

**U.S. Department of Education**  
**Washington, D.C. 20202-5335**

**APPLICATION FOR GRANTS**  
**UNDER THE**

**Centers for International Business Education**

**CFDA # 84.220A**

**PR/Award # P220A180023**

**Grants.gov Tracking#: GRANT12650917**

OMB No. , Expiration Date:

Closing Date: Jun 13, 2018

PR/Award # P220A180023

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This application was generated using the PDF functionality. The PDF functionality automatically numbers the pages in this application. Some pages/sections of this application may contain 2 sets of page numbers, one set created by the applicant and the other set created by e-Application's PDF functionality. Page numbers created by the e-Application PDF functionality will be preceded by the letter e (for example, e1, e2, e3, etc.).

There were problems converting one or more of the attachments. These are: [1235-Section 427 of GEPA Compliance Statement.pdf](#), [1236-CIBE Abstract 2018-2022 FINAL.pdf](#), [1239-Project Narrative 2018-2022.pdf](#)

**Application for Federal Assistance SF-424**

* 1. Type of Submission: <input type="checkbox"/> Preapplication <input checked="" type="checkbox"/> Application <input type="checkbox"/> Changed/Corrected Application	* 2. Type of Application: <input checked="" type="checkbox"/> New <input type="checkbox"/> Continuation <input type="checkbox"/> Revision	* If Revision, select appropriate letter(s): <input type="text"/> * Other (Specify): <input type="text"/>
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* 3. Date Received: <input type="text" value="06/13/2018"/>	4. Applicant Identifier: <input type="text"/>
--	--

5a. Federal Entity Identifier: <input type="text"/>	5b. Federal Award Identifier: <input type="text"/>
--	---

**State Use Only:**

6. Date Received by State: <input type="text"/>	7. State Application Identifier: <input type="text"/>
---	---

**8. APPLICANT INFORMATION:**

* a. Legal Name: <input type="text" value="Brigham Young University"/>	
* b. Employer/Taxpayer Identification Number (EIN/TIN): <input type="text" value="1870217280A1"/>	* c. Organizational DUNS: <input type="text" value="0090940120000"/>

**d. Address:**

* Street1: <input type="text" value="A-285 ASB"/>
Street2: <input type="text"/>
* City: <input type="text" value="Provo"/>
County/Parish: <input type="text" value="UT"/>
* State: <input type="text" value="UT: Utah"/>
Province: <input type="text"/>
* Country: <input type="text" value="USA: UNITED STATES"/>
* Zip / Postal Code: <input type="text" value="84602-1231"/>

**e. Organizational Unit:**

Department Name: <input type="text" value="ORCA"/>	Division Name: <input type="text"/>
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**f. Name and contact information of person to be contacted on matters involving this application:**

Prefix: <input type="text" value="Prof."/>	* First Name: <input type="text" value="Gene"/>
Middle Name: <input type="text" value="R."/>	
* Last Name: <input type="text" value="Larson"/>	
Suffix: <input type="text"/>	

Title: <input type="text" value="Director"/>
--

Organizational Affiliation: <input type="text" value="ORCA"/>
---

* Telephone Number: <input type="text" value="801-422-3360"/>	Fax Number: <input type="text" value="801-48-0620"/>
---	--

* Email: <input type="text" value="gene.larson@byu.edu"/>
---

**Application for Federal Assistance SF-424**

**\* 9. Type of Applicant 1: Select Applicant Type:**

O: Private Institution of Higher Education

Type of Applicant 2: Select Applicant Type:

Type of Applicant 3: Select Applicant Type:

\* Other (specify):

**\* 10. Name of Federal Agency:**

Department of Education

**11. Catalog of Federal Domestic Assistance Number:**

84.220

CFDA Title:

Centers for International Business Education

**\* 12. Funding Opportunity Number:**

ED-GRANTS-051418-001

\* Title:

Office of Postsecondary Education (OPE): Centers for International Business Education Program CFDA Number 84.220A

**13. Competition Identification Number:**

84-220A2018-1

Title:

Centers for International Business Education 84.220A

**14. Areas Affected by Project (Cities, Counties, States, etc.):**

Add Attachment

Delete Attachment

View Attachment

**\* 15. Descriptive Title of Applicant's Project:**

2018-2022 Center for International Business Education Grant

Attach supporting documents as specified in agency instructions.

Add Attachments

Delete Attachments

View Attachments

**Application for Federal Assistance SF-424**

**16. Congressional Districts Of:**

\* a. Applicant

\* b. Program/Project

Attach an additional list of Program/Project Congressional Districts if needed.

Add Attachment

Delete Attachment

View Attachment

**17. Proposed Project:**

\* a. Start Date:

\* b. End Date:

**18. Estimated Funding (\$):**

* a. Federal	<input type="text" value="1,139,996.00"/>
* b. Applicant	<input type="text" value="4,071,209.00"/>
* c. State	<input type="text" value="0.00"/>
* d. Local	<input type="text" value="0.00"/>
* e. Other	<input type="text" value="0.00"/>
* f. Program Income	<input type="text" value="0.00"/>
* g. TOTAL	<input type="text" value="5,211,205.00"/>

**\* 19. Is Application Subject to Review By State Under Executive Order 12372 Process?**

a. This application was made available to the State under the Executive Order 12372 Process for review on

b. Program is subject to E.O. 12372 but has not been selected by the State for review.

c. Program is not covered by E.O. 12372.

**\* 20. Is the Applicant Delinquent On Any Federal Debt? (If "Yes," provide explanation in attachment.)**

Yes  No

If "Yes", provide explanation and attach

Add Attachment

Delete Attachment

View Attachment

**21. \*By signing this application, I certify (1) to the statements contained in the list of certifications\*\* and (2) that the statements herein are true, complete and accurate to the best of my knowledge. I also provide the required assurances\*\* and agree to comply with any resulting terms if I accept an award. I am aware that any false, fictitious, or fraudulent statements or claims may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 218, Section 1001)**

\*\* I AGREE

\*\* The list of certifications and assurances, or an internet site where you may obtain this list, is contained in the announcement or agency specific instructions.

**Authorized Representative:**

Prefix:  \* First Name:

Middle Name:

\* Last Name:

Suffix:

\* Title:

\* Telephone Number:  Fax Number:

\* Email:

\* Signature of Authorized Representative:  \* Date Signed:

**U.S. DEPARTMENT OF EDUCATION  
BUDGET INFORMATION  
NON-CONSTRUCTION PROGRAMS**

OMB Number: 1894-0008  
Expiration Date: 08/31/2020

Name of Institution/Organization

Brigham Young University

Applicants requesting funding for only one year should complete the column under "Project Year 1." Applicants requesting funding for multi-year grants should complete all applicable columns. Please read all instructions before completing form.

**SECTION A - BUDGET SUMMARY  
U.S. DEPARTMENT OF EDUCATION FUNDS**

Budget Categories	Project Year 1 (a)	Project Year 2 (b)	Project Year 3 (c)	Project Year 4 (d)	Project Year 5 (e)	Total (f)
1. Personnel	42,500.00	37,500.00	37,000.00	37,000.00		154,000.00
2. Fringe Benefits	0.00	0.00	0.00	0.00		0.00
3. Travel	124,500.00	143,000.00	138,000.00	132,000.00		537,500.00
4. Equipment	0.00	0.00	0.00	0.00		0.00
5. Supplies	12,888.00	8,588.00	10,888.00	13,650.00		46,014.00
6. Contractual	0.00	0.00	0.00	0.00		0.00
7. Construction	0.00	0.00	0.00	0.00		0.00
8. Other	84,000.00	74,800.00	78,000.00	81,238.00		318,038.00
9. Total Direct Costs (lines 1-8)	263,888.00	263,888.00	263,888.00	263,888.00		1,055,552.00
10. Indirect Costs*	21,111.00	21,111.00	21,111.00	21,111.00		84,444.00
11. Training Stipends	0.00	0.00	0.00	0.00		0.00
12. Total Costs (lines 9-11)	284,999.00	284,999.00	284,999.00	284,999.00		1,139,996.00

**\*Indirect Cost Information (To Be Completed by Your Business Office):**

If you are requesting reimbursement for indirect costs on line 10, please answer the following questions:

(1) Do you have an Indirect Cost Rate Agreement approved by the Federal government?  Yes  No

(2) If yes, please provide the following information:

Period Covered by the Indirect Cost Rate Agreement: From: 01/01/2016 To: 12/31/2019 (mm/dd/yyyy)

Approving Federal agency:  ED  Other (please specify): DHHS

The Indirect Cost Rate is 50.00%.

(3) If this is your first Federal grant, and you do not have an approved indirect cost rate agreement, are not a State, Local government or Indian Tribe, and are not funded under a training rate program or a restricted rate program, do you want to use the de minimis rate of 10% of MTDC?  Yes  No If yes, you must comply with the requirements of 2 CFR § 200.414(f).

(4) If you do not have an approved indirect cost rate agreement, do you want to use the temporary rate of 10% of budgeted salaries and wages?  
 Yes  No If yes, you must submit a proposed indirect cost rate agreement within 90 days after the date your grant is awarded, as required by 34 CFR § 75.560.

(5) For Restricted Rate Programs (check one) -- Are you using a restricted indirect cost rate that:

Is included in your approved Indirect Cost Rate Agreement? Or,  Complies with 34 CFR 76.564(c)(2)? The Restricted Indirect Cost Rate is  %.

PR/Award # P220A180023

Name of Institution/Organization Brigham Young University	Applicants requesting funding for only one year should complete the column under "Project Year 1." Applicants requesting funding for multi-year grants should complete all applicable columns. Please read all instructions before completing form.	
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**SECTION B - BUDGET SUMMARY  
NON-FEDERAL FUNDS**

Budget Categories	Project Year 1 (a)	Project Year 2 (b)	Project Year 3 (c)	Project Year 4 (d)	Project Year 5 (e)	Total (f)
1. Personnel	710,112.00	740,129.00	761,950.00	789,402.00		3,001,593.00
2. Fringe Benefits	71,772.00	73,926.00	76,142.00	78,427.00		300,267.00
3. Travel	78,000.00	78,000.00	78,000.00	78,000.00		312,000.00
4. Equipment	0.00	0.00	0.00	0.00		0.00
5. Supplies	4,000.00	4,105.00	4,213.00	4,325.00		16,643.00
6. Contractual	0.00	0.00	0.00	0.00		0.00
7. Construction	0.00	0.00	0.00	0.00		0.00
8. Other	27,258.00	33,950.00	38,466.00	39,462.00		139,136.00
9. Total Direct Costs (lines 1-8)	891,142.00	930,110.00	958,771.00	989,616.00		3,769,639.00
10. Indirect Costs	71,291.00	74,409.00	76,702.00	79,169.00		301,571.00
11. Training Stipends	0.00	0.00	0.00	0.00		0.00
12. Total Costs (lines 9-11)	962,433.00	1,004,519.00	1,035,473.00	1,068,785.00		4,071,210.00

**SECTION C - BUDGET NARRATIVE (see instructions)**

ED 524

## ASSURANCES - NON-CONSTRUCTION PROGRAMS

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0040), Washington, DC 20503.

**PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.**

**NOTE:** Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the awarding agency. Further, certain Federal awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project cost) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the award; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
4. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
5. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
6. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee- 3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.
7. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal or federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
8. Will comply, as applicable, with provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.

9. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333), regarding labor standards for federally-assisted construction subagreements.
10. Will comply, if applicable, with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
11. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
12. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
13. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq.).
14. Will comply with P.L. 93-348 regarding the protection of human subjects involved in research, development, and related activities supported by this award of assistance.
15. Will comply with the Laboratory Animal Welfare Act of 1966 (P.L. 89-544, as amended, 7 U.S.C. §§2131 et seq.) pertaining to the care, handling, and treatment of warm blooded animals held for research, teaching, or other activities supported by this award of assistance.
16. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
17. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-133, "Audits of States, Local Governments, and Non-Profit Organizations."
18. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.
19. Will comply with the requirements of Section 106(g) of the Trafficking Victims Protection Act (TVPA) of 2000, as amended (22 U.S.C. 7104) which prohibits grant award recipients or a sub-recipient from (1) Engaging in severe forms of trafficking in persons during the period of time that the award is in effect (2) Procuring a commercial sex act during the period of time that the award is in effect or (3) Using forced labor in the performance of the award or subawards under the award.

<p>SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL</p> <p>Gene Larson</p>	<p>TITLE</p> <p>Associate Academic Vice President</p>
<p>APPLICANT ORGANIZATION</p> <p>Brigham Young University</p>	<p>DATE SUBMITTED</p> <p>06/13/2018</p>

Standard Form 424B (Rev. 7-97) Back

# DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C.1352

Approved by OMB  
4040-0013

<b>1. * Type of Federal Action:</b> <input type="checkbox"/> a. contract <input checked="" type="checkbox"/> b. grant <input type="checkbox"/> c. cooperative agreement <input type="checkbox"/> d. loan <input type="checkbox"/> e. loan guarantee <input type="checkbox"/> f. loan insurance	<b>2. * Status of Federal Action:</b> <input type="checkbox"/> a. bid/offer/application <input checked="" type="checkbox"/> b. initial award <input type="checkbox"/> c. post-award	<b>3. * Report Type:</b> <input checked="" type="checkbox"/> a. initial filing <input type="checkbox"/> b. material change
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**4. Name and Address of Reporting Entity:**

Prime     SubAwardee

\* Name: Brigham Young University

\* Street 1: A-285 ASB    Street 2: \_\_\_\_\_

\* City: Provo    State: UT: Utah    Zip: 84602

Congressional District, if known: UT-003

**5. If Reporting Entity in No.4 is Subawardee, Enter Name and Address of Prime:**

<b>6. * Federal Department/Agency:</b> N/A	<b>7. * Federal Program Name/Description:</b> Centers for International Business Education CFDA Number, if applicable: 84.220
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<b>8. Federal Action Number, if known:</b> _____	<b>9. Award Amount, if known:</b> \$ _____
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**10. a. Name and Address of Lobbying Registrant:**

Prefix \_\_\_\_\_ \* First Name N/A Middle Name \_\_\_\_\_

\* Last Name N/A Suffix \_\_\_\_\_

\* Street 1 N/A Street 2 \_\_\_\_\_

\* City N/A State \_\_\_\_\_ Zip \_\_\_\_\_

**b. Individual Performing Services** (including address if different from No. 10a)

Prefix \_\_\_\_\_ \* First Name N/A Middle Name \_\_\_\_\_

\* Last Name N/A Suffix \_\_\_\_\_

\* Street 1 N/A Street 2 \_\_\_\_\_

\* City N/A State \_\_\_\_\_ Zip \_\_\_\_\_

**11.** Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when the transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be reported to the Congress semi-annually and will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

\* Signature: Gene Larson

\* Name: Prefix Dr. \* First Name Alan Middle Name \_\_\_\_\_  
\* Last Name Harker Suffix \_\_\_\_\_

Title: Associate Academic VP    Telephone No.: 801-422-5595    Date: 06/13/2018

**Federal Use Only:** \_\_\_\_\_ **Authorized for Local Reproduction Standard Form - LLL (Rev. 7-97)**

## NOTICE TO ALL APPLICANTS

OMB Number: 1894-0005  
Expiration Date: 04/30/2020

The purpose of this enclosure is to inform you about a new provision in the Department of Education's General Education Provisions Act (GEPA) that applies to applicants for new grant awards under Department programs. This provision is Section 427 of GEPA, enacted as part of the Improving America's Schools Act of 1994 (Public Law (P.L.) 103-382).

### To Whom Does This Provision Apply?

Section 427 of GEPA affects applicants for new grant awards under this program. **ALL APPLICANTS FOR NEW AWARDS MUST INCLUDE INFORMATION IN THEIR APPLICATIONS TO ADDRESS THIS NEW PROVISION IN ORDER TO RECEIVE FUNDING UNDER THIS PROGRAM.**

(If this program is a State-formula grant program, a State needs to provide this description only for projects or activities that it carries out with funds reserved for State-level uses. In addition, local school districts or other eligible applicants that apply to the State for funding need to provide this description in their applications to the State for funding. The State would be responsible for ensuring that the school district or other local entity has submitted a sufficient section 427 statement as described below.)

### What Does This Provision Require?

Section 427 requires each applicant for funds (other than an individual person) to include in its application a description of the steps the applicant proposes to take to ensure equitable access to, and participation in, its Federally-assisted program for students, teachers, and other program beneficiaries with special needs. This provision allows applicants discretion in developing the required description. The statute highlights six types of barriers that can impede equitable access or participation: gender, race, national origin, color, disability, or age. Based on local circumstances, you should determine whether these or other barriers may prevent your students, teachers, etc. from such access or participation in, the Federally-funded project or activity. The description in your application of steps to be taken to overcome these barriers need not be lengthy; you may provide a clear and succinct description of how you plan to address those barriers that are applicable to your circumstances. In addition, the information may be provided in a single narrative, or, if appropriate, may

be discussed in connection with related topics in the application.

Section 427 is not intended to duplicate the requirements of civil rights statutes, but rather to ensure that, in designing their projects, applicants for Federal funds address equity concerns that may affect the ability of certain potential beneficiaries to fully participate in the project and to achieve to high standards. Consistent with program requirements and its approved application, an applicant may use the Federal funds awarded to it to eliminate barriers it identifies.

### What are Examples of How an Applicant Might Satisfy the Requirement of This Provision?

The following examples may help illustrate how an applicant may comply with Section 427.

(1) An applicant that proposes to carry out an adult literacy project serving, among others, adults with limited English proficiency, might describe in its application how it intends to distribute a brochure about the proposed project to such potential participants in their native language.

(2) An applicant that proposes to develop instructional materials for classroom use might describe how it will make the materials available on audio tape or in braille for students who are blind.

(3) An applicant that proposes to carry out a model science program for secondary students and is concerned that girls may be less likely than boys to enroll in the course, might indicate how it intends to conduct "outreach" efforts to girls, to encourage their enrollment.

(4) An applicant that proposes a project to increase school safety might describe the special efforts it will take to address concern of lesbian, gay, bisexual, and transgender students, and efforts to reach out to and involve the families of LGBT students.

We recognize that many applicants may already be implementing effective steps to ensure equity of access and participation in their grant programs, and we appreciate your cooperation in responding to the requirements of this provision.

### Estimated Burden Statement for GEPA Requirements

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless such collection displays a valid OMB control number. Public reporting burden for this collection of information is estimated to average 1.5 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. The obligation to respond to this collection is required to obtain or retain benefit (Public Law 103-382). Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the U.S. Department of Education, 400 Maryland Ave., SW, Washington, DC 20210-4537 or email [ICDocketMgr@ed.gov](mailto:ICDocketMgr@ed.gov) and reference the OMB Control Number 1894-0005.

**Optional - You may attach 1 file to this page.**

1235-Section 427 of GEPA Compliance Statement

Add Attachment

Delete Attachment

View Attachment

There was a problem attaching a file(s).

The attached file can be viewed as an individual component using Application Log menu option.

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## CERTIFICATION REGARDING LOBBYING

### Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

### Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions. Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

<b>* APPLICANT'S ORGANIZATION</b> <input style="width: 90%;" type="text" value="Brigham Young University"/>	
<b>* PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE</b>	
Prefix: <input style="width: 100px;" type="text" value="Prof."/>	* First Name: <input style="width: 200px;" type="text" value="Alan"/> Middle Name: <input style="width: 150px;" type="text" value="R"/>
* Last Name: <input style="width: 300px;" type="text" value="Harker"/>	Suffix: <input style="width: 100px;" type="text"/>
* Title: <input style="width: 300px;" type="text" value="Associate Academic Vice President"/>	
* SIGNATURE: <input style="width: 300px;" type="text" value="Gene Larson"/>	* DATE: <input style="width: 150px;" type="text" value="06/13/2018"/>

U.S. DEPARTMENT OF EDUCATION  
SUPPLEMENTAL INFORMATION  
FOR THE SF-424

OMB Number: 1894-0007  
Expiration Date: 09/30/2020

**1. Project Director:**

Prefix: Mr.	First Name: Richard	Middle Name: Bruce	Last Name: Money	Suffix:
----------------	------------------------	-----------------------	---------------------	---------

Address:

Street1:	360 TNRB
Street2:	1477 East 700 South
City:	Provo
County:	UT
State:	UT: Utah
Zip Code:	846021231
Country:	USA: UNITED STATES

Phone Number (give area code)	Fax Number (give area code)
801-422-4535	

Email Address:  
moneyb@byu.edu

**2. Novice Applicant:**

Are you a novice applicant as defined in the regulations in 34 CFR 75.225 (and included in the definitions page in the attached instructions)?  
 Yes  No  Not applicable to this program

**3. Human Subjects Research:**

a. Are any research activities involving human subjects planned at any time during the proposed Project Period?

Yes  No

b. Are ALL the research activities proposed designated to be exempt from the regulations?

Yes Provide Exemption(s) #:  1  2  3  4  5  6

No Provide Assurance #, if available:

c. If applicable, please attach your "Exempt Research" or "Nonexempt Research" narrative to this form as indicated in the definitions page in the attached instructions.

	Add Attachment	Delete Attachment	View Attachment
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## Abstract

The abstract narrative must not exceed one page and should use language that will be understood by a range of audiences. For all projects, include the project title (if applicable), goals, expected outcomes and contributions for research, policy, practice, etc. Include population to be served, as appropriate. For research applications, also include the following:

- Theoretical and conceptual background of the study (i.e., prior research that this investigation builds upon and that provides a compelling rationale for this study)
- Research issues, hypotheses and questions being addressed
- Study design including a brief description of the sample including sample size, methods, principals dependent, independent, and control variables, and the approach to data analysis.

[Note: For a non-electronic submission, include the name and address of your organization and the name, phone number and e-mail address of the contact person for this project.]

---

## You may now Close the Form

**You have attached 1 file to this page, no more files may be added. To add a different file, you must first delete the existing file.**

\* Attachment:

There was a problem attaching a file(s).

The attached file can be viewed as an individual component using Application Log menu option.

## Project Narrative File(s)

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\* **Mandatory Project Narrative File Filename:**

[Add Mandatory Project Narrative File](#)

[Delete Mandatory Project Narrative File](#)

[View Mandatory Project Narrative File](#)

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To add more Project Narrative File attachments, please use the attachment buttons below.

[Add Optional Project Narrative File](#)

[Delete Optional Project Narrative File](#)

[View Optional Project Narrative File](#)

There was a problem attaching a file(s).

The attached file can be viewed as an individual component using Application Log menu option.

## Other Attachment File(s)

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\* Mandatory Other Attachment Filename:

[Add Mandatory Other Attachment](#)

[Delete Mandatory Other Attachment](#)

[View Mandatory Other Attachment](#)

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To add more "Other Attachment" attachments, please use the attachment buttons below.

[Add Optional Other Attachment](#)

[Delete Optional Other Attachment](#)

[View Optional Other Attachment](#)

## CIBE Assurance Form

**INSTRUCTIONS:** Applicants are required to provide the following assurance. This assurance form must be signed by the authorized representatives of the applicant. Upload this form as item #2 in the Other Narrative Attachment Form section of the e-application.

The applicant hereby assures and certifies that:

1. In addition to conducting the extensive planning activities required under the eligibility section of the statute, the Center Advisory Council shall meet not less than once a year after the establishment of the Center to assess and advise on the programs and activities conducted by the Center;
2. There shall be ongoing collaboration in the establishment and operation of the Center by faculty of the business, management, foreign language, international studies and other professional schools or departments, as appropriate;
3. The education and training programs of the Center will be open to students concentrating in each of these respective areas, as appropriate, and that diverse perspectives will be made available to students in these programs.
4. The applicant will use the assistance provided under this program to supplement and not to supplant activities already being conducted by the applicant.

**Gene R. Larson, Director**

**Office of Research &**

**~~Creative Activities~~**

\_\_\_\_\_  
Name and Title of Authorized Representative



\_\_\_\_\_  
Signature

12 JUN 2018

\_\_\_\_\_  
Date

## BRIGHAM YOUNG UNIVERSITY CIBE ADVISORY COUNCIL

From 1991 to 2002 Brigham Young University (BYU) managed a Center for International Business Education (CIBE) jointly with the University of Utah. During those years the CIBE Advisory Council, established by the joint CIBE, provided valuable guidance to the Center. However, the creation of the BYU CIBE in 2002 necessitated the establishment of a new Advisory Council focused on the new direction and program emphases to be established at BYU. Thus, the BYU CIBE Advisory Council was created in February 2001 to provide insight to the new BYU CIBE team as it strategically planned the direction of future programs and projects.

Contributions of Advisory Council members provide valuable support to the CIBE leadership. Council members share their expertise as they help guide the general direction of the Center, encourage cross-campus collaboration, provide connection with the local international business (IB) and academic communities, and help the CIBE faculty keep abreast of current local, regional, and national IB trends.

Each member of the CIBE Advisory Council was selected because of his or her ability to provide unique insights, which play a major role in center guidance and strategic oversight. The make-up of the Council is in accordance with established membership requirements; members are listed in the accompanying chart found in this supplement.

The BYU CIBE Advisory Council met prior to the development of this project. Input from the Council has significantly influenced the scope of the Center's activities and the design of its programs.

## ADVISORY COUNCIL MEMBERS

<b>University Administrative Department</b>	
Sandra Rogers	International Vice President, Brigham Young University
<b>Marriott School of Business</b>	
Lee Daniels	Associate Teaching Professor of Marketing, Marriott School, BYU
Steve Glover	Associate Dean, Marriott School, BYU
Simon Greathead	Asst. Teaching Professor of Global Supply Chain, Marriott School, BYU
Shad Morris	Associate Professor of Business, Marriott School, BYU
Jim Oldroyd	Associate Professor of Business, Marriott School, BYU
Mike Roberts	Assistant Dean, Director of Business Career Center, BYU
Randy Smith	Managing Director, Undergrad Programs Office, Marriott School, BYU
Michael Thompson	Associate Dean, Marriott School, BYU
<b>International Studies or Foreign Language Departments</b>	
Renata Forste	Associate International VP and Director, BYU Kennedy Center
<b>Other Professional Schools or Departments</b>	
Matthew Jennejohn	Associate Professor of Law, BYU
Vince Wilding	Associate Dean, College of Engineering, BYU
<b>Local or Regional Businesses</b>	
Mark Baker	Director, Leadership Excellence and Development, EFESO Consulting
Lew Cramer	CEO and President, Coldwell Banker Commercial Advisors
Reed Dame	Former CEO and President, Woodgrain Millworks
David Fiscus	Regional Director, Pacific North, International Trade Administration
Val Hale	Executive Director, Governor's Office of Economic Development
Michael Hoer	Former Managing Director, ContiGroup Companies
Kay King	Retired Director, US House of Rep. Office of Interparliamentary Affairs
Al Manbein	Managing Director, GPS Capital Markets Inc.
Derek Miller	President and CEO, World Trade Center of Utah
Harvey Scott	Corporate Development Strategy, Redmond Inc.
David Senior	Chairman and Founder, Concentus Global Partners
Bryan Thompson	VP of Human Resources, Procter & Gamble
Richard Whitmore	Chief Financial Officer, Storage and Software Defined Systems, IBM
Ritch Wood	Chief Financial Officer, Nu Skin International
Nelson Zivic	Head of Human Resources – Food Division, Newell Brands
<b>International Businesses</b>	
Manuel Amorim	Chief Executive Officer, Abril Educaco, Brazil
L. Todd Budge	Tokyo Star Bank, Japan
Milton Camargo	Regional VP and CEO of Online Education, Laureate International, Brazil
Young-Kee Kim	EVP and Chief Relations Officer, LG Electronics Group, South Korea
Alan Perriton	Retired, Strategic Alliances and New Ventures, GM Asia Pacific
Yong-In S. Shin	EVP, Samsung Electronics Co., South Korea

Jorge Tejada	Public Sector Head, Banco Nacional de Mexico, Mexico
<b>Regional Community College</b>	
Dennis Bromley	Dean, Business School, Salt Lake Community College
<b>CIBER Directors and Administrative Staff</b>	
Bruce Money	Executive Director, BYU CIBE
Jonathon Wood	Managing Director, BYU CIBE
Mary Kay Lloyd	Program Coordinator, BYU CIBE

**DATES OF PAST MEETINGS:**

19 September 2017	9 March 2012	24 October 2008
20 September 2016	30 September 2011	7 September 2007
15 September 2015	24 September 2010	11 May 2006
27 September 2013	21 September 2009	4 April 2005

**DATE OF ESTABLISHMENT:**

February, 2001 (which replaced the former advisory council of the joint BYU/University of Utah CIBER founded in 1990)

**STATE OF UTAH**

GARY R. HERBERT  
GOVERNOR

OFFICE OF THE GOVERNOR  
SALT LAKE CITY, UTAH  
84114-2220

SPENCER J. COX  
LIEUTENANT GOVERNOR

May 31, 2018

Lee Perry, Dean  
Marriott School of Management  
Brigham Young University  
730 TNRB  
Provo, Utah 84602

Dear Dean Perry,

It is my pleasure as Governor of Utah to express my support for the grant application to renew the Center for International Business Education and Research (CIBER) at Brigham Young University.

BYU is recognized in the CIBER network as a leader not only for international business and business language education but also for collaborating with professional associations and businesses in order to expand employment opportunities for students. Innovative programs, such as Global Consulting, International Work Experience, and Student Exchange, enable students to integrate classroom learning with rigorous international experience, increasing their marketability and value as potential employees. In addition, they offer students opportunities to network and create valuable relationships with employers in the global market.

BYU is also involved in a number of collaboration activities, which help community colleges and other universities that serve a significant minority student population, such as Salt Lake Community College, Snow College, and Utah Valley University, incorporate international and intercultural components into their business curriculum. For example, in partnership with the University of Colorado Denver, BYU co-sponsors the Rocky Mountain CIBER Consortium, which organizes annual conferences on global initiatives with many colleges across the Rocky Mountain region. Moreover, in association with the University of Georgia, BYU provides training to members from historically black colleges and universities in how to internationalize curriculum in different disciplines. Finally, through the CIBER program, BYU provides travel grants to help faculty from HBCUs, community colleges, and our regional colleges to participate in the Rocky Mountain CIBER Consortium conferences and the workshops at the University of Georgia, as well as international faculty development trips to China, the Middle East and Northern Africa, and other destinations.

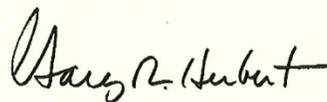
The state of Utah has much to offer on the global stage with one of the most diverse and strongest economies in the nation. Goldman Sachs and Adobe, along with several other

international companies, have moved major operations to Utah. Utah's Silicon Slopes—a cluster of information technology, software development, and hardware manufacturing and research firms—are attracting a national focus on Utah as a global hub for business. Together with hundreds of thriving local businesses with global trade ties, such as MeritMedical, RioTinto, and Skullcandy, they fortify Utah's position as an attractive global business destination. As we look to the future with a free trade zone and a new inland port, Utah is poised to strengthen its position as a serious global business destination.

Indeed, BYU's Center for International Business Education and Research strengthens Utah's current business globalization efforts by developing global competencies, multilingual business professionals, and future leaders who are equipped to work successfully in a global work place.

Again, I express my support for the grant application to renew the Center for International Business Education and Research (CIBER) at Brigham Young University.

Sincerely,

A handwritten signature in black ink, appearing to read "Gary R. Herbert". The signature is fluid and cursive, with a long horizontal stroke at the end.

Gary R. Herbert  
Governor



Lee Perry, Dean  
Marriott School of Management  
Brigham Young University  
730 TNRB  
Provo, Utah 84602

Dear Dean Perry,

On Behalf of the World Trade Center Utah (WTCU), I am pleased to provide our support for the renewal of Brigham Young University's CIBER grant.

Through the CIBER at the Management School, BYU as done a superb job in establishing, deepening and continually supporting dramatic growth of international education and awareness in Utah. Our work at the World Trade Center (WTC) Utah is to guide Utah companies into profitable global markets. Over 1,000 companies from all over Utah have been assisted through a combination of educational class and seminars, international business development events, and ongoing networking opportunities. CIBER has been a consistent partner in this important task and we want to expand this relationship going forward. In addition to monthly international trade lunches, CIBER provides resources, ideas, cultural opportunities and other much appreciated support to our WTC activities.

Utah's merchandise exports have doubled since WTC Utah was founded in 2006 and currently supports nearly one in four jobs in Utah. This strong growth contrasts with our neighboring intermountain states without a CIBER. I feel strongly that these differentials in export performance is at least partially due to the critical role played by the CIBER in motivations, educating and facilitating international awareness among the students and business community in Utah.

Our strong recommendation is also based on our integration with BYU in many areas of International issues because CIBER's influence reaches across the entirety of BYU campus, including the numerous BYU study abroad and other international programs not directly under CIBER supervision. Having BYU as a platform has been of immense strength to CIBER's expansive and growing influence in this state.

We are deeply grateful for having a strong forward-looking CIBER in our state, and highly recommend your thorough review and support for their renewal.

Sincerely,

A handwritten signature in blue ink, appearing to read "Derek B. Miller".

Derek B. Miller  
President & CEO  
World Trade Center Utah

WORLD TRADE CENTER UTAH, 60 East South Temple, STE 300 Salt Lake City, Utah 84111

**P** 801-532-8080 **E** info@wtcutah.com **W** www.wtcutah.com



May 16, 2018

The Honorable Betsy DeVos  
Secretary of Education  
U.S. Department of Education  
LBJ Education Building  
400 Maryland Avenue, SW  
Washington, DC 20202

Dear Secretary DeVos:

As members of the Rocky Mountain CIBER Network (RMCIBER), we wholeheartedly support the grant proposals of the University of Colorado Denver (CU Denver) and Brigham Young University (BYU) to be re-designated as Centers for International Business Education and Research (CIBERs).

The RMCIBER is an impactful network of 45 educational institutions located in 10 states in the Rocky Mountain region; 9 of these are community colleges, 5 are Hispanic-Serving Institutions and 6 are Tribal Colleges and Universities. We represent primarily small and rural schools that have limited budgets to independently implement substantial international business initiatives. These initiatives are essential as US companies, workers, and students are seeking the expertise to become effective participants in the opportunities afforded by disruptive innovation and digital globalization.

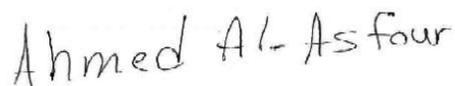
Together, the CU Denver and BYU CIBERs have led RMCIBER and play a crucial role in building our capacity in international business, foreign language, and culture education. These CIBERs have hosted several regional conferences addressing key international business issues, and advanced, relevant business education methodologies, and providing novel international business knowledge and application strategies. Within RMCIBER we share resources and develop global expertise via professional faculty development programs and foreign study tours, in-depth and diverse CIBER education resources, and networking opportunities with other faculty and institutions facing related opportunities and challenges.

We are sincerely looking forward to the RMCIBER conferences, webcasts, and faculty development programs that CU Denver and BYU CIBERs are including in their grant proposals for FY 2018-2022.

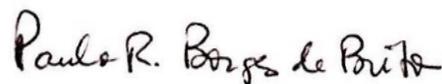
Given our years of collaboration, we believe these programs will continue advancing the region's competitiveness and its contributions on both national and international scales.

The University of Colorado Denver and Brigham Young University CIBERs are critical resources for our institutions and for the Rocky Mountain region. We ask for your positive consideration of their re-designations as Centers for International Business Education and Research.

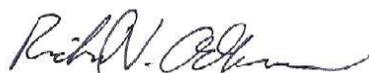
Sincerely,



Ahmed Al-Asfour, PhD  
Business Department Chair & Professor  
Oglala Lakota College  
South Dakota



Paulo R. Borges de Brito  
Department of Management  
College of Business  
Colorado State University



Richard V. Adkisson, PhD  
Garrey E. and Katherine T. Carruthers  
Endowed Chair in Economic Development  
Department of Economics  
Applied Statistics and International Business  
New Mexico State University



Christopher A. Craig, PhD  
Assistant Professor of Management  
College of Business  
Montana State University Billings



Donna Armelino  
Associate Professor  
Business Faculty  
Red Rocks Community College, Denver



Cynthia S. Cycyota, PhD  
Professor of Management  
Department of Management  
United States Air Force Academy



Angelica Bahl, PhD  
Professor of Marketing  
Department of Marketing  
Metropolitan State University of Denver



Tracy Gonzalez-Padron, PhD  
Director, Daniels Fund Ethics Initiative  
Associate Professor Marketing &  
International Business  
College of Business and Administration  
University of Colorado Colorado Springs



Melvin Jameson, PhD  
 Professor of Finance and  
 Director of International Initiatives  
 Lee Business School  
 University of Nevada Las Vegas



Mary K. Long, PhD  
 Senior Instructor  
 Director, Spanish for the Professions  
 Undergraduate Major  
 Department of Spanish and Portuguese  
 University of Colorado Boulder



Vijay R. Kannan, PhD  
 Associate Dean for Academic Affairs  
 Executive Director of International  
 Programs  
 Professor of Operations Management  
 Utah State University



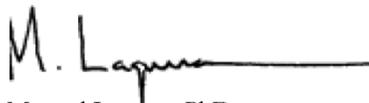
John A. Martin, PhD  
 Professor of Management  
 United State Air Force Academy



Martyn Kingston, PhD  
 Business Faculty  
 Business Discipline Coordinator  
 Colorado Mountain College



David N. McArthur, PhD  
 Chair, Department of Strategic Management  
 and Operations  
 Associate Professor of Strategy and  
 International Business  
 Woodbury School of Business  
 Utah Valley University



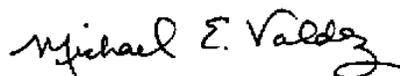
Manuel Laguna, PhD  
 Director of Global Initiatives  
 Media One Professor of  
 Management Science  
 Leeds School of Business  
 University of Colorado Boulder



Carol Miller  
 Program Chair  
 Center for Career and Technology  
 Community College of Denver



Emmanuel Nkwenti-Zamcho, DBA  
Associate Professor of International  
Business  
New Mexico Highlands University



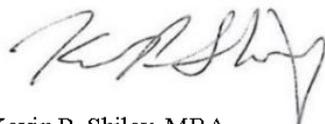
Michael E. Valdez, PhD  
Associate Professor  
School of Business Administration  
Fort Lewis College, Durango Colorado



Tim Oakes, PhD  
Director, Center for Asian Studies  
Professor of Geography  
University of Colorado Boulder



Lynn Wilson  
Assistant Professor of Business &  
Entrepreneurship  
Community College of Denver



Kevin P. Shiley, MBA  
Associate Dean of Online Programs  
Brigham Young University, Idaho



Newell Wright, PhD  
Director of the Center for Global Initiatives  
and Leadership  
Professor of Marketing  
College of Business  
North Dakota State University



Joseph A. Simon  
General Business Instructor  
Casper College



Yusri Zaro  
Assistant Professor in Banking & Finance  
Adams State University



**WORLD TRADE  
ASSOCIATION OF  
UTAH**

2 May 2018

The Honorable Betsy DeVos  
Secretary of Education  
U.S. Department of Education  
LBJ Education Building  
400 Maryland Ave, SW  
Washington, D.C. 20202

Dear Secretary DeVos,

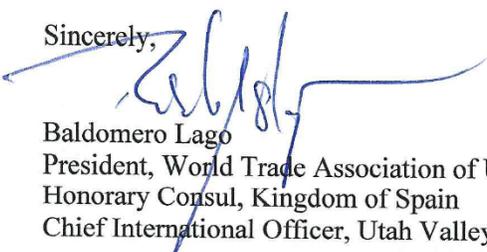
The purpose of this letter is to show my support to Brigham Young University (BYU) and their efforts to renew the Center for International Business Education (CIBE) grant for the 2018-2022 cycle. I have had the privilege to work with the BYU CIBE for many years on multiple projects in the State of Utah.

Besides offering highly ranked business programs, BYU has demonstrated their support to the advancement of International Business education in Utah in many ways. As the current president of the World Trade Association of Utah (WTA), I acknowledge the various contributions BYU has made to ensure the WTA is a successful organization. For several years, BYU has been an active member of the WTA board, provided secretarial support to the president of the WTA, and helped organized numerous monthly meetings for the business professionals in the State. Past Directors and Managing Directors of the Center have served as Presidents of the WTA and were active members of the board for many years. The current Managing Director has been on the board for a number of years and is highly committed to the success of the organization. One of the BYU CIBER International Business faculty members, Simon Greathead, is also currently on the board.

As also the Chief International for Utah Valley University, I have enjoyed working with the BYU CIBE on projects to support the objectives of the state to enhance exports and create jobs. The BYU CIBE has been involved and supported our annual Diplomatic Conference which brings diplomats from around the globe to Utah to talk about international business and trade with a wide audience from students to industry professionals. I know that the BYU CIBE has also helped our professors participate in faculty development trips to bring more knowledge into the classroom.

Due to these contributions and many others not mentioned in this letter, I strongly recommend the selection of Brigham Young University as a CIBE for the 2018-2022 grant cycle.

Sincerely,



Baldomero Lago  
President, World Trade Association of Utah  
Honorary Consul, Kingdom of Spain  
Chief International Officer, Utah Valley University

## RELATIONSHIP OF EACH OBJECTIVE TO COMPETITIVE AND INVITATIONAL PRIORITIES

OBJECTIVES AND ACTIVITIES	Competitive Priority 1 Internships and Work-Study	Competitive Priority 2 Community Colleges & MSIs	Invitational Priority 1 Language
<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>			
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	✓		
A2 Teaching Business School Prerequisite Classes Abroad			
A3 Foreign Business Experience for Full-time MBA Students			
A4 Shorter-term Study Abroad Programs			
A5 Project-based Study Abroad Programs	✓		
A6 International Entrepreneurship Study Abroad			
A7 Global Tech / Analytics Study Abroad			
A8 International Strategy Case Analysis Core			
A9 New “Internationalhub.org” Online Repository with New IB Teaching Tools		✓	✓
A10 New Cultural Intelligence Assessment Tool		✓	
A11 New Learning Apps		✓	
A12 Virtual Forex Competition		✓	
A13 Global Mindset Video Project for Business Majors		✓	✓
A14 Global Mindset Video Project for Non-Business Majors		✓	✓
A15 Course Development Grant for the Global Women’s Studies Minor and Major			
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	✓		
A17 Global Field Studies Projects for MBA Students	✓		
A18 International HR Field Studies Projects	✓		

<b>OBJECTIVES AND ACTIVITIES</b>	<b>Competitive Priority 1</b> Internships and Work-Study	<b>Competitive Priority 2</b> Community Colleges & MSIs	<b>Invitational Priority 1</b> Language
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan			✓
A20 Oxford to India Study Abroad	✓		
A21 New Video/ Multimedia IB Cases		✓	✓
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>			
B1 Global Mindset Videos in Foreign Business Languages		✓	✓
B2 Business Language Case Competition in French		✓	✓
B3 High School Business Language Competition in Chinese and French			✓
B4 Short Cases on Global Business for Business Language Courses		✓	✓
B5 Joint CIBER Business Language and Language for Specific Purposes Conference		✓	✓
B6 Business Language Research and Teaching Awards (BLRT)		✓	✓
B7 Faculty Development in Business Languages		✓	✓
B8 Business Language Internships and Global Learning Experiences	✓	✓	
B9 Module on Culture in Business for European Studies			
<b>C. EXPAND COLLABORATION WITH COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>			
C1 Salt Lake Community College (SLCC) Initiatives		✓	✓
C2 Executive Certificate of Global Business Management at SLCC		✓	✓
C3 Snow College Initiative	✓	✓	✓
C4 Diné College Initiative		✓	✓
C5 Rocky Mountain CIBER Network		✓	✓
C6 International Business Summit and Case Competition		✓	
C7 Minority Serving Institutions (MSI) and Community Colleges (CC) Consortium - CMCC	✓	✓	✓

<b>OBJECTIVES AND ACTIVITIES</b>	<b>Competitive Priority 1 Internships and Work-Study</b>	<b>Competitive Priority 2 Community Colleges &amp; MSIs</b>	<b>Invitational Priority 1 Language</b>
C8 International Business Institutes “on the Road”		✓	
C9 Faculty Development in International Business (FDIB) MENA		✓	
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa		✓	
C11 Faculty Development in International Business (FDIB) China: One Belt and One Road		✓	
C12 Faculty Development in International Business (FDIB) Brexit and EU		✓	
C13 Faculty Development in International Business (FDIB) India		✓	
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs		✓	
C15 High School Business Teacher Faculty Development Scholarships			
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>			
D1 International Investing Internship in Asia	✓		
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum	✓		
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects	✓		
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships			
D5 Small Business Development Center Export Tools			
D6 NASBITE Co-Sponsor Initiatives			
D7 World Trade Association of Utah Initiatives	✓	✓	
D8 District Export Council (DEC) Support and Internships	✓	✓	
D9 Employer Global Skills Gap Study		✓	
D10 On Campus International Internship (OCII)	✓		
D11 ExporTech Internships	✓	✓	

**OBJECTIVES AND ACTIVITIES**

	<b>Competitive Priority 1</b> Internships and Work-Study	<b>Competitive Priority 2</b> Community Colleges & MSIs	<b>Invitational Priority 1</b> Language
<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>			
E1 Conference on Blockchaining in Global Markets		✓	
E2 Research on How Global Reach Improves Performance for Local Projects			
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets			
E4 Global Knowledge Transfer Research			
E5 Quality Management Research in State-Owned Enterprises			
E6 Research on Group vs. Individual Mentorship in Emerging Markets			
E7 Research on Global Accounting Issues			
E8 Research on International Participatory Corporate Social Responsibility (CSR)			
E9 Research on Cross-Cultural Consumer Behavior			
E10 Research on Supply Chain Structures in the Base of the Pyramid			
E11 New IB Case Writing Development			
E12 Conference on Intellectual Property Rights and Technology		✓	
E13 Experience Design and Management International Best Practices Conference		✓	
E14 Other Research Grants in International Business			

## RELATIONSHIP OF EACH OBJECTIVE TO THE PURPOSES OF THE PROGRAM

OBJECTIVES AND ACTIVITIES	National Resource for Teaching IB and Context	Teach Foreign Language and IB Fields	Research and Training in IB	Training to Students	Regional Resource to Business	Regional University
<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>						
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway		✓	✓	✓		
A2 Teaching Business School Prerequisite Classes Abroad		✓	✓	✓		
A3 Foreign Business Experience for Full-time MBA Students		✓	✓	✓		
A4 Shorter-term Study Abroad Programs		✓	✓	✓		
A5 Project-based Study Abroad Programs		✓	✓	✓		
A6 International Entrepreneurship Study Abroad		✓	✓	✓		
A7 Global Tech / Analytics Study Abroad		✓	✓	✓		
A8 International Strategy Case Analysis Core		✓	✓	✓		
A9 New “Internationalhub.org” Online Repository with New IB Teaching Tools	✓	✓	✓	✓	✓	✓
A10 New Cultural Intelligence Assessment Tool	✓	✓	✓	✓	✓	✓
A11 New Learning Apps	✓	✓	✓	✓		✓
A12 Virtual ForEx Competition	✓	✓	✓	✓		✓
A13 Global Mindset Video Project for Business Majors	✓	✓	✓	✓		✓
A14 Global Mindset Video Project for Non-Business Majors	✓	✓	✓	✓		✓
A15 Course Development Grant for the Global Women’s Studies Minor and Major		✓	✓	✓		
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume		✓	✓	✓		
A17 Global Field Studies Projects for MBA Students		✓	✓	✓		
A18 International HR Field Studies Projects		✓	✓	✓		

<b>OBJECTIVES AND ACTIVITIES</b>	National Resource for Teaching IB and Context	Teach Foreign Language and IB Fields	Research and Training in IB	Training to Students	Regional Resource to Business	Regional University
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan		✓	✓	✓		
A20 Oxford to India Study Abroad		✓	✓	✓		
A21 New Video/ Multimedia IB Cases	✓	✓	✓	✓		✓
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>						
B1 Global Mindset Videos in Foreign Business Languages	✓	✓	✓	✓		✓
B2 Business Language Case Competition in French	✓	✓	✓	✓	✓	✓
B3 High School Business Language Competition in Chinese and French		✓	✓	✓	✓	✓
B4 Short Cases on Global Business for Business Language Courses	✓	✓	✓	✓		✓
B5 Joint CIBER Business Language and Language for Specific Purposes Conference	✓	✓	✓	✓		✓
B6 Business Language Research and Teaching Awards (BLRT)	✓	✓	✓	✓		✓
B7 Faculty Development in Business Languages	✓	✓	✓	✓		✓
B8 Business Language Internships and Global Learning Experiences		✓	✓	✓		✓
B9 Module on Culture in Business for European Studies Majors		✓	✓	✓		
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>						
C1 Salt Lake Community College Initiatives		✓	✓	✓		✓
C2 Executive Certificate of Global Business Management		✓	✓		✓	✓
C3 Snow College Initiative		✓	✓	✓		✓
C4 Diné College Initiative		✓	✓	✓		✓
C5 Rocky Mountain CIBE Initiatives	✓	✓	✓	✓		✓
C6 International Business Summit and Case Competition	✓	✓	✓	✓		✓
C7 Historical Black Colleges and Universities (HBCU) Project	✓	✓	✓	✓		✓
C8 Faculty Development in International Business (FDIB) MENA	✓	✓	✓			✓

<b>OBJECTIVES AND ACTIVITIES</b>	National Resource for Teaching IB and Context	Teach Foreign Language and IB Fields	Research and Training in IB	Training to Students	Regional Resource to Business	Regional University
C9 Faculty Development in International Business (FDIB) Sub-Saharan Africa	✓	✓	✓			✓
C10 Faculty Development in International Business (FDIB) China	✓	✓	✓			✓
C11 Faculty Development in International Business (FDIB) Brussels	✓	✓	✓			✓
C12 Faculty Development in International Business (FDIB) Brexit and EU	✓	✓	✓			✓
C13 Faculty Development in International Business (FDIB) India	✓	✓	✓			✓
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs	✓	✓	✓			✓
C15 High School Business Teacher Faculty Development Scholarships		✓	✓			✓
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>						
D1 International Investing Internship in Asia		✓	✓	✓	✓	
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum		✓	✓	✓	✓	
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects		✓	✓	✓	✓	
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships		✓	✓	✓	✓	
D5 Small Business Development Center Export Tools Workshops		✓	✓	✓		
D6 NASBITE Seminars with GOED	✓	✓	✓	✓	✓	✓
D7 World Trade Association of Utah Initiatives		✓	✓		✓	✓
D8 District Export Council (DEC) Support and Internships	✓	✓	✓	✓	✓	✓
D9 Employer Global Skills Gap Study	✓	✓	✓	✓	✓	✓
D10 On Campus International Internship (OCII)	✓	✓	✓	✓	✓	✓
D11 ExporTech Internships		✓	✓	✓	✓	✓

<b>OBJECTIVES AND ACTIVITIES</b>	National Resource for Teaching IB and Context	Teach Foreign Language and IB Fields	Research and Training in IB	Training to Students	Regional Resource to Business	Regional University
<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>						
E1 Conference on Blockchaining in Global Markets	✓	✓	✓	✓	✓	✓
E2 Research on How Global Reach Improves Performance for Local Projects	✓	✓	✓	✓		✓
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets	✓	✓	✓	✓		✓
E4 Global Knowledge Transfer Research	✓	✓	✓			✓
E5 Quality Management Research in State-Owned Enterprises	✓		✓			✓
E6 Research on Group vs. Individual Mentorship in Emerging Markets	✓		✓			✓
E7 Research on Global Accounting Issues	✓		✓			✓
E8 Research on International Participatory Corporate Social Responsibility (CSR)	✓		✓	✓		✓
E9 Research on Cross-Cultural Consumer Behavior	✓	✓	✓	✓		
E10 Research on Supply Chain Structures in the Base of the Pyramid	✓		✓			✓
E11 New IB Case Writing Development	✓	✓	✓	✓	✓	✓
E12 Conference on Intellectual Property Rights and Technology	✓	✓	✓		✓	✓
E13 Experience Design and Management International Best Practices Conference	✓	✓	✓		✓	✓
E14 Other Research Grants in International Business	✓		✓			✓

## RELATIONSHIP OF EACH OBJECTIVE TO THE PROGRAMMATIC REQUIREMENTS OF THE STATUTE

OBJECTIVES AND ACTIVITIES	Inter-disciplinary Programs for Business Students	Inter-disciplinary Programs for For. Lang. & Area Studies Faculty & Students	Programs for the Business Community & Other Professionals	Collaborative Programs with Education, Government & Business	Research to Strengthen Business & Education	Research to Promote International Competitiveness of U.S. Business
<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>						
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	✓	✓		✓		
A2 Teaching Business School Prerequisite Classes Abroad	✓	✓				
A3 Foreign Business Experience for Full-time MBA Students	✓	✓		✓		
A4 Shorter-term Study Abroad Programs	✓	✓				
A5 Project-based Study Abroad Programs		✓			✓	
A6 International Entrepreneurship Study Abroad		✓				
A7 Global Tech / Analytics Study Abroad	✓	✓		✓		
A8 International Strategy Case Analysis Core	✓				✓	
A9 New “Internationalhub.org” Online Repository with New IB Teaching Tools	✓		✓	✓	✓	✓
A10 New Cultural Intelligence Assessment Tool	✓		✓	✓	✓	✓
A11 New Learning Apps	✓			✓	✓	✓
A12 Virtual Forex Competition	✓			✓		
A13 Global Mindset Video Project for Business Majors	✓	✓			✓	✓
A14 Global Mindset Video Project for Non-Business Majors	✓	✓			✓	✓
A15 Course Development Grant for the Global Women’s Studies Minor and Major	✓	✓			✓	✓

OBJECTIVES AND ACTIVITIES	Inter-disciplinary Programs for Business Students	Inter-disciplinary Programs for For. Lang. & Area Studies Faculty & Students	Programs for the Business Community & Other Professionals	Collaborative Programs with Education, Government & Business	Research to Strengthen Business & Education	Research to Promote International Competitiveness of U.S. Business
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	✓	✓			✓	✓
A17 Global Field Studies Projects for MBA Students	✓			✓	✓	✓
A18 International HR Field Studies Projects	✓			✓		
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan	✓					
A20 Oxford to India Study Abroad	✓					
A21 New Video/ Multimedia IB Cases	✓	✓			✓	✓
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>						
B1 Global Mindset Videos in Foreign Business Languages	✓	✓			✓	✓
B2 Business Language Case Competition in French	✓	✓		✓		
B3 High School Business Language Competition in Chinese and French				✓		
B4 Short Cases on Global Business for Business Language Courses	✓	✓			✓	✓
B5 Joint CIBER Business Language and Language for Specific Purposes Conference		✓		✓		
B6 Business Language Research and Teaching Awards (BLRT)		✓			✓	✓
B7 Faculty Development in Business Languages		✓		✓	✓	✓
B8 Business Language Internships and Global Learning Experiences	✓	✓		✓		
B9 Module on Culture in Business for European Studies Majors	✓	✓			✓	✓
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>						
C1 Salt Lake Community College Initiatives	✓	✓		✓		
C2 Executive Certificate of Global Business Management			✓	✓		
C3 Snow College Initiative	✓	✓		✓		

<b>OBJECTIVES AND ACTIVITIES</b>	Inter-disciplinary Programs for Business Students	Inter-disciplinary Programs for For. Lang. & Area Studies Faculty & Students	Programs for the Business Community & Other Professionals	Collaborative Programs with Education, Government & Business	Research to Strengthen Business & Education	Research to Promote International Competitiveness of U.S. Business
C4 Diné College Initiative	✓	✓		✓		
C5 Rocky Mountain CIBE Initiatives		✓		✓	✓	✓
C6 International Business Summit and Case Competition	✓			✓	✓	✓
C7 Historical Black Colleges and Universities (HBCU) Project	✓	✓		✓	✓	✓
C8 Faculty Development in International Business (FDIB) MENA		✓		✓	✓	✓
C9 Faculty Development in International Business (FDIB) Sub-Saharan Africa		✓		✓	✓	✓
C10 Faculty Development in International Business (FDIB) China		✓		✓	✓	✓
C11 Faculty Development in International Business (FDIB) Brussels		✓		✓	✓	✓
C12 Faculty Development in International Business (FDIB) Brexit and EU		✓		✓	✓	✓
C13 Faculty Development in International Business (FDIB) India		✓		✓	✓	✓
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs		✓		✓	✓	✓
C15 High School Business Teacher Faculty Development Scholarships				✓	✓	
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>						
D1 International Investing Internship in Asia	✓	✓		✓		
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum			✓	✓		
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects	✓	✓	✓	✓		
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships			✓	✓		

**OBJECTIVES AND ACTIVITIES**

	Inter-disciplinary Programs for Business Students	Inter-disciplinary Programs for For. Lang. & Area Studies Faculty & Students	Programs for the Business Community & Other Professionals	Collaborative Programs with Education, Government & Business	Research to Strengthen Business & Education	Research to Promote International Competitiveness of U.S. Business
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D5 Small Business Development Center Export Tools Workshops			✓	✓		✓
D6 NASBITE Seminars with GOED	✓		✓	✓		
D7 World Trade Association of Utah Initiatives			✓	✓		
D8 District Export Council Support and Internships	✓		✓	✓		
D9 Employer Global Skills Gap Study			✓	✓	✓	✓
D10 On Campus International Internship (OCII)	✓			✓		
D11 ExporTech Internships	✓			✓		

**E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA**

E1 Conference on Blockchaining in Global Markets	✓		✓	✓	✓	✓
E2 Research on How Global Reach Improves Performance for Local Projects					✓	✓
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets					✓	✓
E4 Global Knowledge Transfer Research					✓	✓
E5 Quality Management Research in State-Owned Enterprises					✓	✓
E6 Research on Group vs. Individual Mentorship in Emerging Markets					✓	✓
E7 Research on Global Accounting Issues					✓	✓
E8 Research on International Participatory Corporate Social Responsibility (CSR)					✓	✓
E9 Research on Cross-Cultural Consumer Behavior					✓	✓
E10 Research on Supply Chain Structures in the Base of the Pyramid					✓	✓
E11 New IB Case Writing Development	✓				✓	✓
E12 Conference on Intellectual Property Rights and Technology	✓		✓	✓	✓	✓

**OBJECTIVES AND ACTIVITIES**

	Inter-disciplinary Programs for Business Students	Inter-disciplinary Programs for For. Lang. & Area Studies Faculty & Students	Programs for the Business Community & Other Professionals	Collaborative Programs with Education, Government & Business	Research to Strengthen Business & Education	Research to Promote International Competitiveness of U.S. Business
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E13 Experience Design and Management International Best Practices Conference	✓		✓	✓	✓	✓
E14 Other Research Grants in International Business					✓	✓

### RELATIONSHIP OF EACH OBJECTIVE TO OTHER PERMISSIBLE ACTIVITIES

OBJECTIVES AND ACTIVITIES	Overseas Internships Programs for Students and Faculty	Establishment of Linkages with Universities and Orgs. Overseas	Summer Institutes in International Business, Foreign Language Studies, etc.	Study Abroad for Students	Outreach Activities with Universities Overseas for Expertise	Technology-related Activities
<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>						
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	✓			✓		
A2 Teaching Business School Prerequisite Classes Abroad		✓		✓		
A3 Foreign Business Experience for Full-time MBA Students		✓		✓		
A4 Shorter-term Study Abroad Programs				✓		
A5 Project-based Study Abroad Programs		✓		✓		
A6 International Entrepreneurship Study Abroad		✓		✓		✓
A7 Global Tech / Analytics Study Abroad		✓		✓		✓
A8 International Strategy Case Analysis Course		✓				
A9 New “Internationalhub.org” Online Repository with New IB Teaching Tools						✓
A10 New Cultural Intelligence Assessment Tool						✓
A11 New Learning Apps						✓
A12 Virtual ForEx Competition		✓				✓
A13 Global Mindset Video Project for Business Majors						✓
A14 Global Mindset Video Project for Non-Business Majors						✓
A15 Course Development Grant for the Global Women’s Studies Minor and Major						
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	✓			✓		

OBJECTIVES AND ACTIVITIES	Overseas Internships Programs for Students and Faculty	Establishment of Linkages with Universities and Orgs. Overseas	Summer Institutes in International Business, Foreign Language Studies, etc.	Study Abroad for Students	Outreach Activities with Universities Overseas for Expertise	Technology -related Activities
A17 Global Field Studies Projects for MBA Students	✓	✓		✓		
A18 International HR Field Studies Projects	✓	✓		✓		
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan		✓		✓		
A20 Oxford to India Study Abroad	✓	✓		✓		
A21 New Video/ Multimedia IB Cases						✓
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>						
B1 Global Mindset Videos in Foreign Business Languages						✓
B2 Business Language Case Competition in French						
B3 High School Business Language Competition in Chinese and French						
B4 Short Cases on Global Business for Business Language Courses						
B5 Joint CIBER Business Language and Language for Specific Purposes Conference						
B6 Business Language Research and Teaching Awards (BLRT)						
B7 Faculty Development in Business Languages			✓			
B8 Business Language Internships and Global Learning Experiences	✓	✓		✓		
B9 Module on Culture in Business for European Studies Majors						
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>						
C1 Salt Lake Community College Initiatives	✓			✓		
C2 Executive Certificate of Global Business Management						
C3 Snow College Initiative	✓	✓		✓		
C4 Diné College Initiative						
C5 Rocky Mountain CIBE Initiatives						✓

OBJECTIVES AND ACTIVITIES	Overseas Internships Programs for Students and Faculty	Establishment of Linkages with Universities and Orgs. Overseas	Summer Institutes in International Business, Foreign Language Studies, etc.	Study Abroad for Students	Outreach Activities with Universities Overseas for Expertise	Technology -related Activities
C6 International Business Summit and Case Competition						✓
C7 Historical Black Colleges and Universities (HBCU) Project			✓			
C8 Faculty Development in International Business (FDIB) MENA		✓				
C9 Faculty Development in International Business (FDIB) Sub-Saharan Africa		✓				
C10 Faculty Development in International Business (FDIB) China		✓				
C11 Faculty Development in International Business (FDIB) Brussels		✓				
C12 Faculty Development in International Business (FDIB) Brexit and EU		✓				
C13 Faculty Development in International Business (FDIB) India		✓				
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs						
C15 High School Business Teacher Faculty Development Scholarships		✓				
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>						
D1 International Investing Internship in Asia	✓	✓		✓		
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum						✓
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects						✓
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships		✓				
D5 Small Business Development Center Export Tools Workshops						✓
D6 NASBITE Seminars with GOED						
D7 World Trade Association of Utah Initiatives						

OBJECTIVES AND ACTIVITIES	Overseas Internships Programs for Students and Faculty	Establishment of Linkages with Universities and Orgs. Overseas	Summer Institutes in International Business, Foreign Language Studies, etc.	Study Abroad for Students	Outreach Activities with Universities Overseas for Expertise	Technology -related Activities
D8 District Export Council (DEC) Support and Internships						✓
D9 Employer Global Skills Gap Study						✓
D10 On Campus International Internship (OCII)						
D11 ExporTech Internships						
<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>						
E1 Conference on Blockchaining in Global Markets		✓				✓
E2 Research on How Global Reach Improves Performance for Local Projects		✓				✓
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets		✓				✓
E4 Global Knowledge Transfer Research		✓			✓	✓
E5 Quality Management Research in State-Owned Enterprises		✓			✓	
E6 Research on Group vs. Individual Mentorship in Emerging Markets		✓			✓	
E7 Research on Global Accounting Issues		✓			✓	
E8 Research on International Participatory Corporate Social Responsibility (CSR)		✓				✓
E9 Research on Cross-Cultural Consumer Behavior		✓				
E10 Research on Supply Chain Structures in the Base of the Pyramid		✓				✓
E11 New IB Case Writing Development						✓
E12 Conference on Intellectual Property Rights and Technology		✓				✓
E13 Experience Design and Management International Best Practices Conference		✓				✓
E14 Other Research Grants in International Business		✓				✓

## BYU INTERNATIONAL EXPERIENCES

BYU seeks to promote and facilitate the best academic experiences in an intercultural setting. Students, faculty, on-site contacts, and the local community work together in an environment of maximum mutual benefit. BYU focuses on (1) quality experiences, (2) cultural immersion and exchange, (3) life-long service and learning, and (4) character development and personal growth. An average of 1,500 students per year participate in the study abroad, exchange programs, and internships listed below.

Asia
Asia MBA
Asia Pacific Business
Australia and New Zealand Wildlife
Bali: Society, Faith, and the Arts
Cambodia Global Health Internships
China Business Student Exchange
China Global Leadership
China Life Sciences
China Manufacturing Internship
China Mega Construction
China Mega Infrastructure
China, Nanjing Study Abroad
Chinese Flagship Program
Hong Kong Student Exchange
India Global Health Internship
India Int. Development Internship
India Study Abroad
International Investing Internship
Japan Study Abroad Spring
Japan Study Abroad Fall
Japan Internships
Japan Learning and Teaching
Korea and China Study Abroad
Korea Internships
Korea, Seoul-Student Exchange
Singapore Product Design and Dev.
Vietnam Music Performance

Africa
Ghana MPA
Malawi Int. Development Internship
Namibia Study Abroad

Middle East
Archaeology Field School in Petra
Jordan Intensive Arabic Language
Jordan, Int. Development Internship

Europe	
Art History/Classics in Europe	London: British Lit. & Geog.
Berlin Studio Visual Arts S.A.	London: History, Culture, Politics
Brussels Internship	London Study Abroad Winter
Cambridge Programme	London Theatre Study Abroad
Denmark Study Abroad	Moscow Internships
English Language in Britain	Oxford to India Study Abroad
Europe & LA. Business S.A.	Paris French Language
Europe Business Study Abroad	Paris Internship
European Internships	Paris Interdisciplinary Studies
Europe MBA Study Abroad	Portugal Student Exchange
Europe Recreation Management	Romania: Childhood Develop. Int.
France Study Abroad	Russia Study Abroad
France Student Exchange	Sweden Internship
Germany Public Affairs	Spain Study Abroad Fall
Germany Student Exchange	Spain Study Abroad Spring
Heidelberg S.A. & Internship	Spain Student Exchange
International Accounting S.A.	Spain Study Abroad Winter
Italy Dance Study Abroad	Scottish Parliament Internship
Italy CIMBA Business S.A.	Tubingen Germany Study Abroad
Italy GE S.A. in Siena & Rome	Vienna Study Abroad Fall
Italy S.A. Internship in Siena	Vienna Study Abroad Spring
Italy Internships-Winter, Fall	Vienna Study Abroad Summer
London Film Study Abroad	Wales Study Abroad
London: Hist., Culture, Politics	

Latin America
Bolivia Music Teaching
Brazil Student Exchange
Ecuador Biology Study Abroad
L.A. Brazil and Argentina
L.A. Challenges in Water Res.
L.A. Transportation Challenges
Mérida, Mexico Study Abroad
Mexico Transp. Challenges
Peru Global Engineering
Peru Student Exchange
Rural Mexico Lit. Internship

Pacific
Australia & New Zealand Wildlife
Australia & New Zealand Biol. Int.

Multi Region
Global Business Study Abroad
Global Product Development S.A.
Nursing Study Abroad
PEAT Internship
Veteran Rural Nursing Study Abroad
Eng. & Tech. Global Internship

## LANGUAGES TAUGHT AT BYU

Many factors contribute to the diversity and depth of language expertise at BYU. More than three-fourths of BYU students speak a language other than their native tongue. Six percent of the student body is from outside the United States, representing more than 115 countries. More than 50 languages are taught regularly, with an additional 28 languages available with sufficient student interest – among the most offered anywhere in the country. BYU offers courses in all of the commonly taught languages, in 34 of the priority languages, and in 50 other less commonly taught languages. The number of enrollments in language courses at BYU exceeds 50 percent of the student body, compared to the national average of 8 percent. The prior experience of most of the students allows for a higher standard of instruction, using the language to teach other subjects – business, literature, history, culture – as well as to enhance their opportunities outside the classroom.

BYU’s languages cover the entire world. Languages that are offered both as a major and minor program are indicated with two asterisks. Languages that are only offered as minor are indicated with one asterisk. All other languages are offered on a variable basis, but do not offer a major or minor.

LANGUAGES BY REGION (AS CLASSIFIED BY THE U.S. DEPARTMENT OF EDUCATION)					
Africa	Central Asia	South Asia	West Europe		Central & South America
Afrikaans	Armenian♦	Hindi♦	Albanian♦	Italian**	Aymara
Arabic**♦	Chinese	Persian♦	Basque	Latin**	Cakchiquel
French**	(Mandarin)**♦	Urdu♦	Bulgarian♦	Latvian	Guarani
Ga	Kazakh♦		Catalan	Lithuanian	Haitian Creole
Malagasy	Mongolian♦		Croatian♦	Norse*	Maya/Mopan
Portuguese**♦	Persian♦		Danish	Norwegian*	Portuguese**♦
Swahili♦	Russian**♦		Dutch	Portuguese**♦	Quechua♦
Twi	Turkish♦		Estonian	Romanian♦	Quiche
			Finnish*	Serbian♦	Spanish**
<b>Middle East</b>	<b>Southeast Asia, Australia &amp; the Pacific Islands</b>		French	Spanish**	
Arabic**♦	Bicolano	Kiribati	German**	Swedish*	
Greek	Bislama	Laotian♦	Greek**	Ukrainian♦	
Hebrew♦	Burmese♦	Malay♦	Hungarian	Welsh	
Persian♦	Cambodian	Maori	Icelandic*		<b>North America &amp; Caribbean</b>
Turkese	Cebuano♦	Marshallese	<b>Russia &amp; East Europe</b>		American
Turkish♦	Chinese	Portuguese**♦	Armenian♦	Lithuanian	Indian
Urdu	(Mandarin)**♦	Rarotongan	Czech	Mongolian♦	Hawaiian
<b>East Asia</b>	Fijian	Samoa	Estonian	Polish♦	Navajo
	Hiligaynon	Tagalog♦	Georgian♦	Romanian♦	Spanish**
Chines	Hmong	Tahitian	Hungarian	Russian**♦	
(Cantonese)♦	Ilangot	Thai♦	Japanese**♦	Slovenian	
Japanese**♦	Ilocano	Tongan	Kazakh♦	Ukrainian♦	
Korean**♦	Indonesian♦	Vietnamese♦	Latvian		
Mongolian♦	Javanese♦	Waray-Waray			
Taiwanese					

\*\* Major and Minor programs      \* Minor programs only  
 ♦ Priority languages as identified by the Secretary of the U.S. Department of Education  
 Notes: Some languages appear in multiple regions and English is not included in the list.

## LANGUAGES TAUGHT AT BYU – 2017 REPORT

### Top 10 Languages Offered at BYU\*

Language	Average Yearly Enrollment	Total Courses Offered/Year	Business Language Course
Spanish	7,000	78	✓
French	1,700	45	✓
Portuguese♦	1,200	45	✓
Russian♦	1,100	26	✓
Chinese (Mandarin)♦	1,100	32	✓
German	1,000	46	✓
Japanese♦	1,000	28	✓
ASL	700	11	☒
Arabic♦	700	26	✓
Korean♦	500	22	✓

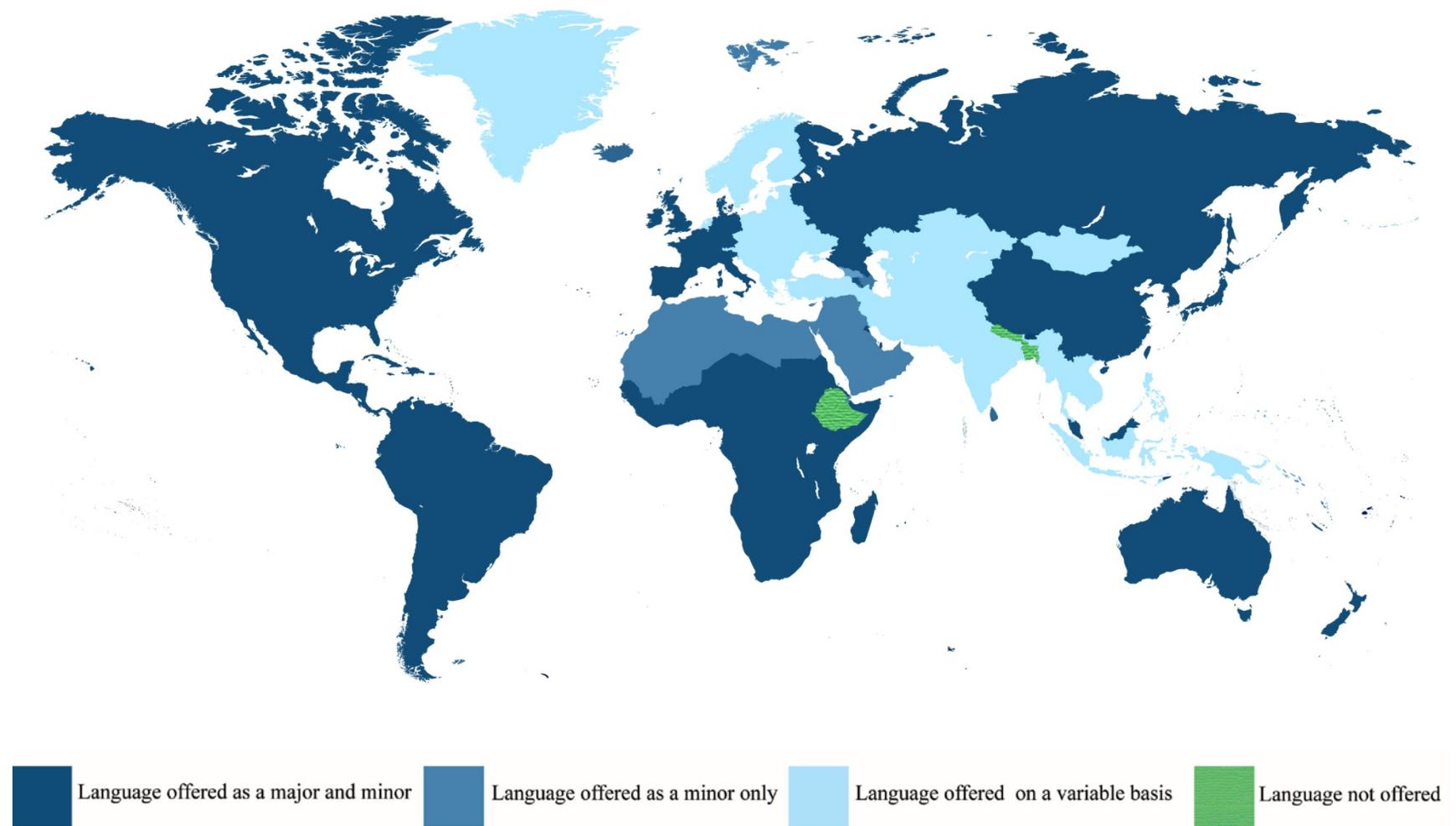
### Additional Less Commonly Taught Languages Offered at BYU\*

Language	Total Courses	Language	Total Courses	Language	Total Courses
Afrikaans	12	Hawaiian	10	Niuean	10
Albanian♦	10	Hebrew♦	26	Norse (Scand)	1
Armenian♦	10	Hindi♦	10	Norwegian	9
Aymara	10	Hmong	10	Persian♦	10
Basque	10	Hungarian	10	Polish♦	12
Bicolano	10	Icelandic	8	Quechua♦	10
Bulgarian♦	10	Ilangot	10	Rarotongan	10
Burmese♦	10	Ilocano	10	Romanian♦	12
Cakchiquel	10	Ilonggo/Hiligaynon	10	Samoan	10
Cambodian	10	Indonesian♦	10	Serbian♦	10
Cantonese♦	5	Italian	25	Slovenian	11
Catalan	10	Javanese♦	10	Swahili♦	10
Cebuano♦	10	K'iche	10	Swedish	9
Croatian♦	10	Kazakh♦	10	Tagalog♦	10
Czech	10	Kiribati	10	Tahitian	10
Dari	10	Laotian♦	10	Taiwanese	10
Danish	9	Latin	27	Thai♦	10
Dutch	11	Latvian	11	Tongan	10
Estonian	10	Lithuanian	11	Turkese	10
Fijian	10	Malagasy	10	Turkish♦	10
Finnish	9	Malay♦	10	Twi	10
Ga	10	Maori	10	Ukrainian♦	11
Georgian♦	10	Marshallese	10	Urdu♦	10
Greek	25	Maya/Mopan	10	Vietnamese♦	10
Guarani	10	Mongolian♦	10	Waray-Waray	10
Haitian Creole	10	Navajo	10	Welsh	10

♦Priority Languages as identified by the Secretary of the U.S. Department of Education.

\*All languages are offered in beginning, intermediate, and advanced levels except for Norse.

## LANGUAGES TAUGHT AT BYU COVER THE WORLD



## BUSINESS LANGUAGE COMPETITIONS

### BUSINESS LANGUAGE CASE COMPETITION

The Business Language Case Competition, pioneered by Brigham Young University (BYU) in 2007, gives business undergraduates from invited universities an exciting opportunity to showcase both their theoretical business knowledge and mastery of the Chinese, Portuguese or Spanish language. Presenting in this competition environment also sharpens participants' collaboration and presentation skills, and capacity to cope with pressure. Each University sends up to two teams of three *non-native speakers of the competition language* to participate in this event. Two weeks in advance, participating teams receive a business case in the foreign language. They are expected to deliver both a written and an oral presentation also in the foreign language, a theoretical solution to the case study. The competition, the first of its kind, culminates in an awards banquet that evening, when the winning team from each language is announced and prizes are awarded.

For the 2014-2018 grant cycle, BYU CIBE will add Arabic to the list of languages of the competition.

PARTICIPATING UNIVERSITIES (2007-2018)*	
American University	University of Nevada Las Vegas
Arizona State University	University of Notre Dame
Brigham Young University	University of Pennsylvania
Brigham Young University Idaho	University of Pittsburgh
Bryant University	University of Rhode Island
Emory University	University of Texas Austin
Indiana University	University of Tulsa
Michigan State University	University of Utah
Purdue University	University of Washington
Rutgers University	US Military Academy
San Diego State University	Utah State University
University of Colorado Boulder	Utah Valley University
University of Connecticut	Vanderbilt University
University of Memphis	Weber State University
University of Miami	

\* Many of these schools have participated in multiple years.

## BUSINESS LANGUAGE COMPETITIONS

### HIGH SCHOOL BUSINESS LANGUAGE COMPETITION

Based on the success of the Business Language Case Competition, BYU launched the first of its kind High School Business Language Competition in 2010. Although slightly different from the college level event, the purpose of the competition is to provide students an opportunity to showcase their theoretical business knowledge, foreign language skills, and sharpen their presentation skills. The competition is open to high school juniors and seniors from all Utah School Districts who have an intermediate/high level of competency in Spanish. Each team receives a product from a sponsoring local company and develops a business plan to market the product to the Utah Hispanic community. They are expected to deliver both a written and an oral presentation of the plan in Spanish on a one-day competition event at BYU.

Each cross-cultural team must have three students, with at least one native or heritage speaker and one non-native/heritage speaker of Spanish. The purposes of the diverse composition of each team are (1) to encourage collaboration among diverse members and (2) to provide an incentive to heritage speakers to maintain their foreign language skills.

In the fourth year of the 2014-2018 grant cycle, BYU CIBE will add Chinese and French to the competition. These students will come from Utah Dual Language Immersion schools (see Supplement 10).

PARTICIPATING HIGH SCHOOLS (2010-2018)*	
American Fork High School	Ogden High School
American Leadership Academy	Orem High School
Beehive Science & Technology Academy	Skyline High School
Bingham High School	Spanish Fork High School
Box Elder High School	Taylorville High School
Carbon High School	Timpview High School
East High School	Utah County Academy of Sciences
Gunnison Valley High	Wasatch High School
Hillcrest High School	West High School
InTech Collegiate High	Westlake High School
Lone Peak High School	

\* Many of these schools have participated in multiple years.

**NOTE:** As an interesting fact, the heritage speaker of past year's winning team was granted a scholarship by the University of California Berkeley.



SCHOOL	DISTRICT	SCHOOL	DISTRICT	SCHOOL	DISTRICT
<b>Spanish (Cont)</b>		<b>Spanish (Cont.)</b>		<b>French (Cont.)</b>	
Majestic Elementary	Jordan	Old Mill Elementary	Wasatch	Edgemont Elementary	Provo
Riverside Elementary	Jordan	Daniel's Canyon	Wasatch	Timpview High	Provo
Herriman Elementary	Jordan	Timpanogos	Wasatch	Centennial Middle	Provo
Welby Elementary	Jordan	Wasatch High	Wasatch	Grantsville E.	Tooele
West Jordan High	Jordan	Hurricane	Washington		
Bridger Elementary	Logan	Dixie Sun	Washington	<b>German</b>	
Horizon Elementary	Murray	Snow Canyon	Washington	Summit Academy	Charter
Riverview Jr. High	Murray	Snow Canyon High	Washington	West Elementary	Tooele
Westside Elementary	Nebo	East Elementary	Washington		
Springville Jr. High	Nebo	Hurricane	Washington		
Moroni Elementary	N. Sanpete	Lava Ridge	Washington		
Bonneville Elementary	Ogden	Freedom Elementary	Weber		
Mt. Odgen Elementary	Ogden	Majestic Elementary	Weber		
T. O. Smith Elementary	Ogden	Orion Jr. High	Weber		
Highland Jr. High	Ogden				
Parley's Park E.	Park City	<b>French</b>			
McPolin Elementary	Park City	Providence E.	Cache		
Ecker Hill Middle	Park City	Butler Elementary	Canyons		
Treasure Mountain Jr	Park City	Oak Hollow E.	Canyons		
Canyon Crest E.	Provo	Draper Park Middle	Canyons		
Timpanogos E.	Provo	Butler Middle	Canyons		
Dixon Middle	Provo	Corner Canyon High	Canyons		
Centennial Middle	Provo	Samuel Morgan E.	Davis		
Emerson Elementary	Salt Lake	Foxboro Elementary	Davis		
Jackson Elementary	Salt Lake	Odyssey Elementary	Davis		
Mountain View E.	Salt Lake	Fairfield Jr. High	Davis		
Parkview Elementary	Salt Lake	Mueller Park Jr.	Davis		
Bryant Middle	Salt Lake	South Davis Jr. High	Davis		
Glendale Middle	Salt Lake	Diamond Ridge E.	Granite		
West High	Salt Lake	Morningside E.	Granite		
South Summit E.	South Su.	Churchill Jr. High	Granite		
South Summit Mid.	South Su.	Jefferson Jr. High	Granite		
Middle Canyon E.	Tooele	Kearns High	Granite		
Anna Smith Elementary	Toole	Skyline High	Granite		
Discovery Elementary	Uintah	Fox Hollow E.	Jordan		
Heber Valley E.	Wasatch	Sunset Ridge Middle	Jordan		
J. R. Smith Elementary	Wasatch	Trailside Elementary	Park City		
Midway Elementary	Wasatch	Jeremy Ranch E.	Park City		
Old Mill Elementary	Wasatch	Ecker Hill Middle	Park City		

## ROCKY MOUNTAIN CIBE NETWORK

The Rocky Mountain region consists of an enormous land area, home to over 250 colleges and universities. Brigham Young University (BYU) and the University of Colorado Denver (UCD), the only two CIBEs in the Rocky Mountain region, have joined together to provide international business expertise to the region’s mostly small and medium-sized institutions who tend to be located in remote areas with limited international business resources. A map on the following page identifies where the current 33 CIBEs are located and highlights the Rocky Mountain region served by BYU and UCD CIBEs.

This collaboration has developed into the Rocky Mountain CIBE Network (RMCIBE), a consortium comprised of 39 community colleges and universities from 10 Rocky Mountain States interested in building international business programs and research capabilities; other regional institutions will be invited to join next grant’s initiatives.

RMCIBER UNIVERSITIES AND COLLEGES		
<b>Arizona</b>	<b>Montana</b>	<b>South Dakota</b>
Mesa Community College♦	Fort Peck Community College+	Oglala Lakota College+
University of Arizona	Little Big Horn College+	Sinte Gleska University+
	Montana State University Billings*	
<b>Colorado</b>	Montana State University Bozeman	<b>Utah</b>
Adams State University♦	Montana State University Northern♦	Brigham Young University*
Colorado Mountain College	Salish Kootenai College+	Salt Lake Community College
Colorado Heights University	University of Montana	University of Utah♦
Community College of Denver♦		Utah State University♦*
Metropolitan State College of Denver♦	<b>Nevada</b>	Utah Valley University♦*
Red Rocks Community College	University of Nevada Las Vegas♦*	Weber State University
Regis University		
United States Air Force Academy♦	<b>New Mexico</b>	<b>Wyoming</b>
University of Colorado Boulder♦	New Mexico Highlands University	Casper College
University of Colorado Colorado Spr.♦	Institute of American Indian Arts+	Northwest College♦
University of Colorado Denver*	University of New Mexico	University of Wyoming
University of Northern Colorado♦	New Mexico State University	
<b>Idaho</b>	<b>North Dakota</b>	
Brigham Young University Idaho♦*	Jamestown College♦	
Idaho State University	North Dakota State University♦*	

♦ Recipients of RMCIBE travel grants and/or research grants in the past decade

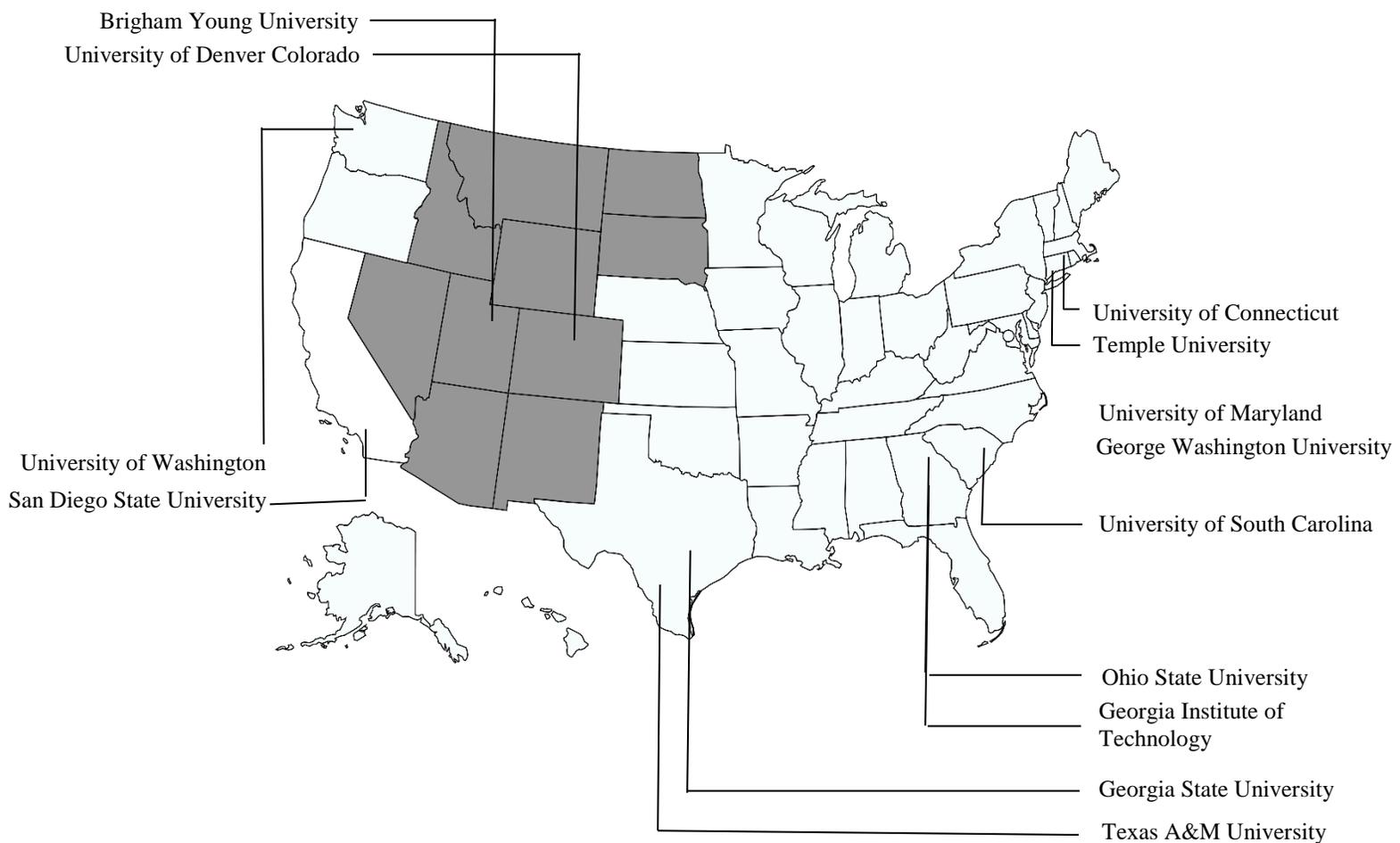
\* RMCIBE Steering Committee

+ Tribal Colleges and Universities

A ten member steering committee from RMCIBE member institutions determines RMCIBE initiatives. These include annual RMCIBE conferences, competitive research and travel grants, and other activities instrumental in raising the international business competencies of member institutions. A major new platform for RMCIBER was its expansion to Tribal Colleges and Universities, which is presented in more details in Supplement 13 (Tribal Colleges and Universities).

A letter of endorsement for BYU and UCD CIBEs from Steering Committee and other RMCIBE members is included in Supplement 2 (Letters of Support).

### AREA SERVED BY BYU AND UC DENVER CIBES



## WORLD TRADE ASSOCIATION OF UTAH

As a founder of the local World Trade Association of Utah (WTA), Brigham Young University CIBE has been a strong supporter for the past decade. The mission of the WTA is to assemble a group of professional people in Utah to promote, network, and expand international trade and commerce. The WTA provides a forum for exchange of ideas and information through a schedule of monthly luncheons, speakers, seminars, workshops, business visits, and special events to strengthen the knowledge and value of the global association.

### SPEAKERS, SEMINARS, AND COMPANY TOURS HELD IN 2010-2018

TOPIC	GUEST SPEAKER
“Cyber-Security and Data Privacy”	Lee A. Wright, Barbara Bagnasacco, Joseph Brubaker, Kyle Peterson, Kirton McConkie
“Blockchain, Analytics, and AI/Cognition Reshaping Procurement and Unlocking Competitive Advantage”	Dan Carrell, Vice President of Global Procurement, IBM
“Franchising: Expert Advice for Expanding Your Business in the US and Europe”	Lee A. Wright and Barbara Bagnasacco, Attorney’s at Kirton McConkie
International Business in Utah Outlook for 2016	Spencer J. Cox, Lieutenant Governor, State of Utah
“Guiding a Firm Through Orders of Magnitude and International Growth”	Randy Rasmussen, Founder and CEO, BioFire Diagnostics
“The Internationalization of Products in the Pharma, Healthcare and Personal Medicine Sectors”	Florian Solzbacher, President and CEO, Blackrock Microsystems
“Innovation and International Outreach: Successful Collaborations with Global Partners.”	Al Walker, Executive Director, Utah Energy Research Triangle
“The Transatlantic Trade and Investment Partnership: The U.S. Free Trade Agreement with Europe.”	Dr. Earl H. Fry, Prof. of Political Science, Brigham Young University
“Disruptive Technologies: The International Impact of 3-D Printing.”	Jared Eggett, Vice President, Ensign Group International, and Michael Lundwall, Vice President of Engineering, Invent-a-Part
“Critical Success Factors When Doing International Business: Translation and Interpretation in the 21 <sup>st</sup> Century.”	David Utrilla, President, U.S. Translation Company
“Why Trade Shows are Worth the Effort: A Panel Discussion Export Lessons From the Outdoor Retailers Expo.”	David Murrell, Owner, KOSMO Corp., Brad Peterson, Director, Utah Outdoor Recreation Office, and Jeff Tackett, CEO, Gator Sports
“Product Innovation and Global Branding.”	Aaron Behle, V. P. of Int. Sales, and Steve McMahon, Product Line Manager, Skullcandy
Breakfast Meeting	Ron Waliczek, Executive, JPMorgan Chase, and Jeffrey Jeppesen, Executive, Wells Fargo
“International Recruiting, International Refugee Program, and Promotion of Tourism in the International Marketplace.”	Bruno Schwartz, Senior Human Resources Manager, Canyons Resort
“What You Should Know But Don’t Know About Importing.”	Scott Ogden, Cargo Link, and Holly Garza, Deseret CHB

“International Incidents: Building Your Global Brand without Getting Your Foot Stuck in Your Mouth.”	Laura Shafer, Director of Product Marketing, StorageCraft Technology Corporation
“International Procurement and Intelligent Subcontracting: Opportunities for Utah Businesses of all Sizes.”	Ralph Cutler, Vice President, WesTech, and Elizabeth Goryuniva, World Bank Private Sector Liaison Officer
“Digital Security in the Global Marketplace”	Ben Wilson, Vice President of Industry Relations, DigiCert
“Current Economic Environment and Business and Investment Opportunities in Turkey”	Mr. Gurkan Suzer, Commercial Attache, Consulate General of Turkey, Los Angeles
“Doing Business in Africa: The Next Frontier”	Heather Byrnes, U.S. Commercial Services and Franz Kolbe, Director, GOED

SEMINARS
Cyber-Security and Data Privacy Seminar
Diplomatic Conference on International Trade Relations
International Business Seminar at BYU Marriott School
Navigating the Multi-Dimension World of International Trade
International Summit
International Protocol Seminar
Navigating the Multi-Dimension World of International Trade
Embracing U.S.-MENA Global Trade Alliances

COMPANY TOURS
Doppelmayr
doTERRA
Spectra Symbols
Reliable Controls
Traeger Pellet Grills, LLC
Blackrock Microsystems
Merit Medical Systems
Orbit Irrigation Products, Inc.
Action Target
U.S. Business Mailing Unit

## TRIBAL COLLEGES AND UNIVERSITIES

A major new platform for RMCIBE was its expansion to Tribal Colleges and Universities (TCUs), 22 of which are located in the Rocky Mountain region.

In addition to the RMCIBE TCUs initiatives, BYUCIBE will partner with Diné College with the objective of generating student and faculty research projects in business and engineering because of energy and social innovation.

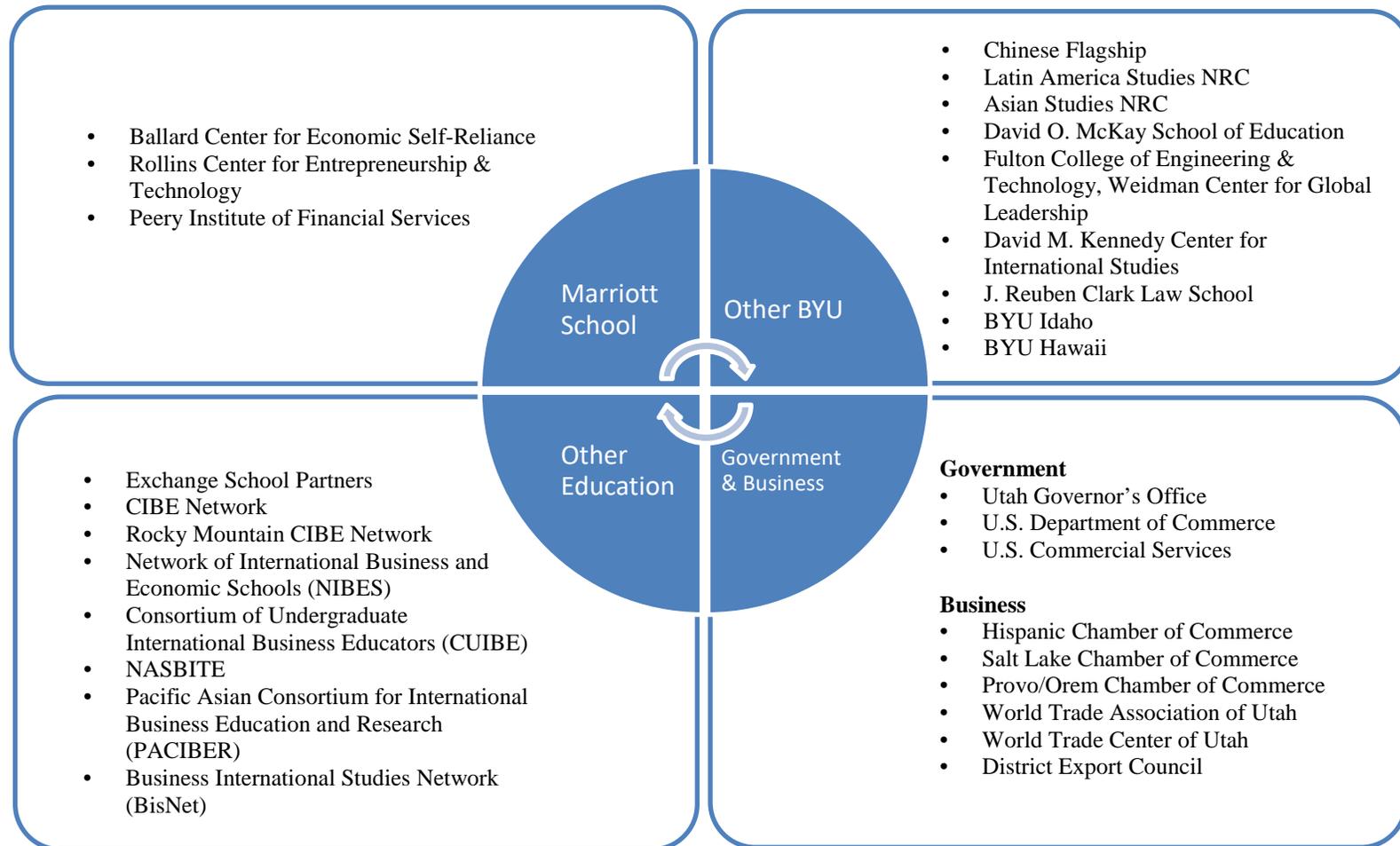
TRIBAL COLLEGES AND UNIVERSITIES IN THE RMCIBE REGION		
INSTITUTE	CITY	STATE
Aaniiih Nakoda College	Harlem	MT
Blackfeet Community College	Browning	MT
Cankdeska Cikana Community College	Fort Totten	ND
Chief Dull Knife College	Lame Deer	MT
Diné College	Tsaile	AZ
Fort Belknap College	Harlem	MT
Fort Brethold Community College	New Town	ND
Fort Peck Community College*	Poplar	MT
Institute of American Indian Arts*	Santa Fe	NM
Little Big Horn College*	Crow Agency	MT
Navajo Technical College	Crownpoint	NM
Oglala Lakota College*	Kyle	SD
Salish Kootenai College*	Pablo	MT
Sinte Gleska University*	Mission	SD
Sisseton Wahpeton College	Sisseton	SD
Sitting Bull College	Fort Yates	ND
Southwestern Indian Polytechnic Institute	Albuquerque	NM
Stone Child College	Box Elder	MT
Tohono O'odham Community College	Sells	AZ
Turtle Mountain Community College	Belcourt	ND
United Tribes Technical College	Bismarck	ND
Wind River Tribal College	Fort Washakie	WY

\*Members of the RMCIBE Network

## Companies that Recruit at BYU Marriott School

FINANCE	MARKETING	OB/HR	SUPPLY CHAIN
3M	3M	ABOTT	ACCENTURE
ACCENTURE	ABOTT	AMAZON	ADOBE
ADOBE	ADOBE	AT&T	AGCO
AMAZON	AGCO	BANK OF AMERICA	AMAZON
AMERICAN EXPRESS	AMAZON	CHEVRON	APPLE
AT&T	APPLE	CISCO	BANK OF AMERICA
AtTASK	BOSE	CITIGROUP	CAMPING WORLD
BD	CAMPBELL SOUP	DECISIONWOSE	CATERPILLAR
BEHAVIOR GAP	CLEARLINK	DELL	CELENESE
CELENESE	CONAGRA	DIGITAL GLOBE	CHEVRON
CHRYSLER	COTOPAXI	EQUINIX	CHRYSLER
CITIGROUP	CUMMINS	GE	CRANE AEROSPACE
CUMMINS	DELL	GEN MILLS	CUMMINS
DARDEN RESTAURANTS	DELOITTE	HERSHEY	DELL
DELL	DOMO	HONEYWELL	DISNEY
DELOITTE CONSULTING	DOW CHEMICALS	HP	DOW CHEMICAL
EBAY	EBAY	INTEL	EATON
ENSIGN GROUP	EXXON MOBIL	J&J	EBAY
EQUINIX	FISHER-PRICE	KELLOGG	EGG MANAGEMENT
EXXON MOBIL	GE	KIMBERLY CLARK	EQUINIX
FORD	GEN MILLS	KLA TENCOR	FORD
FREEPORT MCMORAN	HERSHEY	LINKEDIN	GE GEN MOTORS
GALLUP	HORMEL	MICROSOFT	GLAXO SMITHLINE
GM	IBM	P&G	HP
GOLDMAN SACHS	INTEL	PWC	IBM
HP	INTERWORKS	RAYTHEON	INTEL
IBM	J&J		J&J
INTEL	KIMBERLY CLARK		KIMBERLY CLARK
J&J	L'OREAL		MEAD JOHNSON
JOHN DEER	LIBERTY MUTUAL		MERCEDES BENZ
KIMBERLY CLARK	LINKEDIN		MICROSOFT
KLA TENCOR	MICROSOFT		P&G
MARS	NESTLE		PWC
MELALEUCA	PRUIZ FOODS		SAVAGE SERVICES
MERITOR	PWC		WALMART
MICROSOFT	SYMANTEC		
NATIONAL INSTRUMENTS	T-MOBILE		
NIKE	UP		
NISSAN	VMWARE		
P&G	WALMART		
PEAK CAPITOL	YAHOO		
SYMANTEC			
TARGET			
USAA REAL ESTATE			
VALERUS			
WELLS FARGO			
XEROX			
ZION			

## BYU CIBE COLLABORATIVE ARRANGEMENTS



## NATIONAL SIGNIFICANCE AND QUALITY OF PROJECT DESIGN

**OBJECTIVES AND ACTIVITIES**

**SIGNIFICANCE**

**QUALITY OF PROJECT DESIGN**

A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET		
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	National	MBA students will prepare to work with multinational corporations with a strong functional background and expertise in global issues.
A2 Teaching Business School Prerequisite Classes Abroad	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies.
A3 Foreign Business Experience for Full-time MBA Students	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies.
A4 Shorter-term Study Abroad Programs	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies..
A5 Project-based Study Abroad Programs	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies.
A6 International Entrepreneurship Study Abroad	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies.
A7 Global Tech / Analytics Study Abroad	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies.
A8 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase	National	Once students understand the value of their international experiences for their careers, they will be able to take this expertise to jobs anywhere, not just locally.

## OBJECTIVES AND ACTIVITIES

## SIGNIFICANCE

## QUALITY OF PROJECT DESIGN

A9 New “Internationalhub.org” Online Repository with New IB Teaching Tools	National	This online portal will be available to MSIs, Community Colleges, and Universities nationwide. Businesses may also use the tools.
A10 New Cultural Intelligence Assessment Tool	National	Although initially created for our students. This tool may be used by institutions and executive across the country.
A11 New Learning Apps	National	Apps will be made available online for colleges and universities across the country to integrate in their teaching.
A12 Virtual ForEx Competition	National	This will be a competition open to schools across the country.
A13 Global Mindset Video Project for Business Majors	National	Videos will be made available through our new portal nationally.
A14 Global Mindset Video Project for Non-Business Majors	National	Videos will be made available through our new portal nationally.
A15 Course Development Grant for the Global Women’s Studies Minor and Major	National	Will help students get job in offices of Big 4 accounting firms with clients in Asia. Will share results of program with other universities in conferences on curriculum innovations.
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	National	Will benefit students at BYU, but curriculum innovations will be distributed to other faculty at national ethics conferences.
A17 Global Field Studies Projects for MBA Students	National	Course syllabi and materials will be shared with faculty in the NRC and CIBE networks and on our curriculum website.
A18 International HR Field Studies Projects	National	Projects will be for U.S. Multinational Firms but the experience will make students for attractive to national employers.
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan	Local	These agreements will benefit BYU students and their studies.
A20 Oxford to India Study Abroad	National	Initial benefit will be for BYU students but will help them expand their view of the world and make them more attractive to recruiters from large international companies.
A21 New Video/ Multimedia IB Cases	National	Videos will be made available through our new portal nationally.
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>		
B1 Global Mindset Videos in Foreign Business Languages	National	Videos will be made available through our new portal nationally.
B2 Business Language Case Competition in French	National	Competition will benefit students from around the U.S.

## OBJECTIVES AND ACTIVITIES

## SIGNIFICANCE

## QUALITY OF PROJECT DESIGN

B3 High School Business Language Competition in Chinese and French	Regional	Relevant for HS students in Utah and possibly surrounding states. Not intended to be a national competition.
B4 Short Cases on Global Business for Business Language Courses	National	These cases will be made available on the new online repository which is national.
B5 Joint CIBER Business Language and Language for Specific Purposes Conference	National	Benefits faculty regional and across the country.
B6 Business Language Research and Teaching Awards (BLRT)	National	Benefits faculty regional and across the country.
B7 Faculty Development in Business Languages	Regional	Benefits faculty from Utah and the region.
B8 Business Language Internships and Global Learning Experiences	National	The language capabilities that are developed are valuable to national interests, but will also help students expand their view of the world and make them more attractive to recruiters from large international companies.
B9 Module on Culture in Business for European Studies Majors	Local	Course will benefit BYU students in the European Studies major.
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>		
C1 Salt Lake Community College (SLCC) Initiatives	Regional	Designed for community college in Utah.
C2 Executive Certificate of Global Business Management at SLCC	Regional	Designed for business people from the state of Utah.
C3 Snow College Initiative	Regional	Designed for a community college in Utah.
C4 Diné College Initiative	Regional	Designed for a Tribal College with campuses in Arizona and New Mexico.
C5 Rocky Mountain CIBER Network	Regional	Designed for colleges and universities in the 10-state Rocky Mountain region.
C6 International Business Summit and Case Competition	Regional	Initially for students in Utah, but will expand to make available for students in the region.
C7 Minority Serving Institutions (MSI) and Community Colleges (CC) Consortium - CMCC	National	Designed for faculty from MSIs and HBCUs, which have a national footprint.
C8 International Business Intitutes "on the Road"	Regional	Will benefit Community Colleges in our region.
C9 Faculty Development in International Business (FDIB) MENA	National	Available to faculty from any university in the U.S.
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa	National	Available to faculty from any university in the U.S.

**OBJECTIVES AND ACTIVITIES****SIGNIFICANCE****QUALITY OF PROJECT DESIGN**

C11 Faculty Development in International Business (FDIB) China: One Belt and One Road	National	Available to faculty from any university in the U.S.
C12 Faculty Development in International Business (FDIB) Brexit and EU	National	Available to faculty from any university in the U.S.
C13 Faculty Development in International Business (FDIB) India	National	Available to faculty from any university in the U.S.
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs	National	These resources will be distributed to multiple outlets across the country.
C15 High School Business Teacher Faculty Development Scholarships	Regional	This opportunity will benefit High School teachers in Utah and the region.
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>		
D1 International Investing Internship in Asia	National	For students who will work for investment companies located nationally.
D2 Governor's Office of Economic Development (GOED) Utah Global Forum	Regional	The forum is designed to benefit business and individuals in the region.
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects	Regional	Projects will be for Utah companies.
D4 Governor's Office of Economic Development (GOED) Trade Mission Scholarships	Regional	Scholarships will be available to businesses in the Utah region expanding internationally.
D5 Small Business Development Center Export Tools Workshops	Regional	The project will be designed with the Utah region SBDC which typically works with regional businesses.
D6 NASBITE Seminars with GOED	National	Sponsorship benefits export professionals nationwide.
D7 World Trade Association of Utah Initiatives	Regional	Support for a Utah organization that helps develop greater capability among professionals to engage in international business in the Utah region.
D8 District Export Council (DEC) Support and Internships	Regional	Internships will be with companies in Utah doing business globally.
D9 Employer Global Skills Gap Study	National	The results of the study will first roll out regionally, but also can be shared nationally.
D10 On Campus International Internship (OCII)	National	Most of the OCIs will be for U.S. based multinational firms.
D11 ExporTech Internships	Regional	Internships are with local Utah exporting companies.

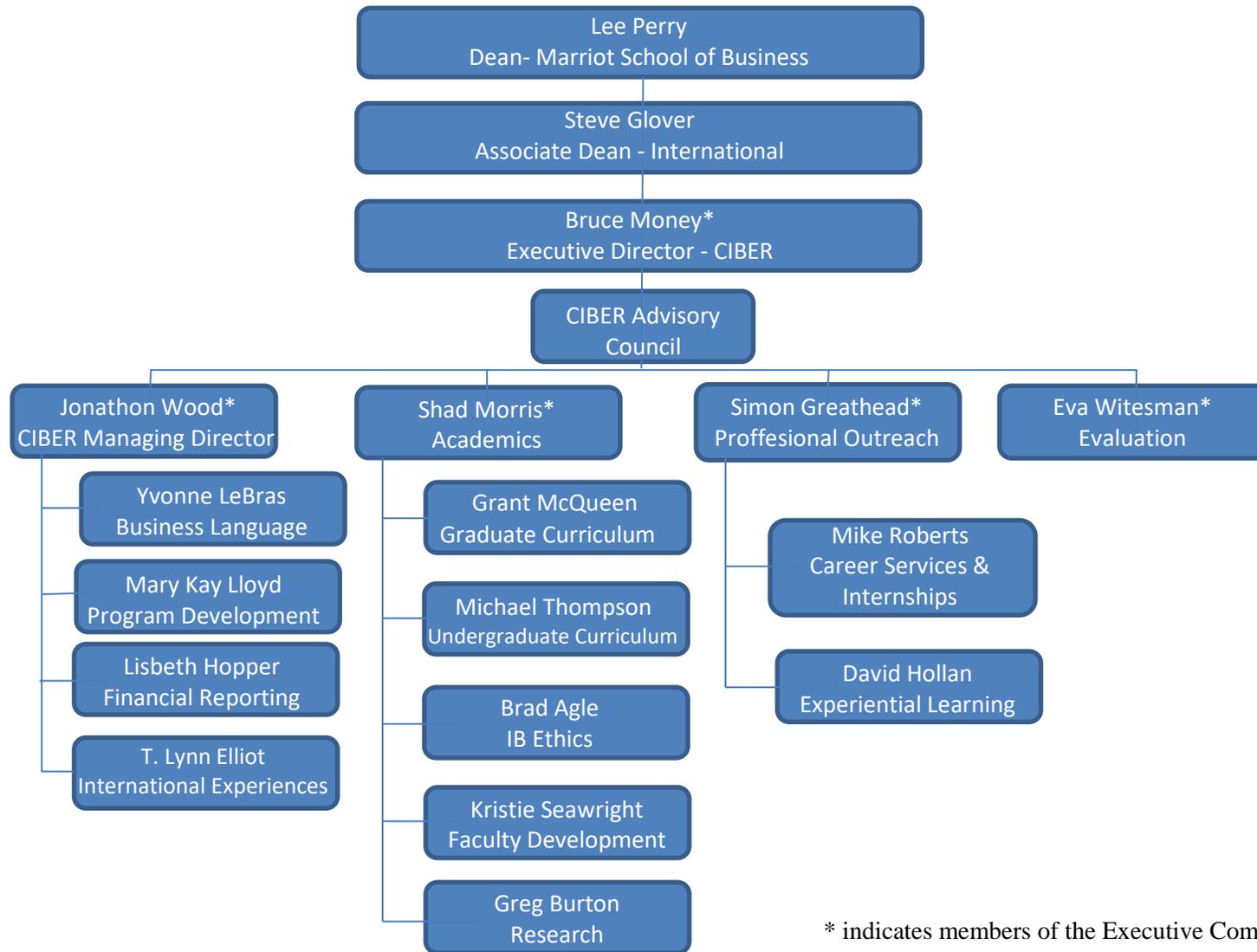
**OBJECTIVES AND ACTIVITIES**

**SIGNIFICANCE**

**QUALITY OF PROJECT DESIGN**

<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>		
E1 Conference on Blockchaining in Global Markets	National	Will involve speakers from around the U.S. and result in research output available on a national level.
E2 Research on How Global Reach Improves Performance for Local Projects	National	Results in a research stream that will be presented at national conference and published in good journals.
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets	National	Results in a research stream that will be presented at national conference and published in good journals.
E4 Global Knowledge Transfer Research	National	Results in a research stream that will be presented at national conference and published in good journals.
E5 Quality Management Research in State-Owned Enterprises	National	Results in a research stream that will be presented at national conference and published in good journals.
E6 Research on Group vs. Individual Mentorship in Emerging Markets	National	Results in a research stream that will be presented at national conference and published in good journals.
E7 Research on Global Accounting Issues	National	Results in a research stream that will be presented at national conference and published in good journals.
E8 Research on International Participatory Corporate Social Responsibility (CSR)	National	Results in a research stream that will be presented at national conference and published in good journals.
E9 Research on Cross-Cultural Consumer Behavior	National	Results in a research stream that will be presented at national conference and published in good journals.
E10 Research on Supply Chain Structures in the Base of the Pyramid	National	Results in a research stream that will be presented at national conference and published in good journals.
E11 New IB Case Writing Development	National	Cases to written and shared with universities across the country.
E12 Conference on Intellectual Property Rights and Technology	National	Conference will have attendees and presenters from across the country impacting professors to return to their state and share what they learned.
E13 Experience Design and Management International Best Practices Conference	National	Conference will have attendees and presenters from across the country impacting professors to return to their state and share what they learned.
E14 Other Research Grants in International Business	National	Results in a research streams that will be presented at national conference and published in good journals.

## BYU CIBE EXECUTIVE COMMITTEE AND POLICY BOARD



\* indicates members of the Executive Committee

## MANAGEMENT PLAN

### OBJECTIVES AND ACTIVITIES

### PROJECT MANAGER

<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>	
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	John Bingham
A2 Teaching Business School Prerequisite Classes Abroad	Bruce Money
A3 Foreign Business Experience for Full-time MBA Students	Bruce Money
A4 Shorter-term Study Abroad Programs	Bruce Money
A5 Project-based Study Abroad Programs	Bruce Money
A6 International Entrepreneurship Study Abroad	Nile Hatch
A7 Global Tech / Analytics Study Abroad	Jeff Dotson
A8 International Strategy Case Analysis Course	Liz Dixon
A9 New Internationalhub.org Online Repository with New IB Teaching Tools	Shad Morris
A10 New Cultural Intelligence Assessment Tool	Jim Oldroyd
A11 New Learning Apps	Jim Oldroyd
A12 Virtual ForEx Competition	Jim Oldroyd
A13 Global Mindset Video Project for Business Majors	Shad Morris
A14 Global Mindset Video Project for Non-Business Majors	Shad Morris
A15 Course Development Grant for the Global Women's Studies Minor and Major	Valerie Hergstrom
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	Jonathon Wood
A17 Global Field Studies Projects for MBA Students	Dave Hollan
A18 International HR Field Studies Projects	Shad Morris
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan	Jonathon Wood
A20 Oxford to India Study Abroad	Jonathon Wood
A21 New Video/ Multimedia IB Cases	Shad Morris
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>	
B1 Global Mindset Videos in Foreign Business Languages	Shad Morris
B2 Business Language Case Competition in French	Mary Kay Lloyd
B3 High School Business Language Competition in Chinese and French	Mary Kay Lloyd
B4 Short Cases on Global Business for Business Language Courses	Frank Christianson
B5 Joint CIBER Business Language and Language for Specific Purposes Conference	Jonathon Wood

## OBJECTIVES AND ACTIVITIES

## PROJECT MANAGER

B6 Business Language Research and Teaching Awards (BLRT)	Lisbeth Hopper
B7 Faculty Development in Business Languages	Yvonne LeBras
B8 Business Language Internships and Global Learning Experiences	Anthony Brown
B9 Module on Culture in Business for European Studies Majors	Simon Greathead
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>	
C1 Salt Lake Community College (SLCC) Initiatives	Jonathon Wood
C2 Executive Certificate of Global Business Management at SLCC	Jonathon Wood
C3 Snow College Initiative	Jonathon Wood
C4 Diné College Initiative	Simon Greathead
C5 Rocky Mountain CIBER Network	Jonathon Wood
C6 International Business Summit and Case Competition	Simon Greathead
C7 Minority Serving Institutions (MSI) and Community Colleges (CC) Consortium - CMCC	Jonathon Wood
C8 International Business Institutes “on the Road”	Bruce Money
C9 Faculty Development in International Business (FDIB) MENA	Jonathon Wood
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa	Jonathon Wood
C11 Faculty Development in International Business (FDIB) China: One Belt and One Road	Jonathon Wood
C12 Faculty Development in International Business (FDIB) Brexit and EU	Jonathon Wood
C13 Faculty Development in International Business (FDIB) India	Jonathon Wood
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs	Jonathon Wood
C15 High School Business Teacher Faculty Development Scholarships	Lisbeth Hopper
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>	
D1 International Investing Internship in Asia	Bryan Sudweeks
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum	Jonathon Wood
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects	Shad Morris
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships	Jonathon Wood
D5 Small Business Development Center Export Tools Workshops	Jonathon Wood
D6 NASBITE Seminars with GOED	Jonathon Wood
D7 World Trade Association of Utah Initiatives	Simon Greathead
D8 District Export Council (DEC) Support and Internships	Jonathon Wood
D9 Employer Global Skills Gap Study	Chris Clason
D10 On Campus International Internship (OCII)	Chris Clason
D11 ExporTech Internships	

## OBJECTIVES AND ACTIVITIES

## PROJECT MANAGER

<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>	
E1 Conference on Blockchaining in Global Markets	Tom Foster
E2 Research on How Global Reach Improves Performance for Local Projects	Jim Oldroyd
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets	Chad Carlos
E4 Global Knowledge Transfer Research	Shad Morris
E5 Quality Management Research in State-Owned Enterprises	Tom Foster
E6 Research on Group vs. Individual Mentorship in Emerging Markets	Bruce Money
E7 Research on Global Accounting Issues	Jim Stice
E8 Research on International Participatory Corporate Social Responsibility (CSR)	David Kryscinski
E9 Research on Cross-Cultural Consumer Behavior	Tamera Masters
E10 Research on Supply Chain Structures in the Base of the Pyramid	Cindy Wallin
E11 New IB Case Writing Development	Bruce Money
E12 Conference on Intellectual Property Rights and Technology	Peter Midgley
E13 Experience Design and Management International Best Practices Conference	Peter Ward
E14 Other Research Grants in International Business	Various

## ACTIVITIES AND MILESTONES TIMELINE 2018-2022

OBJECTIVES AND ACTIVITIES	YEAR 1 2018-2019			YEAR 2 2019-2020			YEAR 3 2020-2021			YEAR 4 2021-2022		
	Fall	Winter	Sp/ Su									
<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>												
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	P	P	P	I	I	E	S	S	E	S	S	E
A2 Teaching Business School Prerequisite Classes Abroad	P	P	P	P	P	I	E	S	I	E	S	I
A3 Foreign Business Experience for Full-time MBA Students	P	P	P	P	P	I	E	S	I	E	S	I
A4 Shorter-term Study Abroad Programs	P	P	P	P	P	I	E	S	I	E	S	I
A5 Project-based Study Abroad Programs	P	P	I	E	S	I	E	S	I	E	S	I
A6 International Entrepreneurship Study Abroad	P	P	I	E	S	I	E	S	I	E	S	I
A7 Global Tech / Analytics Study Abroad	P	P	I	E	S	I	E	S	I	E	S	I
A8 International Strategy Case Analysis Course	I	I	E	I	I	E	I	I	E	I	I	E
<b>A9</b> New “Internationalhub.org” Online Repository with New IB Teaching Tools	P	P	P	I	I	E	S	I	E	S	I	E
A10 New Cultural Intelligence Assessment Tool	P	P	P	I	E	S	I	I	E	S	I	I
A11 New Learning Apps	I	I	E	P	I	E	I	I	E	P	I	E
A12 Virtual ForEx Competition	P	P	P	P	I	E	S	I	E	S	I	E

OBJECTIVES AND ACTIVITIES	YEAR 1 2018-2019			YEAR 2 2019-2020			YEAR 3 2020-2021			YEAR 4 2021-2022		
	Fall	Winter	Sp/ Su									
A13 Global Mindset Video Project for Business Majors	I	I	P	E	S	I	I	I	E	S	I	E
A14 Global Mindset Video Project for Non-Business Majors	I	I	P	E	S	I	I	I	E	S	I	E
A15 Course Development Grant for the Global Women’s Studies Minor and Major	P	P	P	I	I	E	I	I	E	I	I	E
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	I	E	S	I	E	S	I	E	S	I	E	S
A17 Global Field Studies Projects for MBA Students	P	I	E	S	I	E	S	I	E	S	I	E
A18 International HR Field Studies Projects	P	I	E	S	I	E	S	I	E	S	I	E
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan	I	E	-	I	E	-	I	E	-	I	E	-
A20 Oxford to India Study Abroad	P	P	I	E	S	I	E	S	I	E	S	I
A21 New Video/ Multimedia IB Cases	I	I	P	E	S	I	I	I	E	S	I	E
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>												
B1 Global Mindset Videos in Foreign Business Languages	I	I	P	E	S	I	I	I	E	S	I	E
B2 Business Language Case Competition in French	P	I	E	S	I	E	S	I	E	S	I	E
B3 High School Business Language Competition in Chinese and French	I	E	S	I	E	S	I	E	S	I	E	S
B4 Short Cases on Global Business for Business Language Courses	I	E	S	I	E	S	I	E	S	I	E	S

OBJECTIVES AND ACTIVITIES	YEAR 1 2018-2019			YEAR 2 2019-2020			YEAR 3 2020-2021			YEAR 4 2021-2022		
	Fall	Winter	Sp/ Su									
B5 Joint CIBER Business Language and Language for Specific Purposes Conference	-	-	P	I	E	S	-	-	P	I	E	S
B6 Business Language Research and Teaching Awards (BLRT)	P	I	E	-	-	-	P	I	E	-	-	-
B7 Faculty Development in Business Languages	P	I	E	P	I	E	P	I	E	P	I	E
B8 Business Language Internships and Global Learning Experiences	P	P	I	E	S	I	E	S	I	E	S	I
B9 Module on Culture in Business for European Studies Majors	P	I	E	I	I	E	I	I	E	I	I	E
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIS</b>												
C1 Salt Lake Community College (SLCC) Initiatives	P	P	I	E	S	I	E	S	I	E	S	I
C2 Executive Certificate of Global Business Management at SLCC	P	I	E	P	I	E	P	I	E	P	I	E
C3 Snow College Initiative	P	P	I	E	S	I	E	S	I	E	S	I
C4 Diné College Initiative	P	P	P	I	I	E	I	I	E	S	I	E
C5 Rocky Mountain CIBER Network	-	-	P	I	E	S	-	-	P	I	E	S
C6 International Business Summit and Case Competition	I	E	S	I	E	S	I	E	S	I	E	S
C7 Minority Serving Institutions (MSI) and Community Colleges (CC) Consortium - CMCC	P	I	E	P	I	E	P	I	E	P	I	E
C8 International Business Intitutes “on the Road”	-	-	-	P	I	E	-	-	-	P	I	E
C9 Faculty Development in International Business (FDIB) MENA	P	I	E	-	-	-	P	I	E	-	-	-

OBJECTIVES AND ACTIVITIES	YEAR 1 2018-2019			YEAR 2 2019-2020			YEAR 3 2020-2021			YEAR 4 2021-2022		
	Fall	Winter	Sp/ Su									
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa	-	P	I	E	P	I	E	P	I	E	P	I
C11 Faculty Development in International Business (FDIB) China: One Belt and One Road	-	P	I	E	P	I	E	P	I	E	P	I
C12 Faculty Development in International Business (FDIB) Brexit and EU	P	P	I	E	S	-	P	P	I	E	-	-
C13 Faculty Development in International Business (FDIB) India	-	-	-	P	P	I	E	S	-	P	P	I
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs	P	P	P	P	P	P	P	P	P	P	P	I
C15 High School Business Teacher Faculty Development Scholarships	P	P	I	E	S	I	E	S	I	E	S	I
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>												
D1 International Investing Internship in Asia	P	P	I	E	S	I	E	S	I	E	S	I
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum	P	P	I	E	S	I	E	S	I	E	S	I
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects	P	P	I	E	S	I	E	S	I	E	S	I
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships	P	P	I	E	S	I	E	S	I	E	S	I
D5 Small Business Development Center Export Tools Workshops	P	P	I	E	S	I	E	S	I	E	S	I
D6 NASBITE Seminars with GOED	P	P	I	E	S	I	E	S	I	E	S	I

OBJECTIVES AND ACTIVITIES	YEAR 1 2018-2019			YEAR 2 2019-2020			YEAR 3 2020-2021			YEAR 4 2021-2022		
	Fall	Winter	Sp/ Su									
D7 World Trade Association of Utah Initiatives	P	I	E	P	I	E	P	I	E	P	I	E
D8 District Export Council (DEC) Support and Internships	P	I	E	P	I	E	P	I	E	P	I	E
D9 Employer Global Skills Gap Study	P	I	I	E	S	I	I	I	E	S	I	I
D10 On Campus International Internship (OCII)	P	I	E	P	I	E	P	I	E	P	I	E
D11 ExporTech Internships	P	I	E	P	I	E	P	I	E	P	I	E
<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>												
E1 Conference on Blockchaining in Global Markets	-	-	P	P	I	E	S	-	-	-	-	-
E2 Research on How Global Reach Improves Performance for Local Projects	I	I	I	E	E	-	-	-	-	-	-	-
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets	-	-	-	-	-	-	-	-	P	I	I	E
E4 Global Knowledge Transfer Research	-	-	P	I	I	E	-	-	-	-	-	-
E5 Quality Management Research in State-Owned Enterprises	I	I	E	-	-	-	-	-	-	-	-	-
E6 Research on Group vs. Individual Mentorship in Emerging Markets	-	-	-	-	-	P	I	I	E	-	-	-
E7 Research on Global Accounting Issues	-	-	-	-	-	P	I	I	E	-	-	-
E8 Research on International Participatory Corporate Social Responsibility (CSR)	-	-	P	I	I	E	-	-	-	-	-	-
E9 Research on Cross-Cultural Consumer Behavior	-	-	P	I	I	E	-	-	-	-	-	-

OBJECTIVES AND ACTIVITIES	YEAR 1 2018-2019			YEAR 2 2019-2020			YEAR 3 2020-2021			YEAR 4 2021-2022		
	Fall	Winter	Sp/ Su									
E10 Research on Supply Chain Structures in the Base of the Pyramid	-	-	P	I	I	E	-	-	-	-	-	-
E11 New IB Case Writing Development	P	I	E	S	I	E	I	I	E	I	I	E
E12 Conference on Intellectual Property Rights and Technology	-	-	P	I	E	S	-	-	-	-	-	-
E13 Experience Design and Management International Best Practices Conference	P	I	E	S	I	E	S	I	E	S	I	E
E14 Other Research Grants in International Business	I	I	E	I	I	E	I	I	E	I	I	E

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**Aaron Miller**

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Aaron Miller is an Assistant Teaching Professor in the Romney Institute of Public Management at Brigham Young University. Professor Miller received both his MPA and JD from Brigham Young University in 2006 and is currently an Assistant Teaching Professor in The Romney Institute of Public Management at BYU. He has also been an attorney in private practice specializing in non-profit law and was the President and CEO of ChariState, Inc. where he developed automated financial reporting solutions for non-profit organizations. He is also a member of the Utah State Bar.

Professor Miller teaches courses on non-profit law, non-profit structure and finance, altruism economics, social entrepreneurship, business ethics, and philanthropy.

In addition to English, Professor Miller is also fluent in both Romanian and French.

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**Bonnie Anderson**

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Bonnie Anderson is the Department Chair and Professor of Information Systems at Brigham Young University. Professor Anderson received MAcc and MISM at BYU in 1995 and later received Ph.D. in Information Systems at Carnegie Mellon University. Bonnie has had experience as a professional consultant through Accenture and over the years written many publications.

In addition to English, Professor Anderson is also fluent in Japanese.

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**Bradley Roy Agle**

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Bradley Roy Agle is the George W. Romney Endowed Professor of Ethics and Leadership in the Romney Institute of Public Management. Dr. Agle received his PhD in Business Management from the University of Washington in 1993 and he earned his BS in Information Management from Brigham Young University in 1986.

Dr. Agle is an active researcher concentrating on CEO leadership, business ethics, stakeholder management, and religious influences on business. He has publications in *Academy of Management Review*, *Academy of Management Journal*, *Business Ethics Quarterly*, *Journal of Business Ethics*, *Business and Society*, *Human Relations*, *Sloan Management Review*, *Leadership Quarterly*, and *Organizational Dynamics*.

Dr. Agle served as Director for the David Berg Center for Ethics and Leadership in the Katz Graduate School of Business, University of Pittsburgh from its inception until 2007. Dr. Agle has professional experience consulting with various companies including Alcoa, Federated Investors, Mellon Financial, US Steel, and the United States Marines.

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**Bryan Sudweeks**

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Dr. Bryan Sudweeks is an Associate Professor of Finance at the Marriott School of Management where he teaches classes related to Investments, Personal, Managerial, and International Finance. He teaches the Investment Modeling and Valuation, Financial Planning, Personal Finance, International Finance, and Managerial Finance classes. He also teaches the Asset Management class where undergraduate students manage \$1.2mn in real assets. Dr. Sudweeks also directs the International Investing Internship, where he annually takes students abroad for a one month internship visiting and analyzing international and emerging market companies.

He is the lead behind the Marriott School of Management's "Personal Finance: Another Perspective" website at <http://personalfinance.byu.net>, a free resource which can help university students and community become more financially self-reliant. Bryan spent 13 years in the investment banking and asset management industry managing assets in the Emerging Markets asset class for Emerging Markets Investors Corporation (Washington D.C.) and Montgomery Asset Management (San Francisco). He received his Ph.D. in Business Administration from George Washington University in Washington D.C., an MBA and Bachelors in Mandarin Chinese from BYU, and is a Chartered Financial Analyst.

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**Cindy Wallin**

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Cindy Wallin is an assistant professor of global supply chain management at Brigham Young University. She earned her PhD in supply chain management from the W. P. Carey School of Business at Arizona State University. She also holds an MBA with an emphasis in finance and operations and a BS in accountancy from Brigham Young University.

Dr. Wallin's research focuses on buyer-supplier interfaces in the form of trust-based relationships, information sharing, collaboration, and collaborative inventory management approaches. Her research has been published in various journals, including *Decision Sciences Journal*, *Journal of Supply Chain Management*, *Quality Management Journal*, and *Journal of Business Logistics*.

Before pursuing her doctoral studies, Wallin was a commodity team manager for Intel Corporation. During her eight years at Intel she also held the positions of senior buyer, purchasing manager, stores manager, and commodity manager. Before her graduate studies, Wallin also worked as an auditor for the Defense Contract Audit Agency.

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**Cory Leonard**

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Cory Leonard is an Assistant Director at the David M. Kennedy Center for International Studies and serves on the Executive Committee. Leonard received his MPA in Organizational Behavior from Brigham Young University in 1997 and his BA in English from Brigham Young University in 1994.

Leonard directs events, outreach, hosting, and publications for the center while developing academic and informational events, print/web/video projects, conferences, and training for education, business, media, and alumni. In addition, Cory directs the Kennedy Center's nationally-recognized student programs (Intercultural Outreach IAS 353, Model United Nations IAS 351) and coordinates student organizations. Leonard helped produce the DVD "Global Car" and will help the BYU CIBE produce a video about the Brazilian economy.

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**David Hollan**

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David Hollan is the Director of Experiential Learning at the Marriott School of Management at Brigham Young University. Hollan creates experiential learning opportunities for students throughout their academic education. He manages two flag ship programs for experiential learning, the Field Studies Course in the MBA program and On Campus Internships where more than 1,000 undergraduate students per year gain work experience with companies from Fortune 100 companies to startups.

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**David Kryzcinski**

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Dr. Kryzcinski has a BSE in Chemical Engineering and practiced as a Process Engineer, Production Analyst and Alternative Fuels and Raw Materials Manager for Holcim (US) Inc. prior to receiving his PhD in Strategy from Emory University's Goizueta Business School.

Dr. Kryzcinski currently serves as the associate professor of Strategy working in the department of management at Brigham Young University. Kryzcinski has won multiple awards such as BPS Best Dissertation Award, and Goizueta Fellowship award from the Goizueta Business School.

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**Eva Witesman**

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Eva M. Witesman, Ph.D. is an assistant professor of public management at the Romney Institute of Public Management at Brigham Young University. She received her Master of Public Affairs and PhD from the School of Public and Environmental Affairs at Indiana University, specializing in public policy analysis and public management. Dr. Witesman received a Bachelor of University Studies from the University of Utah College of Science.

Dr. Witesman is Associate Director – Evaluation for BYU CIBE. She teaches master’s level courses in statistical analysis and public program evaluation, where she oversees the development of dozens of program evaluation plans for public and nonprofit organizations each year including those for national, federal, and international organizations. She also serves in the Utah State Evidence-based Workgroup in the Department of Health and Human Services.

Dr. Witesman’s research centers primarily on the differences between the public, nonprofit, and private sectors. In addition to her research on sector differences, Dr. Witesman also examines topics of more general interest across sectors, including public program evaluation and institutional analysis. Among her other work, Dr. Witesman is currently a consultant for the State of Utah working to implement a statewide program evaluation initiative intended to enhance government innovation and efficiency.

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**F. Greg Burton**

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F. Greg Burton holds the Deloitte & Touche Fellowship and is an Associate Professor in the School of Accountancy at Brigham Young University. Dr. Burton received his PhD in Accounting from the University of South Carolina Columbia in 1994. He received his MAC from Utah State University in 1987 and his BA in Accounting from Utah State University in 1984.

Dr. Burton was a visiting professor at the International Graduate Business School in Zagreb, Croatia in 2005. He also worked for KPMG in Jakarta, Indonesia for two years and an additional four years stateside. Dr. Burton published an article in *Research in Accounting Regulation* dealing with South Korean auditing regulations. Dr. Burton has done over nineteen presentations directly dealing with international accounting standards. He received a grant from the IAAER/IFAC in 2008. He is currently the co-chair for the International Section of the American Accounting Association and has served on the committee since 2005.

Dr. Burton has received numerous awards for his teaching including the Outstanding Educator award from Ernst & Young in 2005.

In addition to English, Dr. Burton is fluent in German and Serbian/Croatian.

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**Jeff H. Dyer**

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Jeffrey H. Dyer is the Horace Pratt Beesley Professor of Global Strategy and Department Chair Organizational Leadership & Strategy. Dr. Dyer received his PhD in Management from the University of California Los Angeles in 1993. He received his MBA in Business and his BS in Psychology from Brigham Young University in 1984 and 1982 respectively.

Dr. Dyer's focus is on creativity and innovation, international strategy, supply-chain management, strategic alliances, and competitive advantage. His research interests include strategic alliances, entrepreneurship, interorganizational learning, and knowledge management and interorganizational trust. Dr. Dyer has published over 20 articles directly relating to international business. His recent publications include *Harvard Business Review*, *Strategic Management Journal*, and *Journal of International Business Studies*. He has won research awards from the Strategic Management Society, McKinsey and Company, the Institute of Management Science, and the Academy of Management. His book *Collaborative Advantage* won the Shingo Prize Research Award. His 2000 JIBS article on trust in supplier-automaker relationship in the U.S., Japan, and Korea was recently selected as the winner of the 2010 JIBS Decade Award. He is a member of the Strategic Management Society, Academy of Management, and the Association of International Business.

In addition to English, Dr. Dyer is fluent in Korean.

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**Jeff Thompson**

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Jeffery Thompson is an Associate Professor of Public Management for the Romney Institute of Public Management at Brigham Young University. Dr. Thompson earned his BS in Japanese and his MBA in Organizational Behavior from Brigham Young University and his PhD in Organizational Behavior from the University of Minnesota in 1999.

Dr. Thompson began teaching at University of Miami in 1999 and has taught at BYU since 2003. He has received several awards in the field of Organizational Behavior including the Owens Award, and was awarded the Outstanding Scholarship Award from the Marriott School of Management in 2009 and Teacher of the Year from the Romney Institute of Public Management in 2007.

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**Jeff Wilks**

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Professor Wilks is the Director and EY professor of BYU's School of Accountancy. He joined the BYU faculty in 2000 after completing his M.S. and Ph.D. at Cornell University. From 2006 to 2008, he worked as an academic fellow at the Financial Accounting Standards Board in Norwalk, Connecticut. Dr. Wilks helped in the development of a new international standard on revenue recognition that will be released in 2014. At BYU, Dr. Wilks served as an academic advisor to the International Accounting Standards Board. He has also worked as a technical advisor to Connor Group, which provided technical GAAP review, IPO services, and SEC reporting guidance to 44 percent of the Bay Area IPOs in the past five years. In 2014, the Financial Accounting Foundation appointed him to the Financial Accounting Standards Advisory Council.

For over 12 years, Dr. Wilks has taught a case-based master's level course that makes extensive use of the Deloitte Trueblood Case Series. Students rate this course among the most difficult, yet the most valuable, in the accounting program. The Marriott School recently awarded Professor Wilks the 2011 Teaching Excellence Award. Professor Wilks' research examines accounting policies, auditing fair value measurements, and fraud detection and prevention. He has published articles in *The Accounting Review*, *Review of Accounting Studies*, *Contemporary Accounting Research*, *Auditing: A Journal of Practice & Theory*, *Management Science*, and *Accounting Horizons*.

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**Jim Oldroyd**

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Professor James Oldroyd is an associate professor of Strategy at the Marriott School of Management, Brigham Young University and the Ford Motor/Richard Cook Research Fellow. He received his Ph.D. from the Kellogg School of Management at Northwestern University in 2007. He was an associate professor of management at SKK-GSB in Seoul, South Korea for five years and an assistant professor of international business at The Ohio State University for three years.

His research explores the intersection of networks and knowledge flows. This work has been published in outlets such as the *Academy of Management Review*, *Organization Science* and *Harvard Business Review*. He teaches courses on strategy, strategy implementation, international business, and negotiations to undergraduates, MBAs, and executives.

In addition to teaching at SKK, OSU and BYU, he has taught at the Indian School of Business and the University of North Carolina. He is actively involved in delivering custom leadership training courses for numerous companies including Samsung, Doosan, SK, Quintiles, and Inside Sales.

In addition to English, Professor Oldroyd is fluent in Laotian.

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**Jim Stice**

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Jim Stice currently serves as the W. Steve Albrecht Professor in the BYU School of Accountancy. He received both his BS and MS in Accounting at Brigham Young University, then later received his Ph.D. from the University of Washington in Accounting. Jim has served our school since 1999 and has contributed to multiple publications on accounting.

Throughout his time serving in the school of accounting, Jim has served as a visiting professor and given multiple corporate trainings to local banks and organizations such as RSM McGladrey.

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**John Bingham**

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John Bingham is the Director of the MBA Department and an Associate Professor of Organizational Leadership and Strategy and Donald L. Staheli Fellow at the Marriott School of Management at Brigham Young University. John conducts research on the interdependent and evolving exchanges among employees, their organizations, and related external constituencies. His work is published in several leading management journals. In 2012, John received the *Ascendant Scholar Award* from the Western Academy of Management.

John is committed to high-quality learning experiences and has received numerous awards for teaching and mentoring including the *Marriott School Outstanding Faculty Teaching Award*, the *OBSA Outstanding MBA Teacher of the Year Award*, the *OBSA Outstanding MBA Mentor Award*, and the *Merrill J. Bateman Student Choice Faculty Award*.

John consults regularly with firms including Intel, ADIA, Marriott, John Deere, HP, Kellogg's, Actelion, and Nu Skin. Previously, he co-founded two professional service ventures and worked in business development for an Internet media start-up.

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**Jonathon Wood**

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Jonathon is currently the Managing Director of the Whitmore Global Management Center in the Marriott School of Business at Brigham Young University. He oversees the Global Management Certificate, the Global Business and Literacy Minor, the U.S. Department of Education Center for International Business Education and Research grant, and works with international education experiences for students and professors across the intermountain west.

Previous to this position he worked elsewhere at BYU marketing and promoting the performing arts programs globally. He managed and led these student groups on tours to over 50 countries during his 14 years there. Over the years his responsibilities have included international marketing, logistics, negotiations, and public relations.

Jonathon holds an undergraduate degree in Marketing and International Marketing as well as an MBA, both from the Marriott School. His favorite aspect of the job has always been working with the students and introducing them to transformative experiences.

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**Kay Stice**

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Kay Stice is currently the PwC Professor in the School of Accountancy at Brigham Young University. He received both his undergraduate and MAcc at Brigham Young University, later receiving his Ph.D. in accounting at Cornell University. Kay has been both a visiting as well as an assisting professor in multiple universities abroad (i.e. Moscow School of Management, CEIBS, and Hong Kong University). He has won 3 years in a row as best professor award for Chinese Executives.

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**Kristen DeTienne**

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Kristen DeTienne is a full professor of Organizational Leadership and Strategy at Brigham Young University. Dr. DeTienne received her PhD and MA from the University of Southern California in 1991 and 1990 respectively. She received her BA from California State University in 1987.

Dr. DeTienne's research includes topics from ethics and corporate social responsibility to understanding theory and developing strategy. Dr. DeTienne recently published an article in *Competitiveness Review: An International Business Journal*. She also has published 18 articles directly relating to international business in journals such as *Chief Executive China*, *Business Communication*, *International Journal of Applied Marketing*, *International Journal of Knowledge Management*, and *Journal of Business Ethics*. She is currently a reviewer for nine journals.

In 2009, Dr. DeTienne presented at the International Decision Sciences Institute Conference and has also presented to Pricewaterhouse Coopers. She has participated in six international OB/HR focused conferences. She was the Director of BYU's International Study Abroad programs in 2011 and 2013. In 2014 Dr. DeTienne was named a Beckham Scholar at BYU.

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**Kristie Seawright**

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Kristie Seawright is an Academic Review Associate for BYU Planning and Assessment and Associate Professor in Public Management. Dr. Seawright received her PhD in Operations Management and Research Methods from the University of Utah in 1994, her MBA in Operations Management from the University of Utah in 1989, her BS in Accounting from the University of Utah in 1987 and her BS in Family Studies from BYU in 1977.

Dr. Seawright's experience is in entrepreneurship, international business, international quality management (productivity vs. quality), and service quality. Her research includes international service operations, quality management, and international entrepreneurship. Dr. Seawright was the executive director of the BYU CIBE from 2000-2002 and has held various positions of responsibility at BYU since 1993. Dr. Seawright was a Fulbright International Exchange Scholar at the Belarusian State Economics University in Minsk. Other Fellowships include the Abell Fellowship in Manufacturing Leadership, the Reed Dame Junior Faculty Fellowship, and the Marriner S. Eccles Research Fellowship in Public Policy.

Dr. Seawright has recently published in *Journal of Small Business Management*, *Managing Global Transitions*, *Entrepreneurship Theory and Practice*, *Journal of Microfinance*, and *Academy of Management Journal*. She is a member of the Academy of International Business and the Productions and Operations Management Society.

In addition to English, Dr. Seawright is fluent in Spanish.

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**Lee A. Daniels**

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Lee A. Daniels is a professor of International Business and Marketing at Brigham Young University. Prior to joining the faculty at BYU, Professor Daniels spent 25 years in international business where he worked in over 30 countries in private equity investment, strategy, sales, marketing, product management, and accounting.

Professor Daniels served as the Managing Director and President of TPG – Newbridge and was also the President and Representative Director of Jupiter Telecommunications in Japan. Professor Daniels spent the majority of his career at AT&T where he served as the President and CEO of AT&T and managed a portfolio of products that generated \$1.2 billion in revenue.

Professor Daniels has also done extensive humanitarian work and has served on many boards of directors such as the Ensign Group, the Travel Industry Association of America, the World Trade Center of Utah, the American School in Japan, Pro Image, Asia Netcom.

Professor Daniels received a BS in Business Management from Brigham Young University, a Masters Degree in International Business from Sophia University in Japan, and completed the Executive Development Program at the J.L. Kellogg School of Management at Northwestern University.

In addition to English, Professor Daniels is fluent in Japanese.

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**Lee Tom Perry**

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Lee Tom Perry is Dean of BYU's Marriott School and the Marriott Professor. He previously served as an Associate Dean at the Marriott School from 1998 to 2005 and 2012-2013. Dean Perry holds a Ph.D. in Administrative Sciences from Yale University and has been a member of the faculty of the Krannert School of Management, Purdue University and the Smeal School of Business Administration, the Pennsylvania State University. He is the recipient of the Outstanding Faculty Award from the Marriott School, the Exxon Outstanding Teaching Award and Outstanding Faculty Award from the Smeal School of Business Administration. He co-authored the paper that received the McKinsey Best Conference Paper Prize at the 22<sup>nd</sup> Annual International Conference of the Strategic Management Society in Paris.

Dean Perry has written extensively about innovation and technology, corporate restructuring, and competitive business strategies. He is the author of *Offensive Strategy* (HarperBusiness), co-author of *Real-Time Strategy* (John Wiley & Sons). As well as the author or co-author of over forty articles appearing in various management journals and edited books. Dean Perry has also served on several boards of directors of both privately- and publicly-held companies. Between March 1996 and July 1997, he worked for Merck, the pharmaceutical giant, helping develop the strategy and organizational design for the company's fourteen affiliates in Central and Eastern Europe. In addition to Merck, he has consulted with several major corporations, including American Express, Taco Bell, and Exxon USA.

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**Lisbeth M. Hopper**

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Lisbeth M. Hopper is the Accountant for BYU CIBE. She attended the University of Utah and Bellarmine University in Louisville, Kentucky. She received her MBA with concentration in finance from Regis University in Denver, Colorado in 1996.

Lisbeth Hopper's experience includes 20 years in Commercial Banking and Finance with responsibilities in portfolio management, commercial underwriting, compliance, and personnel management & development. Prior to entering the financial industry she worked for the Brown-Forman Beverage Company in Louisville, Kentucky, with responsibilities for marketing, budgeting, and distributor development in a four-state region.

Lisbeth is the President of the Danish Rebild National Park Society of Utah, serves as Volunteer at BYU's Language Training Center, and provides genealogical research service to patrons of the Family History Division of BYU's Harold B. Lee Library. Her education includes language training in German and Latin and she has taught International Finance as a volunteer in Colorado high schools and in other community organizations where her responsibilities included classroom instruction, curriculum development, lesson planning, student testing & evaluation and student relations.

Lisbeth is a native of Denmark and, in addition to English, is fluent in Scandinavian languages.

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**Mary Kay Lloyd**

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Mary Kay is the International Programs Coordinator for the BYU CIBE Global Management Center. Her responsibilities include coordinating all Marriott School of Management study abroad and student exchange programs. Mary Kay also coordinates the annual CIBE Business Language Case Competition and the High School Business Language Competition.

Mary Kay has worked in the designing field in California after receiving her BS from Brigham Young University.

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**Matthew B. Christensen**

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Matthew B. Christensen is a full professor of Chinese in the Department of Near Eastern Languages at Brigham Young University. Dr. Christensen received a BA in Chinese from Brigham Young University where he participated in BYU's first ever China Study Abroad program at Nanjing University in 1985 and graduated in Chinese with a minor in International Relations in 1988. He received his M.A. in 1990 and Ph.D. in 1994, both from The Ohio State University in the field of Chinese linguistics.

Following his graduate studies, Dr. Christensen was hired as director of a Cantonese language project at Ohio State University where he worked for a year developing a textbook series in Cantonese. He has also published several books and articles on Chinese language and culture. He has been teaching at BYU since 1995 and has been the Director BYU's Chinese Flagship Program since its inception in 2002.

Dr. Christensen specializes in Chinese language pedagogy, teacher training, materials development, discourse analysis, language contact, Chinese food culture and Chinese poetry.

In addition to English, Dr. Christensen is fluent in Chinese.

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**Melissa Larson**

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Melissa Larson graduated from BYU with her Master's in Tax in 1998. After graduation she worked for Larson & Company, a local CPA firm in Sandy, Utah where she obtained her CPA license. After two years of working for the firm (and 2 children later), Melissa returned to teach Accounting at BYU. Since 1999, Melissa has taught undergraduate and graduate courses at Utah Valley State College, BYU Provo, University of Utah and BYU Hawaii. In addition, from 2009-2011 Melissa worked at Grant Thornton, Salt Lake City as a Senior Tax Manager. Melissa is married to Greg Larson (also an alumni of the MACC program) and has 4 children. Melissa enjoys spending time with her family, being outdoors, reading, biking, skiing and does not enjoy running, but does it anyway.

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**Michael P. Thompson**

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Michael P. Thompson is an Associate Dean of the Marriott School and an Associate Professor of Organization, Leadership, and Strategy. Dr. Thompson received his PhD in Rhetoric and Organizational Communication from Rensselaer Polytech Institute in 1985. He received his MA in Communication from Rensselaer Polytech Institute in 1978 and his BA in Classical Greek from Brigham Young University in 1974.

Dean Thompson's expertise is in organizational and interpersonal communication, leadership and change, and management development. His research interests include leadership, change management, and knowledge management. Dr. Thompson has recently published the fifth edition of *Becoming a Master Manager: A Competency Framework*.

Before joining the faculty at Brigham Young University, he was Executive Director of the Public Service Training Program for the State of New York. During its operation, it was the largest professional development program in the nation's public sector. He has also been Executive Director of the Center for Organization and Policy Studies at the SUNY-Albany. He has consulted and conducted research with many global and regional companies, including Johnson Controls, AT&T, The U.S. Air Force, and Ford Motor Company, as well as with many public and non-profit institutions. In addition to English, Dean Thompson is fluent in French and has studied German, Italian, Russian, and Classical Greek.

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**Monte Swain**

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Monte Swain is currently the Deloitte Professor in the School of Accountancy. Dr. Swain received his BS and MAC in Accounting from Brigham Young University and his PhD in Accounting from Michigan State University in 1991.

After completing his graduate work, Dr. Swain researched and taught management accounting at Brigham Young University and has been the recipient of a number of teaching awards at both BYU and MSU. Professor Swain is a licensed CPA and a Certified Management Accountant. He took an academic leave from BYU from July 1999 to July 2000 to serve as the Chief Financial Officer for Authorize.

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**Nile Hatch**

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Nile W. Hatch is an associate professor of Entrepreneurship and Strategy and is the Farr research fellow at the Marriott School of Business at Brigham Young University. He joined the Marriott School faculty in 2000 in strategic management and joined the entrepreneurship group in 2007 when it was created. He teaches entrepreneurship, innovation, and the economics of strategy. He earned a Ph.D. from the University of California, Berkeley and M.S. and B.S. degrees from Brigham Young University.

Before coming to the Marriott School, he taught strategy at the University of Illinois. His research focuses on learning and innovation as determinants of entrepreneurial success and corporate agility. Specifically, he studies innovation for heterogeneous customers, capitalizing on competitive advantage, growth paths in new ventures, the timing of strategic investments, innovation in supplier networks, and management of human capital. His research has appeared in the *Journal of Business Ethics*, *Journal of Business Venturing*, *Management Science*, *Sloan Management Review*, and the *Strategic Management Journal*.

In addition to English, Dr. Hatch is fluent in Dutch and Flemish.

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**Patti Freeman**

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Patti Freeman is a professor of Recreation Management at Brigham Young University. She earned her Ph.D. in Human Performance with an emphasis in Leisure Behavior from Indiana University. Her MS and BS are also in the recreation discipline. She has held faculty appointments at Brigham Young University, University of Utah, and Murray State University.

Her research focus has been primarily related to understanding family leisure experiences and the role they play in individual, couple, and family life. Her work has been published in several journals including *Leisure Sciences*, *Journal of Leisure Research*, *Therapeutic Recreation Journal*, *Adoption Quarterly*, and *Family Studies*. She had developed and directed several study abroad programs and extended outdoor leadership programs for university students.

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**Paul C. Godfrey**

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Paul C. Godfrey is full professor in the department of Organizational Leadership and Strategy. He received his PhD in Business Strategy and Organization Theory and his MBA from the University of Washington in 1994 and 1989 respectively. He received his BS in Political Science from the University of Utah in 1983.

Dr. Godfrey research interests are in economic self-reliance, international economic development, social capital, corporate philanthropy responsibility, and social responsibility. He has recent publications in *Strategic Management Journal*, *Academy Management Review*, *Schmallenbach Business Review*, and *Business and Society*. Dr. Godfrey has served as a reviewer for nine journals and on the editorial board for an additional four. He is the founder and editor of the Economic Self-Reliance Review.

Dr. Godfrey has been a visiting professor at Pforzheim University and Ludwig Maximilian University. He has given presentations in Germany, Ghana, Austria, Mexico, France, and Canada. He has also presented on “International Business Ethics Teaching” at the University of Kansas FDIB.

In addition to English, Dr. Godfrey is fluent in German.

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**R. Bruce Money**

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R. Bruce Money is the Fred Meyer Professor of Marketing and International Business. Dr. Money is currently the Chair of the Business Management Department, and will assume the position of Director of the Global Management Center July 1, 2014. He received a PhD in International Marketing from the University of California Irvine in 1995, a MBA from Harvard Business School in 1988 and a BA in English from Brigham Young University in 1983.

Dr. Money's international research interests include business-to-business marketing, services marketing, the measurement/influence of national culture, and negotiation. He has published and is currently working on over twenty-five articles directly related to international business. His articles have been published by *Negotiation Journal*, *Journal of Business Ethics*, *Journal of Marketing*, *Journal of International Business Studies*, *Journal of the Academy of Marketing Science*, *Sloan Management Review*, *Journal of Business Research*, *Journal of World Business*, and *Harvard Business Review*. He has also been named co-author on *International Marketing*, by Cateora, Gilly, and Graham (McGraw Hill / Irwin) for the 17<sup>th</sup> edition.

Dr. Money has also led undergraduate and Executive MBA study abroad programs to Europe and Asia. He was the faculty advisor for two winning teams in the global case competition at Ohio State University. Dr. Money speaks Japanese and is former Vice President of what is now Sumitomo-Mitsui Banking Corp. He has presented executive education for companies such as Bayer, CSX, Fuji Film, Nissan, Robert Bosch Corp., and Sonoco.

In addition to English, Dr. Money is fluent in Japanese.

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### **R. Kirk Belnap**

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R. Kirk Belnap is the Director of the National Middle East Language Resource Center and an Associate Professor of Arabic at Brigham Young University. Dr. Belnap received his PhD in Linguistics from the University of Pennsylvania in 1991. He received his MA in Language Acquisition/Arabic from Brigham Young University in 1986 and his BA in Arabic Language and Linguistics from Brigham Young University in 1983. He is currently the editor of *Al-Arabiyya*, the journal of the American Association of Teachers of Arabic.

Dr. Belnap's research interests include teaching Arabic as a second language, language policy and planning, computer-assisted language learning, sociolinguistics, history of Arabic, and literacy. He recently published in *Folia Linguistica*, *Al-Arabiyya*, *International Journal of the Sociology of Language*, *Encyclopedia of Linguistics*, and has prepared two pieces to appear in the *Handbook for Arabic Language Teaching Professionals*. He has also published works entitled *Prioritizing the Languages of the Middle East and North Africa: Issues and Strategies* and *Teaching a Less Commonly Taught Language in a Social Science Classroom*.

In addition to English, Dr. Belnap is fluent in both Arabic and German.

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### Ray T. Clifford

Ray T. Clifford is the Associate Dean of the College of Humanities and Director of the Center For Language Studies at Brigham Young University. He received a PhD in Second Language Education from the University of Minnesota in 1977. He received a MA and a BS in German from Brigham Young University in 1970 and 1968 respectively.

Dr. Ray Clifford has published numerous articles on teacher development, language proficiency assessment, curriculum design, computer assisted instruction, and educational program administration. He has given more than one hundred speeches and workshops on language-related topics, most often to national, regional, and state teacher organizations, as well as to groups as diverse as the Senate Subcommittee on Education, Arts, and Humanities, the National Commission on Excellence in Education, the U.S. Department of Education, and the National Advisory Board for International Programs.

Dr. Clifford has served as Academic Dean, Dean, Provost, and Chancellor at the Defense Language Institute. He has served as President of the American Council on the Teaching of Foreign Languages (ACTFL); Chair, NATO Bureau for International Language Coordination; Chair, ACTFL Assessment Advisory Committee; Chair, Advisory Board of the National Language Resource Center, SDSU; Reviewer, *Modern Language Journal*; and Member, Board of Governors for the University of California Consortium for Language Learning and Teaching.

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### Robert A. Russell

Robert A. Russell is an Associate Professor of Japanese and Chair of the Department of Asian and Near Eastern Languages at Brigham Young University. Dr. Russell received his PhD in Linguistics from Harvard University in 1977. He received his BA in Anthropology from the University of Utah in 1968.

Dr. Russell has served on numerous department committees and led several internships and studies abroad to Japan. Prior to his experience at BYU, Dr. Russell served as the Director of Linguistics at a Provo based company, Weldner Communications. He has also taught at the University of Hawaii and the American Research Center in Egypt.

Dr. Russell's research interests include Japanese linguistics, second language acquisition, attrition and pedagogy, Japanese for special purposes (business, sciences, and technology), and computer assisted language learning materials design and development. Dr. Russell has published several books and papers on linguistics, business and education. Dr. Russell is a member of the National Council of Japanese Language Teachers and a member of the Editorial Board for the Japanese journal, *Acquisition of Japanese as a Second Language*.

In addition to English, Dr. Russell is fluent in Japanese, Arabic, German and French.

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### **S. Tom Foster**

S. Tom Foster is Area Leader and Donald Staheli Professor of Quality and Global Supply Chain Management at Brigham Young University. Among Dr. Foster's areas of expertise are strategic quality management, supply chain quality, service quality, teamwork, quality in government, and operations technology management.

Dr. Foster has consulted for a number of companies including Hewlett-Packard, Trus Joist Macmillan, Cutler-Hammer/Eaton Corp., Heinz Frozen Foods, US West Corporation, Healthwise Corporation, and the United States Department of Energy.

Dr. Foster is on the Editorial Boards of the Journal of Operations Management, Quality Management Journal, and Decision Sciences. He has published over 60 quality-related articles in journals such as the *Decision Sciences*, *Journal of Operations Management*, *International Journal of Production Research*, the *Journal of Quality Management*, the *International Journal of Quality and Reliability Management*, the *Quality Management Journal*, and *Quality Progress*.

His most recent book is entitled, *Supply Chain and Operations Management* (Pearson), and his *Quality Management: An Integrative Approach* (Prentice Hall) is the 2<sup>nd</sup> best-selling quality management book in the world. Tom is founder of [www.freequality.org](http://www.freequality.org), was awarded the ASBSU 2000 Outstanding Faculty Award, the 2013 Marriott School of Management Outstanding Scholar Award.

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### **Sandra Rogers**

Sandra Rogers is the International Vice President and an Associate Professor of Nursing at Brigham Young University. Rogers received her DNSc in International/Cross-Cultural Nursing from the University of California in 1989. She received her MS in Medical-Surgical Nursing from the University of Arizona in 1980 and her BS in Nursing from Brigham Young University in 1974. Previously, she has served as Dean, Director of Research, and Professor for the College of Nursing at Brigham Young University. She has been a nurse for the Orem Community Hospital, University of Arizona Hospital, and Utah Valley Hospital.

Sandra's research has focused on health care, cultural aspects of health, and delivery of health care. She has been the coordinator of welfare missionaries in Manila, Philippines, and an advisor and consultant to the LDS Humanitarian Services for the past nineteen years. On special assignment, she reviewed and evaluated nursing programs in Romania and for US-AID in Jordan. Sandra has been published in *The International Journal of Nursing*, *The Journal of Nursing Research*, *The Western Journal of Nursing*, *The Journal of Perinatal & Neonatal Nursing*, and in the proceedings from the *Communicating Nursing Research Conference* and the *Conference on Arab-American Relations: Towards a Bright Future*.

In addition to English, Sandra is fluent in Portuguese.

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### Shad Morris

Shad Morris is an Assistant Professor of Organizational Leadership and Strategy at Brigham Young University. Professor Morris received a PhD from Cornell University and a BS, a MA, and a MOB from Brigham Young University. Dr. Morris teaches and conducts research on international business and strategic human resource management, particularly focusing on how firms leverage their talent and social networks to globally innovate. In addition to his full-time position at Marriott School, he is currently a Research Fellow at Cambridge University's Centre for International Human Resource Management and has been a visiting faculty at MIT's Sloan School of Management and the Copenhagen Business School. He has worked for the World Bank in Washington, D.C., and in the former Republic of Yugoslavia; for Management Systems International in Bulgaria; and for Alcoa, Inc., in the United States.

Dr. Morris is a recipient of the International HRM Scholarly Research Award from the Academy of Management. He has co-authored two books: *Managing People and Knowledge in Professional Service Firms* and *Managing Human Resources*. He has published in journals such as *Harvard Business Review*, *MIT Sloan Management Review*, *Academy of Management Review*, *Journal of International Business Studies*, *Journal of Management and Human Resource Management*.

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### Simon P. Greathead

Simon P. Greathead is an international business and global supply chain professor. Professor Greathead earned an MBA from Henley Business School at the University of Reading in the UK and a BS in Business Management from Brigham Young University in Provo, UT. Professor Greathead's current interests focus on global issues in supply chain development, and the global supply chain as a strategic concern.

Before entering academia Professor Greathead spent 15 years in international business, primarily in supply chain and operations roles in Europe working for major retailers, and distributors. As a native of Great Britain he has extensive international experience in Ireland, Great Britain, Holland, France, and Germany. More recently he managed European Operations for a major Inc. 10 company and then most recently as the COO and Senior Partner of VisVeritas Advisors, a management consultancy focused on advising global growth companies. Professor Greathead began teaching at BYU in 2008 as an international business instructor and currently teaches global supply chain, operations, and international business courses.

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#### Steve Glover

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#### Spencer Magleby

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Spencer Magleby is the Associate Dean of the Fulton College of Engineering and Technology. He is a professor in the Department of Mechanical Engineering. Dr. Magleby received his PhD from the University of Wisconsin in 1988 and MS and BS degrees from Brigham Young University in 1983.

Prior to coming to Brigham Young University in 1989, Dr. Magleby spent six years in the military aircraft industry developing tools for advanced aircraft design and manufacture. His research interests include product design and development, innovative mechanism technologies, design tools and processes that bridge engineering and business, and global engineering issues. His research has been supported by a variety of industry sponsors and government agencies.

Dr. Magleby teaches design at the graduate and undergraduate level, and is interested in educational partnerships with industry and developing global awareness in students. He has helped oversee more than two hundred and fifty undergraduate and graduate design projects through his involvement with the Capstone and Interdisciplinary Product Development programs. He has been nationally recognized for his contributions in engineering design education.

Steve Glover is the K. Fred Skousen Professor and an Associate Dean of the Marriott School of Management at Brigham Young University. Dr. Glover formerly served as the Director of the School of Accountancy and teaches undergraduate and graduate auditing courses and a judgment and decision-making course in the Executive M.B.A. program. Steve has received the Marriott School's Teaching Excellence and Outstanding Researcher awards. From 2000 to 2002, Steve took a leave of absence from BYU to work as a director in the U.S. National Office of PwC where he worked on a team revising audit policies. Dr. Glover served on the American Institute of Certified Public Accountants' (AICPA) Task Force for Sampling/Materiality Issues in a Single Audit Environment, and as a reviewer for the AICPA's 2008 and 2012 *Audit Sampling Guides*.

Dr. Glover is a co-author on the monograph "*Elevating Professional Judgment in Auditing and Accounting: the KPMG Professional Judgment Framework*," which was the recipient of the 2013 AAA Deloitte/Wildman Medal award and the 2014 AAA Auditing Section Innovation in Auditing and Assurance Award. He has also co-authored monographs on enhancing auditor professional skepticism and enhancing board member professional judgment. Dr. Glover also has published articles in various accounting journals and co-authored books including *Auditing: A Systematic Approach (9e)*, *Auditing Cases: An Interactive Learning Approach (5e)*, and *An Introduction to Corporate Governance and the SEC*.

### Timothy Lynn Elliott

T. Lynn Elliott is the Director of the International Study Programs at Brigham Young University. He received his PhD in Foreign Affairs from the University of Virginia in 1991. Dr. Elliott received his MA in International Relations and his BA in Economics from BYU in 1987 and 1985 respectively.

Dr. Elliott manages all study abroad, international internship, and international direct enrollment programs for Brigham Young University. Prior to his experience at Brigham Young University, he also managed the international education, study abroad, international exchange, and international recruiting programs for another Utah Valley University. He has served as a national leader for NAFSA, the association of international educators and was a participant on the inaugural Fulbright Program for Academic administrators in France.

Dr. Elliott wrote and produced a video telecast entitled *Managing Liability and Risk in International Programs* which was broadcast nationally to sixty-nine colleges. He has also produced several broadcasts for KBYU television. Dr. Elliott previously served as a member of the founding Editorial Board and as Editor of *Journal of International and Area Studies* as well as served as Faculty Reviewer for this journal.

In addition to English, Lynn is fluent in German and has studied Polish and Hebrew.

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**Wade Jacoby**

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Wade Jacoby is Mary Lou Fulton Professor of political science and Director of the Center for the Study of Europe at Brigham Young University.

Dr. Jacoby's most recent book is *The Politics of Representation in the Global Age: Identification, Mobilization, and Adjudication* (Cambridge University Press, 2014). Jacoby is the author of two other books, *Imitation and Politics: Redesigning Modern Germany* (Cornell University Press, 2000) and *The Enlargement of the EU and Nato: Ordering from the Menu in Central Europe* (Cambridge University Press, 2004). He has published articles in many journals including *World Politics*, *Comparative Political Studies*, *Politics and Society*, *European Security*, *The Review of International Political Economy*, *The Review of International Organizations*, and *The British Journal of Industrial Relations*.

Winner of a number of research fellowships, Dr. Jacoby received the DAAD Prize for his scholarship on Germany and the EU in 2006 and was a Braudel Fellow at the European University Institute in 2009-2010. He has served as chair of the European Politics and Society section of the American Political Science Association and is past program chair of the European Union Studies Association. Jacoby is co-editor of *German Politics* and serves on the editorial boards of *Governance* and *European Security*.

**DETAILED BUDGET BY OBJECTIVES AND ACTIVITIES**  
**(DOES NOT INCLUDE ADMINISTRATION AND FACULTY NOT ALLOCATED TO ACTIVITIES)**

CIBER BUDGET	2018-2019		2019-2020		2020-2021		2021-2022	
	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH
<b>A. DEVELOP INTERDISCIPLINARY PROGRAMS FOR BOTH BUSINESS AND NON-BUSINESS STUDENTS THAT WILL HELP THEM DEVELOP A GLOBAL MINDSET</b>								
A1 Leadership and Human Resource Management Learn-Do-Become (LDB) Pathway	\$2,000	-	\$7,000	\$20,000	\$7,000	\$15,000	\$7,000	\$15,000
A2 Teaching Business School Prerequisite Classes Abroad	\$4,000	\$1,500	\$7,200	\$25,000	\$7,100	\$25,000	\$7,150	\$25,000
A3 Foreign Business Experience for Full-time MBA Student	\$5,100	\$100	\$5,150	\$100	\$5,100	\$100	\$5,150	\$100
A4 Shorter-term Study Abroad Programs	-	-	-	-	-	-	-	-
A5 Project-based Study Abroad Programs	\$5,150	\$100	\$5,150	\$100	\$5,100	\$100	\$5,150	\$100
A6 International Entrepreneurship Study Abroad	\$5,150	\$20,100	\$5,150	\$20,100	\$5,100	\$20,100	\$5,150	\$20,100
A7 Global Tech / Analytics Study Abroad	\$5,150	\$20,100	\$5,150	\$20,100	\$100	\$100	\$5,150	\$20,100
A8 International Strategy Case Analysis Course	\$2,100	\$100	\$2,100	\$100	\$2,100	\$100	\$2,150	\$100
A9 New "Internationalhub.org" Online Repository with New IB Teaching Tools	\$5,000	\$5,000	-	-	-	-	-	-
A10 New Cultural Intelligence Assessment Tool	\$4,000	-	\$6,000	-	\$3,000	-	\$3,000	-
A11 New Learning Apps	\$7,500	-	\$10,000	-	\$6,500	-	\$7,500	-
A12 Virtual Forex Competition	-	-	-	\$13,000	-	\$13,000	-	\$13,000

CIBER BUDGET	2018-2019		2019-2020		2020-2021		2021-2022	
	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH
A13 Global Mindset Video Project for Business Majors	\$3,000	\$7,800	\$3,000	\$7,800	\$2,500	\$7,800	\$2,500	\$7,800
A14 Global Mindset Video Project for Non-Business Majors	\$3,000	\$7,800	\$3,000	\$7,800	\$2,500	\$7,800	\$2,500	\$7,800
A15 Course Development Grant for the Global Women's Studies Minor and Major	\$3,188	-	\$3,100	\$200	\$2,600	\$200	\$2,650	\$200
A16 Building Global Talent for Undergraduate Students: Unpacking Your Suitcase on a Resume	\$1,000	-	\$1,500	-	-	-	\$1,500	\$1,500
A17 Global Field Studies Projects for MBA Students	\$10,000	\$1,500	\$10,000	\$1,500	\$10,000	\$1,500	\$10,000	\$1,500
A18 International HR Field Studies Projects	\$7,500	\$6,000	\$7,500	\$6,000	\$7,500	\$6,000	\$8,500	\$6,000
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan	\$3,500	\$500	\$3,500	\$500	\$2,500	\$500	\$2,500	\$500
A20 Oxford to India Study Abroad	\$5,150	\$20,150	\$5,100	\$20,150	\$5,100	\$20,150	\$5,150	\$20,150
A21 New Video/ Multimedia IB Cases	\$3,500	\$8,300	\$3,500	\$8,300	\$3,000	\$8,300	\$3,000	\$8,300
<b>B. PROVIDE LEADERSHIP IN BUSINESS LANGUAGE AND CULTURAL TRAINING FOR STUDENTS AND THE BUSINESS COMMUNITY</b>								
B1 Global Mindset Videos in Foreign Business Languages	\$5,000	-	\$8,000	-	\$5,000	-	\$5,000	-
B2 Business Language Case Competition in French	\$4,000	\$10,000	\$5,000	\$10,000	\$5,000	\$10,000	\$7,000	\$10,000
B3 High School Business Language Competition in Chinese and French	\$1,000	\$2,500	\$1,000	\$2,500	\$1,000	\$2,500	\$1,000	\$2,500
B4 Short Cases on Global Business for Business Language Courses	\$7,000	\$200	\$10,000	\$200	\$7,000	\$200	\$7,000	\$200
B5 Joint CIBER Business Language and Language for Specific Purposes Conference	-	-	\$2,500	\$2,000	-	-	\$2,500	\$2,000

CIBER BUDGET	2018-2019		2019-2020		2020-2021		2021-2022	
	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH
B6 Business Language Research and Teaching Awards (BLRT)	\$500	-	-	-	\$500	-	-	-
B7 Faculty Development in Business Languages	\$1,500	-	\$1,500	-	\$1,500	-	\$1,500	-
B8 Business Language Internships and Global Learning Experiences	\$2,600	\$2,600	\$2,620	\$2,600	\$2,600	\$2,600	\$2,65	\$2,600
B9 Module on Culture in Business for European Studies Majors	\$1,000	-	-	-	-	-	-	-
<b>C. EXPAND COLLABORATION WITH OTHER COLLEGES AND UNIVERSITIES, INCLUDING COMMUNITY COLLEGES AND MSIs</b>								
C1 Salt Lake Community College (SLCC) Initiatives	-	-	\$7,500	-	\$5,000	-	\$5,000	-
C2 Executive Certificate of Global Business Management at SLCC	\$2,500	-	\$2,500	-	\$2,500	-	\$2,500	-
C3 Snow College Initiative	\$3,000	-	\$3,000	-	\$3,000	-	\$3,000	-
C4 Diné College Initiative	\$2,000	-	\$1,000	-	\$1,000	-	\$5,000	-
C5 Rocky Mountain CIBER Network	\$5,000	-	\$8,000	-	\$5,000	-	\$5,000	-
C6 International Business Summit and Case Competition	\$4,000	\$1,000	\$4,000	\$1,000	\$4,000	\$1,000	\$4,000	\$1,000
C7 Minority Serving Institutions (MSI) and Community Colleges (CC) Consortium - CMCC	\$10,000	-	\$10,000	-	\$10,000	-	\$10,000	-
C8 International Business Institutes “on the Road”	\$3,000	-	\$3,000	-	\$3,000	-	\$3,000	-
C9 Faculty Development in International Business (FDIB) MENA	\$6,500	-	\$6,500	-	\$6,500	-	\$6,500	-
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa	\$6,500	-	\$6,500	-	\$6,500	-	\$6,500	-

CIBER BUDGET	2018-2019		2019-2020		2020-2021		2021-2022	
	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH
C11 Faculty Development in International Business (FDIB) China: One Belt and One Road	\$6,500	-	\$6,500	-	\$6,500	-	\$6,500	-
C12 Faculty Development in International Business (FDIB) Brexit and EU	\$6,500	-	-	-	\$6,500	-	-	-
C13 Faculty Development in International Business (FDIB) India	-	-	\$6,500	-	-	-	\$6,500	-
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs	-	-	-	-	-	-	-	-
C15 High School Business Teacher Faculty Development Scholarships	\$4,000	-	\$4,000	-	\$3,000	-	\$5,000	-
<b>D. COLLABORATE WITH THE BUSINESS COMMUNITY</b>								
D1 International Investing Internship in Asia	\$5,000	-	\$5,000	-	\$5,000	-	\$5,000	-
D2 Governor’s Office of Economic Development (GOED) Utah Global Forum	\$5,000	-	\$5,000	-	\$5,000	-	\$5,000	-
D3 World Trade Center of Utah (WTC) Global Market Analysis Projects	\$3,800	-	\$3,800	-	\$3,800	-	\$3,800	-
D4 Governor’s Office of Economic Development (GOED) Trade Mission Scholarships	\$3,000	-	\$3,000	-	\$3,000	-	\$3,000	-
D5 Small Business Development Center Export Tools Workshops	-	\$8,000	-	\$8,000	-	\$8,000	-	\$8,000
D6 NASBITE Seminars with GOED	\$500	-	\$500	-	\$500	-	\$500	-
D7 World Trade Association of Utah Initiatives	\$1,500	\$5,000	\$1,500	\$5,000	\$1,500	\$5,000	\$1,500	\$5,000
D8 District Export Council (DEC) Support and Internships	-	\$2,000	-	\$2,000	-	\$2,000	-	\$2,000

CIBER BUDGET	2018-2019		2019-2020		2020-2021		2021-2022	
	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH
D9 Employer Global Skills Gap Study	\$1,000	-	\$1,000	-	\$1,200	-	-	-
D10 On Campus International Internship (OCII)	-	-	-	-	-	-	-	-
D11 ExporTech Internships	\$3,200	-	\$3,200	-	\$3,200	-	\$3,200	-
<b>E. ESTABLISH A STRONG AND MULTI-FACETED RESEARCH AGENDA</b>								
E1 Conference on Blockchaining in Global Markets	\$5,000	\$5,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000
E2 Research on How Global Reach Improves Performance for Local Projects	\$6,000	-	\$4,000	-	-	-	-	-
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets	-	-	\$3,000	-	-	-	\$5,000	-
E4 Global Knowledge Transfer Research	-	-	\$3,000	-	\$3,000	-	-	-
E5 Quality Management Research in State-Owned Enterprises	\$4,000	-	-	-	-	-	-	-
E6 Research on Group vs. Individual Mentorship in Emerging Markets	\$10,900	-	-	-	\$4,000	-	-	-
E7 Research on Global Accounting Issues	-	-	-	-	\$5,000	-	-	-
E8 Research on International Participatory Corporate Social Responsibility (CSR)	\$3,000	-	-	-	-	-	-	-
E9 Research on Cross-Cultural Consumer Behavior	-	-	\$3,000	-	-	-	-	-
E10 Research on Supply Chain Structures in the Base of the Pyramid	\$20,000	-	-	-	-	-	-	-
E11 New IB Case Writing Development	\$4,200	-	\$2,200	-	-	\$2,500	\$2,700	-

CIBER BUDGET	2018-2019		2019-2020		2020-2021		2021-2022	
	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH	FEDERAL	MATCH
E12 Conference on Intellectual Property Rights and Technology	-	-	\$5,000	\$7,500	-	-	-	-
E13 Experience Design and Management International Best Practices Conference	\$5,000	\$7,500	\$5,000	\$7,500	\$5,000	\$7,500	\$5,000	\$7,500
E14 Other Research Grants in International Business	\$20,000	-	\$15,000	-	\$20,000	-	\$20,000	-

## EVALUATION PLAN

### PROJECT GOAL STATEMENT I

1. Project Goal Statement: Increase the number of students participating in international business experiences by 10% compared to prior 4-year period.									
2. Performance Measures	3. Activities	4. Data/ Indicators	5. Frequency	6. Data Source	7. BL	T1	T2	T3	T4
a. Increase by 10% the number of students participating in study abroad programs.	a.1. Develop shorter and cheaper study abroad (A4).	The number of viable programs \$5000 or under.	Annually	Catalog Listings of programs	0	1	2	3	4
	a.2. Develop and offer Oxford to India IB Study Abroad (A20).	Enrollment in the program.	Annually	Registrar	0	15	17	19	20
	a.3. Create additional project based study abroad (A5).	Number of project based program.	Annually	Catalog listings of programs	4	5	6	7	8
b. Increase by 10% the number of students participating in student exchange programs.	b.1. Develop one new partnership per year with foreign universities (A19).	# of Agreements	Annually	Signed Agreements	9	10	11	12	13
	b.2. Recruit students to participate in new student exchanges.	Number of enrollees.	Annually	Registrar	4	6	7	7	8

1. Project Goal Statement: Increase the number of students participating in international business experiences by 10% compared to prior 4-year period.									
2. Performance Measures	3. Activities	4. Data/ Indicators	5. Frequency	6. Data Source	7. BL	T1	T2	T3	T4
c. Increase by 10% the number of undergraduate students participating in experiential learning.	d.1.Develop the WTCU Market Analysis Projects (D3).	Projects Completed	Annually	Grades from Professor	0	8	10	12	16
	d.Increase the number of competitors in the International Business Case Competition (C6).	Number students on teams	Annually	Conference organizers	25	30	35	40	45

**PROJECT GOAL STATEMENT II**

1. Project Goal Statement: Increase the number of students exposed to international business content by 10% compared to the prior 4-year period.									
2. Performance Measures	3. Activities	4. Data/ Indicators	5. Frequency	6. Data Source	7. BL	T1	T2	T3	T4
a. Send at least three faculty members per year with no prior IB experience participate in an FDIB or participate in a study abroad program.	a.1. Send at least one faculty members from BYU with no prior IB experience to attend one of the FDIBs being offered.	Enrollment	Annually	Paid Sponsorship Receipts	0	1	1	1	1
	a.2. Send at least one non-BYU faculty member with no prior IB experience to one of the FDIBs being offered.	Enrollment	Annually	Paid sponsorship receipts.	0	1	1	1	1
	a.3. Send at least one BYU faculty member on a study abroad program for the first time.	Enrollment	Annually	Email string with agreement and air tickets	0	1	1	1	1
b. Create new engaging material that draws students to learn.	b.1. Develop Global Mindset Videos(A13).	Catalog in repository.	Annually	Online Repository	1	2	3	4	5
	b.2. Develop Video Cases (A21).	Catalog in repository	Annually	Online Repository	1	2	3	4	5

**PROJECT GOAL STATEMENT III**

<b>1. Project Goal Statement: Increase the number of Utah businesses engaging in global business activities through the BYU CIBE by 10% over the four year period.</b>									
<b>2. Performance Measures</b>	<b>3. Activities</b>	<b>4. Data/ Indicators</b>	<b>5. Frequency</b>	<b>6. Data Source</b>	<b>7. BL</b>	<b>T1</b>	<b>T2</b>	<b>T3</b>	<b>T4</b>
a. Increase by 10% the number Utah business engaging with initiatives of the CIBE that benefit them directly.	a.1. Recruit companies to go on Governor’s Trade Mission on a CIBE scholarship (D4).	Number of scholarships given.	Annually	Financial ledger and receipts	0	1	1	1	1
	a.2. Recruit companies to have new video cases created about them.(A21).	Number of cases created	Annually	Online repository catalog.	1	2	4	6	8
b. Increase the number of business engaging for internships of any kind.	b.1. Identify and develop a pipeline for on campus internships (D10).	Internships fulfilled.	Annually	MOUs signed.	0	2	3	4	5
	b.2. Develop the ExporTech internships(D11).	Internships fulfilled.	Annually	MOUs signed.	0	1	2	3	4

**PROJECT GOAL STATEMENT IV**

<b>1. Project Goal Statement: Improve employment opportunities for students with international business focus and advanced language skills.</b>									
<b>2. Performance Measures</b>	<b>3. Activities</b>	<b>4. Data/ Indicators</b>	<b>5. Frequency</b>	<b>6. Data Source</b>	<b>7. BL</b>	<b>T1</b>	<b>T2</b>	<b>T3</b>	<b>T4</b>
d. Increase by 10% the number of undergraduate students participating in international internships.	d.1. Develop the DEC internships (D8).	Internships fulfilled	Bi-annually	Agreement paperwork.	0	4	8	9	10
	d.2 Develop and offer Language Intership(B8).	Number of enrollees	Annually	Registrar	0	1	2	2	3
a. Increase the number of students attending IB and trade events in Utah.	d.1. Create a WTA program that engages students (D7).	Registered Attendees	Annually	Lunch web sales.	5	7	9	10	12
	d.2 Develop student involvement in the Utah Global Forum (D2).	Registered attendees	Annually	World Trade Center events manager	5	10	15	20	25

## Budget Narrative File(s)

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\* **Mandatory Budget Narrative Filename:**

[Add Mandatory Budget Narrative](#)

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**DETAILED BUDGET BY EXPENDITURES  
(BYU CIBE ADMINISTRATION AND ACTIVITIES)**

<b>CIBE Budget</b>	<b>Fede</b>
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<b>Total Expenses: CIBE Administration and Activities</b>	
Total Personnel	
Fringe Benefits	
Travel	
Supplies	
Other	
Total Direct Costs	
Indirect Costs (8%)	
<b>TOTAL</b>	

**Section 1: CIBE Administration and Faculty**

**Administrative Personnel**

Managing Director, Jonathon Wood	
Program Coordinator, Mary Kay Lloyd	
Financial Analyst, Lisbeth Hopper	
Student Employees ( <i>study abroad, student exchange, and competitions</i> )	

**Key Personnel**

Bruce Money, Director (80%)	Lynn Elliott, International Programs (10%)	Bryan Sudweeks, IB Faculty (5%)
Steve Glover, Assistant Dean (10%)	David Hollan, Global Consulting Projects (10%)	Monte Swain, IB Faculty (5%)
Shad Morris, IB Faculty (30%)	Eva Witesman, Evaluation (10%)	Aaron Miller, IB Faculty (5%)
Simon Greatehead, IB Faculty (25%)	Mike Roberts, Internships (5%)	Jonathon Wood, Managing Director (100%)
Greg Burton, IB Faculty (10%)	Todd Manwaring, Internships (5%)	Jeff Dyer, IB Faculty (5%)
Brad Agle, Ethics Faculty (5%)	Tom Foster, IB Faculty (5%)	Jeff Thompson, IB Faculty (5%)

**Administrative Personnel Fringe Benefits**

CIBE Budget	Fede
Managing Director, Jonathon Wood <i>(53.2% of salary)</i>	
Program Coordinator, Laura Ricks <i>(36.6% of salary)</i>	
Financial Analyst, Lisbeth Hopper <i>(7.6% of salary)</i>	
<b>Key Personnel Fringe Benefits</b>	
<b>Travel</b>	
Domestic and foreign travel to attend CIBE meetings, CIBE conferences, and other IB Conferences	
Other Administrative Travel <i>(NAFSA, CUIBE, NIBES, PACIBER)</i>	
<b>Supplies</b>	
Miscellaneous office supplies	
<b>Other</b>	
Evaluation	
Website	
Memberships and Registrations	
<b>Section 2: Activities</b>	
<b>Personnel</b>	
A1 Leadership/HR Learn-Do-Become (LDB) Pathway <i>(1 research assistant )</i>	
A8 Course Development Grant International Strategy Case Analysis Course <i>(1 research assistant )</i>	
A10 Cultural Intelligence Assessment Tools <i>(1 Research Assistant)</i>	
A11 Learning Apps <i>(1 Research Assistants)</i>	
A13 Global Mindset Video Project for Business Majors <i>(1 research assistant )</i>	
A14 Global Mindset Video Project for Non-Business Majors <i>(1 research assistant )</i>	
A15 Course Development Grant for Global Women's Studies <i>(1 Research Assisstant)</i>	
A18 International HR Field Studies Projects <i>(1 teaching assistant )</i>	
A21 New Video/Multimedia Cases	
B1 Global Mindset Videos In Foreign Business Languages <i>(5 teaching assistant )</i>	

BUDGET NARRATIVE (2018-2019) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>		<b>Fede</b>
B4 Short Cases on Global Business for Business Language Courses (5 teaching assistants)		
B9 Course Development Grant: Module on Culture in Business in Europe (1 Teaching Assistant)		
D3 WTCU Global Market Analysis Projects (1 Teaching Assisstant)		
D5 SBDC Export Tools Development		
D7 World Trade Association of Utah Initiatives		
D11 ExporTech Internship Assisstance (4 students)		
	<b>Subtotal Personnel</b>	
<b>Fringe Benefits</b>		
<i>Business language instructors</i>		
	<b>Subtotal Fringe Benefits</b>	
<b>Travel</b>		
A2 Teaching Business School Prerequisite Classes Abroad (20-30 Students, 3 faculty)		
A3 Foreign Business Experience for Full-time MBA		
A5 Project-based Study Abroad Programs		
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)		
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)		
A17 Global Field Studies Projects for MBA Students (2 projects, 5 students and 1 faculty per project)		
A18 International HR Field Studies Projects (3 teams, 5 studnets)		
A19 University Exchange Agreements in England, Denmark, Korea, Scotland Taiwan (1 faculty)		
A20 Oxford to India Business Study Abroad (1 faculty, 20 students)		
B7 Faculty Development in Business Languages (1 faculty)		
B8 Business Languages Internships and Global Experience (2 students)		
C3 Snow College Initiative (1 student)		
C4 Dine College Initiative (1 faculty)		
C9 Faculty Development in International Business (FDIB) MENA (1 faculty)		

BUDGET NARRATIVE (2018-2019) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>	<b>Fede</b>
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC (1 faculty)	
C11 Faculty Development in International Business (FDIB) China (1 faculty)	
D1 International Investing Internship in Asia (2 faculty, 20 students)	
D4 Governor's Office Trade Mission Scholarships (2 executives)	
D9 Employer Skills Gap Study	
E1 Conference on Blockchaining in Global Markets (presenters)	
E2 Research Global Reach Improves Projects (3 faculty)	
E5 Research on Quality Management in State-Owned Enterprises (1 faculty)	
E8 Research on International Participatory CSR (1 faculty)	
E13 Experience Design and Management International Best Practices Conference (presenters)	
E14 Other Research Grants in International Business (8 research grants)	
<b>Subtotal Travel</b>	
<b>Supplies</b>	
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)	
A5 Project-based Study Abroad Programs	
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)	
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)	
A8 International Strategy Case Analysis Course (general supplies)	
A15 Course for Global Women's Studies (marketing, supplies)	
A16 Building Global Talent: Unpacking Your Suitcase (printing, supplies)	
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan (general supplies)	
A20 Oxford to India Business Study Abroad (general supplies)	
A21 New Video/Multimedia Cases (supplies)	
B2 Business Language Case Competition in French (supplies, cases)	
B4 Short Cases on Global Business for Business Language Courses (supplies, cases)	

BUDGET NARRATIVE (2018-2019) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>		<b>Fede</b>
B8 Business Languages Internships and Global Experience <i>(marketing, supplies)</i>		
C6 International Business Summit and Case Competition <i>(cases, posters, etc.)</i>		
E11 New IB Case Writing Development <i>(supplies)</i>		
<b>Subtotal Supplies</b>		
<b>Other</b>		
A9 New Internationalhub.org Online Repository		
A11 Learning Apps		
B2 Business Language Case Competition in French <i>(mid-competition luncheon and speaker dinner)</i>		
B2 Business Language Case Competition in French <i>(awards)</i>		
B3 High School Business Language Competition in Chinese and French <i>(mid-competition luncheon)</i>		
B3 High School Business Language Competition in Chinese and French <i>(awards and refreshments)</i>		
B6 Business Language Research and Teaching Awards <i>(sponsorship fee)</i>		
B7 Faculty Development in Business Languages <i>(1 faculty registration)</i>		
C2 Executive Certificate of Global Business at SLCC <i>(sponsorship)</i>		
C4 Dine College Initiative <i>(course development grant)</i>		
C5 Rocky Mountain CIBE Initiatives <i>(conferences, website hosting,)</i>		
C6 International Business Summit and Case Competition <i>(competition expenses, mid competition lunch)</i>		
C7 Historical Black Colleges and Universities (HBCU) Project <i>(co-sponsorship fee)</i>		
C8 International Business Institutes On The Road <i>(co-sponsorship fee)</i>		
C9 Faculty Development in International Business (FDIB) MENA <i>(co-sponsorship fee)</i>		
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC <i>(co-sponsorship fee)</i>		
C11 Faculty Development in International Business (FDIB) China <i>(co-sponsorship fee)</i>		
C12 Faculty Development in International Business (FDIB) Brexit and EU <i>(co-sponsorship fee)</i>		
C15 High School Business Teacher Faculty Development Scholarship		
D2 Governor's Utah Global Forum Sponsorship <i>(1 seminars, co-sponsorship fee)</i>		

BUDGET NARRATIVE (2018-2019) - DETAILED BUDGET BY EXPENDITURES

CIBE Budget	Fede
D6 Sponsorship of NASBITE ( <i>co-sponsorship fee</i> )	
D7 World Trade Association of Utah Initiatives ( <i>membership fee, activites</i> )	
E1 Conference on Blockchaining in Global Markets ( <i>co-sponsorship</i> )	
E11 New IB Case Writing Development	
E13 Experience Design and Management International Best Practices Conference ( <i>co-sponsorship</i> )	
<b>Subtotal Other</b>	

BUDGET NARRATIVE (2018-2019) - DETAILED BUDGET BY EXPENDITURES

**DETAILED BUDGET BY EXPENDITURES  
(BYU CIBE ADMINISTRATION AND ACTIVITIES)**

<b>CIBE Budget</b>	<b>Feder</b>
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**Total Expenses: CIBE Administration and Activities**

Total Personnel	
Fringe Benefits	
Travel	
Supplies	
Other	
Total Direct Costs	
Indirect Costs (8%)	
<b>TOTAL</b>	

**Section 1: CIBE Administration and Faculty**

**Administrative Personnel**

Managing Director, Jonathon Wood	
Program Coordinator, Mary Kay Lloyd	
Financial Analyst, Lisbeth Hopper	
Executive Secretary, Sarah Dorff	
Student Employees ( <i>study abroad, student exchange, and competitions</i> )	

**Key Personnel**

Bruce Money, Director (80%)	Lynn Elliott, International Programs (10%)	Bryan Sudweeks, IB Faculty (5%)
Steve Glover, Assistant Dean (10%)	David Hollan, Global Consulting Projects (10%)	Monte Swain, IB Faculty (5%)
Shad Morris, IB Faculty (30%)	Eva Witesman, Evaluation (10%)	Aaron Miller, IB Faculty (5%)
Simon Greathead, IB Faculty (25%)	Mike Roberts, Internships (5%)	Jonathon Wood, Managing Director (100%)
Greg Burton, IB Faculty (10%)	Todd Manwaring, Internships (5%)	Jeff Dyer, IB Faculty (5%)
Brad Agle, Ethics Faculty (5%)	Tom Foster, IB Faculty (5%)	Jeff Thompson, IB Faculty (5%)

**Administrative Personnel Fringe Benefits**

BUDGET NARRATIVE (2019-2020) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>	<b>Feder</b>
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Managing Director, Jonathon Wood <i>(53.2% of salary)</i>	
Program Coordinator, Laura Ricks <i>(36.6% of salary)</i>	
Financial Analyst, Lisbeth Hopper <i>(7.6% of salary)</i>	
<b>Key Personnel Fringe Benefits</b>	
<b>Travel</b>	
Domestic and foreign travel to attend CIBE meetings, CIBE conferences, and other IB Conferences	
Other Administrative Travel <i>(NAFSA, CUIBE, NIBES)</i>	
<b>Supplies</b>	
Miscellaneous office supplies	
<b>Other</b>	
Evaluation	
Website	
Memberships and Registrations	

**Section 2: Activities**

<b>Personnel</b>	
A8 International Strategy Case Analysis Course <i>(ITA)</i>	
A10 Cultural Intelligence Assessment Tools <i>(3 Research Assistants)</i>	
A11 Learning Apps <i>(1 Research Assistants, 1 Adjunct)</i>	
A12 Forex Competition	
A13 Global Mindset Video Project for Business Majors <i>(1 research assistant)</i>	
A14 Global Mindset Video Project for Non-Business Majors <i>(1 research assistant)</i>	
A15 Course Development Grant for Global Women's Studies <i>(1 Research Assisstant)</i>	
A18 International HR Field Studies Projects <i>(1 teaching assistant)</i>	
A21 New Video/Multimedia Cases	

<b>CIBE Budget</b>		<b>Feder</b>
B1 Global Mindset Videos In Foreign Business Languages (5 teaching assistant )		
B4 Short Cases on Global Business for Business Language Courses (5 teaching assistants )		
D3 WTCU Global Market Analysis Projects (1 Teaching Assisstant)		
D5 SBDC Export Tools Development		
D7 World Trade Association of Utah Initiatives		
D11 ExporTech Internship Assisstance (4 students)		
<b>Subtotal Personnel</b>		
<b>Fringe Benefits</b>		
Business language instructors		
<b>Subtotal Fringe Benefits</b>		
<b>Travel</b>		
A1 Leadership/HR Learn-Do-Become (LDB) Pathway (15 students, 1 faculty)		
A2 Teaching Business School Prerequisite Classes Abroad (20-30 students, 3 faculty)		
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)		
A5 Project-based Study Abroad Programs		
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)		
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)		
A17 Global Field Studies Projects for MBA Students (2 projects, 5 students and 1 faculty per project)		
A18 International HR Field Studies Projects (3 teams, 5 studnets )		
A19 University Exchange Agreements in England, Denmark, Korea, Scotland Taiwan (1 faculty )		
A20 Oxford to India Business Study Abroad (1 faculty, 20 students )		
B5 CIBE Joint Business Language/ Language for Specific Purposes Conference (2 faculty )		
B7 Faculty Development in Business Languages (1 faculty )		
B8 Business Languages Internships and Global Experience (2 students )		

BUDGET NARRATIVE (2019-2020) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>		<b>Feder</b>
C1 Salt Lake Community College Initiative (1 faculty, 1 student)		
C3 Snow College Initiative (1 student)		
C5 Rocky Mountain CIBE Initiatives (3 faculty)		
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC (1 faculty)		
C11 Faculty Development in International Business (FDIB) China (1 faculty)		
C13 Faculty Development in International Business (FDIB) India (1 faculty)		
D1 International Investing Internship in Asia (2 faculty, 20 students)		
D4 Governor's Office Trade Mission Scholarships (2 executives)		
D9 Employer Skills Gap Study		
E1 Conference on Blockchaining in Global Markets (presenters)		
E2 Research Global Reach Improves Projects (3 faculty)		
E4 Global Transfer Research (1 faculty)		
E9 Research on Cross-Cultural Consumer Behavior (1 faculty)		
E10 Research on Supply Chain at the Base of the Pyramid (2 faculty)		
E12 Conference on Intellectual Property Rights and Technology (presenters)		
E13 Experience Design and Management International Best Practices Conference (presenters)		
E14 Other Research Grants in International Business (8 research grants)		
<b>Subtotal Travel</b>		
<b>Supplies</b>		
A2 Teaching Business School Prerequisite Classes Abroad (marketing, general supplies)		
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)		
A5 Project-based Study Abroad Programs		
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)		
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)		
A8 International Strategy Case Analysis Course (general supplies)		

BUDGET NARRATIVE (2019-2020) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>	<b>Feder</b>
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A15 Course for Global Women's Studies ( <i>marketing, supplies</i> )	
A16 Building Global Talent: Unpacking Your Suitcase ( <i>printing, supplies</i> )	
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan ( <i>general supplies</i> )	
A20 Oxford to India Business Study Abroad ( <i>general supplies</i> )	
A21 New Video/Multimedia Cases (supplies)	
B2 Business Language Case Competition in French ( <i>supplies, cases</i> )	
B4 Short Cases on Global Business for Business Language Courses (supplies, cases)	
B8 Business Languages Internships and Global Experience ( <i>marketing, supplies</i> )	
E11 New IB Case Writing Development ( <i>supplies</i> )	
<b>Subtotal Supplies</b>	
<b>Other</b>	
A11 Learning Apps	
A12 Forex Competition (awards)	
B2 Business Language Case Competition in French ( <i>mid-competition luncheon and speaker dinner</i> )	
B2 Business Language Case Competition in French ( <i>awards</i> )	
B3 High School Business Language Competition in Chinese and French ( <i>mid-competition luncheon</i> )	
B3 High School Business Language Competition in Chinese and French ( <i>awards and refreshments</i> )	
B5 CIBE Joint Business Language/ Language for Specific Purposes Conference ( <i>sponsorship fee</i> )	
B7 Faculty Development in Business Languages ( <i>1 faculty registration</i> )	
C1 Executive Certificate of Global Business at SLCC ( <i>sponsorship</i> )	
C4 Dine College Initiative ( <i>course development grant</i> )	
C5 Rocky Mountain CIBE Initiatives ( <i>conferences, website hosting, .</i> )	
C6 International Business Summit and Case Competition ( <i>competition expenses, mid competition lunch</i> )	
C7 Historical Black Colleges and Universities (HBCU) Project ( <i>co-sponsorship fee</i> )	
C8 International Business Institutes On The Road ( <i>co-sponsorship fee</i> )	

BUDGET NARRATIVE (2019-2020) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>	<b>Feder</b>
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC <i>(co-sponsorship fee)</i>	
C11 Faculty Development in International Business (FDIB) China <i>(co-sponsorship fee)</i>	
C13 Faculty Development in International Business (FDIB) India <i>(co-sponsorship fee)</i>	
C15 High School Business Teacher Faculty Development Scholarship	
D2 Governor's Utah Global Forum Sponsorship <i>(1 seminars, co-sponsorship fee)</i>	
D6 Sponsorship of NASBITE <i>(co-sponsorship fee)</i>	
D7 World Trade Association of Utah Initiatives <i>(membership fee, activites)</i>	
E1 Conference on Blockchaining in Global Markets <i>(co-sponsorship)</i>	
E11 New IB Case Writing Development	
E12 Conference on Intellectual Property Rights and Technology <i>(co-sponsorship)</i>	
E13 Experience Design and Management International Best Practices Conference <i>(co-sponsorship)</i>	
<b>Subtotal Other</b>	

BUDGET NARRATIVE (2019-2020) - DETAILED BUDGET BY EXPENDITURES

**DETAILED BUDGET BY EXPENDITURES  
(BYU CIBE ADMINISTRATION AND ACTIVITIES)**

CIBE Budget		Federal
<b>Total Expenses: CIBE Administration and Activities</b>		
Total Personnel		
Fringe Benefits		
Travel		\$
Supplies		
Other		
Total Direct Costs		\$
Indirect Costs (8%)		
	<b>TOTAL</b>	\$

**Section 1: CIBE Administration and Faculty**

**Administrative Personnel**

Managing Director, Jonathon Wood

Program Coordinator, Mary Kay Lloyd

Financial Analyst, Lisbeth Hopper

Student Employees (*study abroad, student exchange, and competitions*)

**Key Personnel**

Bruce Money, Director (80%)

Lynn Elliott, International Programs (10%)

Bryan Sudweeks, IB Faculty (5%)

Steve Glover, Assistant Dean (10%)

David Hollan, Global Consulting Projects (10%)

Monte Swain, IB Faculty (5%)

Shad Morris, IB Faculty (30%)

Eva Witesman, Evaluation (10%)

Aaron Miller, IB Faculty (5%)

Simon Greathead, IB Faculty (25%)

Mike Roberts, Internships (5%)

Jonathon Wood, Managing Director (100%)

Greg Burton, IB Faculty (10%)

Todd Manwaring, Internships (5%)

Jeff Dyer, IB Faculty (5%)

Brad Agle, Ethics Faculty (5%)

Tom Foster, IB Faculty (5%)

Jeff Thompson, IB Faculty (5%)

**Administrative Personnel Fringe Benefits**

Managing Director, Jonathon Wood (*53.2% of salary*)

CIBE Budget	Federal
Program Coordinator, Laura Ricks (36.6% of salary)	
Financial Analyst, Lisbeth Hopper (7.6% of salary)	
<b>Key Personnel Fringe Benefits</b>	
<b>Travel</b>	
Domestic and foreign travel to attend CIBE meetings, CIBE conferences, and other IB Conferences	
Other Administrative Travel (NAFSA, CUIBE, NIBES)	
<b>Supplies</b>	
Miscellaneous office supplies	
<b>Other</b>	
Evaluation	
Website	
Memberships and Registrations	
<b>Section 2: Activities</b>	
<b>Personnel</b>	
A8 International Strategy Case Analysis Course (ITA)	
A10 Cultural Intelligence Assessment Tools (3 Research Assistants)	
A11 Learning Apps (1 Research Assistants)	
A12 Forex Competition	
A13 Global Mindset Video Project for Business Majors (1 research assistant)	
A14 Global Mindset Video Project for Non-Business Majors (1 research assistant)	
A15 Course Development Grant for Global Women's Studies (1 Research Assistant)	
A18 International HR Field Studies Projects (1 teaching assistant)	
A21 New Video/Multimedia Cases	

BUDGET NARRATIVE (2020-2021) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>	<b>Federal</b>
B1 Global Mindset Videos In Foreign Business Languages (5 teaching assistant)	
B4 Short Cases on Global Business for Business Language Courses (5 teaching assistants)	
D3 WTCU Global Market Analysis Projects (1 Teaching Assisstant)	
D5 SBDC Export Tools Development	
D7 World Trade Association of Utah Initiatives	
D11 ExporTech Internship Assisstance (4 students)	
<b>Subtotal Personnel</b>	
<b>Fringe Benefits</b>	
Business language instructors	
<b>Subtotal Fringe Benefits</b>	
<b>Travel</b>	
A1 Leadership/HR Learn-Do-Become (LDB) Pathway (15 students, 1 faculty)	
A2 Teaching Business School Prerequisite Classes Abraod (20-30 students, 3 faculty)	
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)	
A5 Project-based Study Abroad Programs	
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)	
A17 Global Field Studies Projects for MBA Students (2 projects, 5 students and 1 faculty per project)	
A18 International HR Field Studies Projects (3 teams, 5 studnets)	
A19 University Exchange Agreements in England, Denmark, Korea, Scotland Taiwan (1 faculty)	
A20 Oxford to India Business Study Abroad (1 faculty, 20 students)	
B7 Faculty Development in Business Languages (1 faculty)	
C1 Salt Lake Community College Initiative (1 faculty, 1 student)	
C3 Snow College Initiative (1 student)	
C9 Faculty Development in International Business (FDIB) MENA (1 faculty)	

BUDGET NARRATIVE (2020-2021) - DETAILED BUDGET BY EXPENDITURES

## CIBE Budget

Federal

C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC (1 faculty)	
C11 Faculty Development in International Business (FDIB) China (co-sponsorship fee)	
C12 Faculty Development in International Business (FDIB) Brexit and EU (1 faculty)	
D1 International Investing Internship in Asia (2 faculty, 20 students)	
D4 Governor's Office Trade Mission Scholarships (2 executives)	
E1 Conference on Blockchaining in Global Markets (presenters)	
E4 Global Transfer Research (1 faculty)	
E6 Research on Group vs Individual Mentorship in Emerging Markets (2 faculty)	
E7 Research on Global Accounting Issues (2 Faculty)	
E10 Research on Supply Chain at the Base of the Pyramid (2 faculty)	
E13 Experience Design and Management International Best Practices Conference (presenters)	
E14 Other Research Grants in International Business (8 research grants)	
<b>Subtotal Travel</b>	<b>\$</b>
<b>Supplies</b>	
A2 Teaching Business School Prerequisite Classes Abroad (marketing, general supplies)	
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)	
A5 Project-based Study Abroad Programs	
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)	
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)	
A8 International Strategy Case Analysis Course (general supplies)	
A15 Course for Global Women's Studies (marketing, supplies)	
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan (general supplies)	
A20 Oxford to India Business Study Abroad (general supplies)	
A21 New Video/Multimedia Cases (supplies)	

BUDGET NARRATIVE (2020-2021) - DETAILED BUDGET BY EXPENDITURES

<b>CIBE Budget</b>	<b>Federal</b>
B2 Business Language Case Competition in French ( <i>supplies, cases</i> )	
B4 Short Cases on Global Business for Business Language Courses ( <i>supplies, cases</i> )	
B8 Business Languages Internships and Global Experience ( <i>marketing, supplies</i> )	
C6 International Business Summit and Case Competition ( <i>cases, posters, etc.</i> )	
D9 Employer Skills Gap Study ( <i>printing, supplies</i> )	
E11 New IB Case Writing Development ( <i>supplies</i> )	
<b>Subtotal Supplies</b>	
<b>Other</b>	
A11 Learning Apps	
A12 Forex Competition ( <i>awards</i> )	
B2 Business Language Case Competition in French ( <i>mid-competition luncheon and speaker dinner</i> )	
B2 Business Language Case Competition in French ( <i>awards</i> )	
B3 High School Business Language Competition in Chinese and French ( <i>mid-competition luncheon</i> )	
B3 High School Business Language Competition in Chinese and French ( <i>awards and refreshments</i> )	
B6 Business Language Research and Teaching Awards ( <i>sponsorship fee</i> )	
B7 Faculty Development in Business Languages ( <i>1 faculty registration</i> )	
B8 Business Languages Internships and Global Experience ( <i>2 students</i> )	
C2 Executive Certificate of Global Business at SLCC ( <i>sponsorship</i> )	
C4 Dine College Initiative ( <i>course development grant</i> )	
C5 Rocky Mountain CIBE Initiatives ( <i>conferences, website hosting,</i> )	
C8 International Business Institutes On The Road ( <i>co-sponsorship fee</i> )	
C6 International Business Summit and Case Competition ( <i>competition expenses, mid competition lunch</i> )	
C7 Historical Black Colleges and Universities (HBCU) Project ( <i>co-sponsorship fee</i> )	
C9 Faculty Development in International Business (FDIB) MENA ( <i>co-sponsorship fee</i> )	

BUDGET NARRATIVE (2020-2021) - DETAILED BUDGET BY EXPENDITURES

CIBE Budget	Federal
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC ( <i>sponsorship fee</i> )	
C11 Faculty Development in International Business (FDIB) China ( <i>co-sponsorship fee</i> )	
C12 Faculty Development in International Business (FDIB) Brexit and EU ( <i>co-sponsorship fee</i> )	
C15 High School Business Teacher Faculty Development Scholarship	
D2 Governor's Utah Global Forum Sponsorship ( <i>1 seminars, co-sponsorship fee</i> )	
D6 Sponsorship of NASBITE ( <i>co-sponsorship fee</i> )	
D7 World Trade Association of Utah Initiatives ( <i>membership fee, activities</i> )	
E1 Conference on Blockchaining in Global Markets ( <i>co-sponsorship</i> )	
E11 New IB Case Writing Development	
E13 Experience Design and Management International Best Practices Conference ( <i>co-sponsorship</i> )	
<b>Subtotal Other</b>	

BUDGET NARRATIVE (2020-2021) - DETAILED BUDGET BY EXPENDITURES

**DETAILED BUDGET BY EXPENDITURES  
(BYU CIBE ADMINISTRATION AND ACTIVITIES)**

<b>CIBE Budget</b>	<b>Feder</b>
--------------------	--------------

<b>Total Expenses: CIBE Administration and Activities</b>	
Total Personnel	
Fringe Benefits	
Travel	
Supplies	
Other	
Total Direct Costs	
Indirect Costs (8%)	
<b>TOTAL</b>	

**Section 1: CIBE Administration and Faculty**

<b>Administrative Personnel</b>		
Managing Director, Jonathon Wood		
Program Coordinator, Mary Kay Lloyd		
Financial Analyst, Lisbeth Hopper		
Executive Secretary, Sarah Dorff		
Student Employees ( <i>study abroad, student exchange, and competitions</i> )		
<b>Key Personnel</b>		
Bruce Money, Director (80%)	Lynn Elliott, International Programs (10%)	Bryan Sudweeks, IB Faculty (5%)
Steve Glover, Assistant Dean (10%)	David Hollan, Global Consulting Projects (10%)	Monte Swain, IB Faculty (5%)
Shad Morris, IB Faculty (30%)	Eva Witesman, Evaluation (10%)	Aaron Miller, IB Faculty (5%)
Simon Greathead, IB Faculty (25%)	Mike Roberts, Internships (5%)	Jonathon Wood, Managing Director (100%)
Greg Burton, IB Faculty (10%)	Todd Manwaring, Internships (5%)	Jeff Dyer, IB Faculty (5%)
Brad Agle, Ethics Faculty (5%)	Tom Foster, IB Faculty (5%)	Jeff Thompson, IB Faculty (5%)
<b>Administrative Personnel Fringe Benefits</b>		
Managing Director, Jonathon Wood ( <i>53.2% of salary</i> )		

BUDGET NARRATIVE (2021-2022) - DETAILED BUDGET BY EXPENDITURES

**CIBE Budget**

Feder

Program Coordinator, Laura Ricks <i>(36.6% of salary)</i>	
Financial Analyst, Lisbeth Hopper <i>(7.6% of salary)</i>	
<b>Key Personnel Fringe Benefits</b>	
<b>Travel</b>	
Domestic and foreign travel to attend CIBE meetings, CIBE conferences, and other IB Conferences	
Other Administrative Travel <i>(NAFSA, CUIBE, NIBES)</i>	
<b>Supplies</b>	
Miscellaneous office supplies	
<b>Other</b>	
Evaluation	
Website	
Memberships and Registrations	

**Section 2: Activities**

<b>Personnel</b>	
A8 International Strategy Case Analysis Course <i>(1 TA)</i>	
A10 Cultural Intelligence Assessment Tools <i>(1 Research Assistant)</i>	
A11 Learning Apps <i>(1 Research Assistants)</i>	
A12 Forex Competition	
A13 Global Mindset Video Project for Business Majors <i>(1 research assistant)</i>	
A14 Global Mindset Video Project for Non-Business Majors <i>(1 research assistant)</i>	
A15 Course Development Grant for Global Women's Studies <i>(1 Research Assisstant)</i>	
A18 International HR Field Studies Projects <i>(1 teaching assistant)</i>	
A21 New Video/Multimedia Cases	
B1 Global Mindset Videos In Foreign Business Languages <i>(5 teaching assistant)</i>	

BUDGET NARRATIVE (2021-2022) - DETAILED BUDGET BY EXPENDITURES

**CIBE Budget**

Feder

B4 Short Cases on Global Business for Business Language Courses (5 teaching assistants)	
D3 WTCU Global Market Analysis Projects (1 Teaching Assisstant)	
D5 SBDC Export Tools Development	
D7 World Trade Association of Utah Initiatives	
D11 ExporTech Internship Assisstance (4 students)	
<b>Subtotal Personnel</b>	
<b>Fringe Benefits</b>	
Business language instructors	
<b>Subtotal Fringe Benefits</b>	
<b>Travel</b>	
A1 Leadership/HR Learn-Do-Become (LDB) Pathway (15 students, 1 faculty)	
A2 Teaching Business School Prerequisite Classes Abraod (20-30 students, 3 faculty)	
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)	
A5 Project-based Study Abroad Programs	
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)	
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)	
A17 Global Field Studies Projects for MBA Students (2 projects, 5 students and 1 faculty per project)	
A18 International HR Field Studies Projects (3 teams, 5 studnets)	
A19 University Exchange Agreements in England, Denmark, Korea, Scotland Taiwan (1 faculty)	
A20 Oxford to India Business Study Abroad (1 faculty, 20 students)	
B5 CIBE Joint Business Language/ Language for Specific Purposes Conference (2 faculty)	
B7 Faculty Development in Business Languages (1 faculty)	
C1 Salt Lake Community College Initiative (1 faculty, 1 student)	
C3 Snow College Initiative (1 student)	
C5 Rocky Mountain CIBE Initiatives (3 faculty)	

BUDGET NARRATIVE (2021-2022) - DETAILED BUDGET BY EXPENDITURES

## CIBE Budget

Federal

C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC (1 faculty)	
C11 Faculty Development in International Business (FDIB) China (1 faculty)	
C13 Faculty Development in International Business (FDIB) India (1 faculty)	
D1 International Investing Internship in Asia (2 faculty, 20 students)	
D4 Governor's Office Trade Mission Scholarships (2 executives)	
E1 Conference on Blockchaining in Global Markets (presenters)	
E3 Research on Growth Mindset among Poor Entrepreneurs in Emerging Markets (2 faculty, 1 student)	
E13 Experience Design and Management International Best Practices Conference (presenters)	
E14 Other Research Grants in International Business (8 research grants)	
<b>Subtotal Travel</b>	
<b>Supplies</b>	
A2 Teaching Business School Prerequisite Classes Abroad (marketing, general supplies)	
A3 Foreign Business Experience for Full-time MBA (20 Students, 1 Faculty)	
A5 Project-based Study Abroad Programs	
A6 International Entrepreneurship Study Abroad (20 students, 1 faculty)	
A7 Global Tech/Analytics Study Abroad (20 students, 1 faculty)	
A8 International Strategy Case Analysis Course (general supplies)	
A15 Course for Global Women's Studies (marketing, supplies)	
A16 Building Global Talent: Unpacking Your Suitcase (printing, supplies)	
A19 University Exchange Agreements in England, Denmark, Korea, Scotland, Taiwan (general supplies)	
A20 Oxford to India Business Study Abroad (general supplies)	
A21 New Video/Multimedia Cases (supplies)	
B2 Business Language Case Competition in French (supplies, cases)	
B4 Short Cases on Global Business for Business Language Courses (supplies, cases)	
B8 Business Languages Internships and Global Experience (marketing, supplies)	

BUDGET NARRATIVE (2021-2022) - DETAILED BUDGET BY EXPENDITURES

**CIBE Budget**

Feder

C6 International Business Summit and Case Competition ( <i>cases, posters, etc.</i> )	
E11 New IB Case Writing Development ( <i>supplies</i> )	
<b>Subtotal Supplies</b>	
<b>Other</b>	
A11 Learning Apps	
A12 Forex Competition (awards)	
B2 Business Language Case Competition in French ( <i>mid-competition luncheon and speaker dinner</i> )	
B2 Business Language Case Competition in French ( <i>awards</i> )	
B3 High School Business Language Competition in Chinese and French ( <i>mid-competition luncheon</i> )	
B3 High School Business Language Competition in Chinese and French ( <i>awards and refreshments</i> )	
B5 CIBE Joint Business Language/ Language for Specific Purposes Conference ( <i>sponsorship fee</i> )	
B7 Faculty Development in Business Languages ( <i>1 faculty registration</i> )	
B8 Business Languages Internships and Global Experience ( <i>2 students</i> )	
C2 Executive Certificate of Global Business at SLCC ( <i>sponsorship</i> )	
C5 Rocky Mountain CIBE Initiatives ( <i>conferences, website hosting, )</i>	
C6 International Business Summit and Case Competition ( <i>competition expenses, mid competition lunch</i> )	
C7 Historical Black Colleges and Universities (HBCU) Project ( <i>co-sponsorship fee</i> )	
C8 International Business Institutes On The Road ( <i>co-sponsorship fee</i> )	
C10 Faculty Development in International Business (FDIB) Sub-Saharan Africa with USC ( <i>co-sponsorship fee</i> )	
C11 Faculty Development in International Business (FDIB) China ( <i>co-sponsorship fee</i> )	
C13 Faculty Development in International Business (FDIB) India ( <i>co-sponsorship fee</i> )	
C14 CIBE Country Studies: Edited Volume Book Series Based on FDIBs	
C15 High School Business Teacher Faculty Development Scholarship	
D2 Governor's Utah Global Forum Sponsorship ( <i>1 seminars, co-sponsorship fee</i> )	
D6 Sponsorship of NASBITE ( <i>co-sponsorship fee</i> )	

BUDGET NARRATIVE (2021-2022) - DETAILED BUDGET BY EXPENDITURES

**CIBE Budget**

Feder

D7 World Trade Association of Utah Initiatives ( <i>membership fee, activites</i> )	
E1 Conference on Blockchaining in Global Markets ( <i>co-sponsorship</i> )	
E11 New IB Case Writing Development	
E13 Experience Design and Management International Best Practices Conference ( <i>co-sponsorship</i> )	
<b>Subtotal Other</b>	

BUDGET NARRATIVE (2021-2022) - DETAILED BUDGET BY EXPENDITURES