

## Study abroad and world will be your oyster

Employers are more likely to recruit MBAs who have some international experience

Carly Chynoweth Published: 13 April 2014



Only a third of the Britons who sit the

Yvonne Modu works in the City but goes to Rotterdam for MBA classes (Akira Suemori)

Graduate Management Admission Test to take an MBA restrict themselves to sending their scores to the 85 business schools in the UK.

The rest — about 1,000 — apply for courses abroad, with America, France, Spain and Canada the most popular options, according to Michelle Sparkman Renz, a director at the Graduate Management Admission Council, which runs the exam.

"People who consider studying outside their home country do so because they are interested in an

international career and building an international network," she said. "What we hear from companies is that they are looking to hire MBAs not only to improve efficiency, productivity and performance, but they also want to expand geographically and so they plan to place MBA recruits both in Europe and elsewhere in the world."

The Asia Pacific region is the most popular destination, with 29% of European employers expecting to place MBA graduates there, while 17% anticipate placements in the Middle East or Africa and 15% in Latin America.

An MBA with a global edge does offer something extra to employers, said Simon Drake, director of executive recruitment at Penna. "It says something about you and your approach to life. If you are willing to take on these international challenges, it adds value. It would rate well with many employers who are looking for people who are willing to go that extra mile for the extra benefit. It is also a good way to indicate that you are willing to step outside your comfort zone."

However, in most cases the country selected by students for an MBA course matters less than the reputation of the business school, said Drake. "There are always specific organisational needs that might mean an employer is interested in someone who has experience in Brazil [for example] . . . but generally the important thing is to think about the school."

Michael McCannon, 34, chose CEIBS in Shanghai to ensure he got the experience he needed to continue his career in Asia — he had worked in Taiwan for several years — but he also wanted a name that would carry weight if he returned to Europe. "It was important to me to have an internationally recognised name on my CV," he said. "I saw my future in China in the medium term. But I wanted to keep my options open so that if I did come back, I would have a school on my CV that employers rated."

After graduating, McCannon secured a finance and strategy role with the steel giant Arcelor Mittal in China, where he stayed for 18 months before moving to the London office three and a half years ago. "The fact I had done the MBA in the region was a key aspect for my boss because China is such an important market."

Another option for students is to look for an international partnership programme that combines local and overseas sessions. "That gives you the base at home but the opportunity to show that you can go abroad and fit in," said Paul Clarke, managing director of Business Because, a global business school network. "It shows employers much the same thing as going for a year but it involves much less upheaval, which might be better if you have a partner or family, for example."

Yvonne Modu enrolled on the OneMBA programme — an executive course designed for experienced business people who study while working — run in partnership with schools in Europe, America, Brazil and Mexico. The financial services consultant works in the City but visits the Rotterdam School of Management for classes every four to six weeks. She will also undertake four week-long "global residencies" on different continents. "It means I can spend time in all these countries," she said. "And there is an elective that will mean going to South Africa to work with really small businesses."

Modu, 42, who has undergraduate degrees in maths, computer science and computer studies, was determined not to study at a British business school. "There I would be doing it with people who think like me and who would probably come from similar professional backgrounds, so it would limit my ability to learn from people who think differently from me," she explained.

That said, UK business schools have quite an international mix of people, said Alex Katsomitros, assistant director at the Association of Business Schools: about 40% of students and a quarter of academic staff are foreign. "UK business schools are well positioned to provide an international experience ... even when students have to stay in the UK. On the other hand, it would not be a negative development if UK students, particularly those studying business, spent some time abroad,

especially in Asia."

He suggests looking for business schools with international branches or other global partnerships, some of which — such as London Business School's tie-up with Columbia Business School and the University of Hong Kong — allow students to earn MBAs from more than one university.

Other options include Manchester Business School's part-time Global MBA — which includes residential sessions in cities such as Dubai, Miami, Singapore and Sao Paulo — and Cass Business School, which gives MBA students the chance to work on an international consultancy project.

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