- Internationalization of curricula at the junior and community college level, and at undergraduate and graduate schools of business.
- Development of area studies programs and interdisciplinary international programs.
- Establishment of export education programs.
- Research and development of specialized teaching materials appropriate for business-oriented students.
- Establishment of student and faculty fellowships and internships or other training or research opportunities.
- Creating opportunities for business and professional faculty to strengthen international skills.
- Establishment of links overseas with institutions of higher education and organizations that contribute to the educational objectives of this section.
- Summer institutes in international business, foreign area and other international studies designed to carry out the purposes of the program.

### FOR MORE INFORMATION

E-mail questions to [ope\\_iegps@ed.gov](mailto:ope_iegps@ed.gov) or visit the IEPS Web site at [www.ed.gov/programs/iegpsbie](http://www.ed.gov/programs/iegpsbie) for more information, including: application deadline, application package, technical assistance, and program statute and regulations.



Under Title VI of the Higher Education Act, IEPS administers 10 domestic programs that provide a variety of grants to institutions of higher education, nonprofit organizations, and individuals for projects in foreign languages, area or international studies, and international business.

These include:

- National Resource Centers
- Foreign Language and Area Studies Fellowships
- Undergraduate International Studies and Foreign Language Program
- International Research and Studies
- Business and International Education
- Centers for International Business Education
- Language Resource Centers
- American Overseas Research Centers
- Institute for International Public Policy
- Technological Innovation and Cooperation for Foreign Information Access

If you would like more information about the domestic international education programs, please visit the IEPS Web site at [www.ed.gov/about/offices/list/ope/iegps](http://www.ed.gov/about/offices/list/ope/iegps).