



# 2011 Placement Report:

Job and Internship results

## Career Counseling and Services

As of September 1, 2011

### International University of Japan

#### Graduate School of International Management

MBA

Masters of E-business Management (E-biz)

#### Graduate School of International Relations

MA, International Development

MA, International Peace Studies

MA, International Relations

MA, Public Management

MA, Economics

#### Quick Summary

- *IUJ's Global Partnerships, and increased interest to expand overseas expands opportunities*
- *Internship results again an IUJ bragging point*
- *Project-based internships for companies seeking to expand and understand overseas markets on the rise*

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#### For More Information on . . .

- **Career Coaching**  
before IUJ, while at IUJ or after IUJ
- **Recruiting IUJ students**  
in Academic year 2011-2012
- **Distance Internships**  
and campus-based **special projects**

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## Job Placement Rates 2011

JOBS as of 8-29-2011	Total # of graduates in 2011	# of Job Hunters	Language study/ Family Obligations	# with jobs by Graduation or within 2 months	# found through IUJ	# found without IUJ intro ◆
IDP	61*	3	0	1	1 (100%)	0
IRP	16	6	1	3	1 (33%)	2
IPSP	7	0	0	0	0	0
MBA	50	20	3	8	6 (75%)	2
Ebiz**	20*	7	0	3	1 (33%)	2
Total	154	36	4 (11%)	15 (42%)	9 (60%)	6 (40%)

\*23 IDP and 5 Ebiz are 1 year linkage program students not seeking employment.

\*\*Numbers for a few days after graduation.

◆IUJ provided information, resources, letters of support, application critiques, but may not have made the direct introductions for those in this column.

## What Happened in 2011 for Job Hunters

With the sluggish Japanese economy, hit hard by the Earthquake and Tsunami in March, the Class of 2011 faced a continuing challenge to secure employment. Several decided to return home before hunting. Those remaining in Japan could benefit from the recently instituted Designated Stay Visa that allows them to continue the job hunt and work part time or study Japanese.

A few benefited from newly created Global Partnerships at IUJ and secured exciting interviews and offers from such companies as Mizuho Corporate Bank, Accenture, Fujitsu, NTT Communications, etc.. Though March tragedies put a damper on some expected corporate hiring, the future looks bright with such companies as Orix, No-

mura Securities, GE Japan, etc.

Of the total 154 students in the Class of 2011, 36 registered for career support: 9 GSIR and 27 GSIM students. All other students either were already employed, not allowed by scholarship rules to job hunt before returning home, or not interested in receiving support at this time.

About half of the GSIR students started work, PhD programs or language school right after graduation. For the MBA students, again just over half had started work within a few weeks of graduation. The remaining group include those who chose to postpone their hunt until going home, are still in the hunt or have not yet reported in about their current status.

## 2012 job opportunity creation: IUJ's Global Partnerships to play larger role

As was predicted, IUJ did enjoy an increase of interest from companies in Japan with offices overseas to hire our students. With Japan wanting to, and needing to expand into Asia with a better global workforce, momentum was building and excitement was in the air. But March 11, 2011 put things on hold.

Many companies pushed their hiring process back, or suspended it until 2012. Others became conservative in their expansion plans in a "wait and see" atmosphere. But as this report is drafted, again things are getting onto a positive track for 2012.

This positive track will be well supplemented by IUJ's new Global

Partnership Program. IUJ has partnered with 36 companies in Japan all seeking to create a more global workforce! Through various programs with IUJ, including job and internships for IUJ students, our Global Partners should become more active in 2012 building on a good start in 2011.

IUJ's president continues to give much interest to career services and will drive the partnership program toward increasing opportunities for IUJ students.

Things are not yet back to levels enjoyed before the Lehman shock, but with luck, our Global Partner companies, and an exciting new group of job hunters, we hope to continue on the right track.

## Where do IUJ Private Students find work? (examples 2007-2011)

### IDP

Access Technology, Japan  
Asian Development Bank Institute  
Central Bank of Myanmar  
Citigroup Japan  
Eurasia Capital Management  
Government offices (various posts and ministries)  
Islamic Development Bank  
Mizuho Corporate Bank, Ltd.  
National Banks/Securities of various countries  
Nomura Securities Co., Ltd.  
ORIX CORP.  
Population International Service (PSI)  
Trade & Development Bank of Mongolia  
United Nations missions and offices

### IRP

ASEAN Secretariat  
Anderson International K.K.  
Cambodian Institute for Cooperation and Peace  
Kohsei Co. Ltd.  
Ministries of Foreign Affairs of various countries  
Mongolian Gas Development Company  
National Planning Commission  
Organization for the Prohibition of Chemical Weapons  
Save the Children UK  
Societe Generale Corporate and Investment Banking  
Standard Chartered Bank  
TCM Trading Co. Hong Kong  
U.N. offices and missions  
Urban Connections  
Various universities for teaching and PhDs

### IPSP

Asian Development Bank Institute  
Japan Association for Refugees  
Search For Common Ground  
United Nations missions

### MBA

Accenture  
Alternative Investments Capital, Ltd. (AIC)  
BNP Paribas Tokyo  
Barclays Capital Inc.  
Citibank, N.A.  
Deloitte Touche Tohmatsu Jaiyos  
EMC Computer Systems  
Fidelity Investments Japan  
Goldman Sachs (Japan) Ltd.  
HSBC  
ING Life Japan  
Innosight Ventures  
ISFnet, Inc.  
Japan Market Research Institute  
Macquarie Securities  
Merrill Lynch Japan Securities Co., Ltd.  
Ministries of various countries  
Mitsubishi UFJ Securities Co., Ltd.  
Mizuho Corp. Bank  
Mizuho Securities Co., Ltd.  
Morgan Stanley  
NetSol Technologies  
Nikko Citi Business Services  
Nomura Securities Co., Ltd.  
NTT Communications  
Panasonic Corporation  
Takeda Pharmaceuticals  
Telekom Malaysia Berhad  
Tesco Plc.

### Ebiz

AEON Co., Ltd.  
Bloomberg L.P.  
Fujitsu Limited (Japan and Vietnam)  
General Electric Company  
HAVI Global Solutions K.K.  
IBM Business Consulting Services  
SAP AG  
Standard Chartered Bank  
Tata Consultancy Services Ltd.  
UBS Warburg  
United Nations—various offices and missions  
Various universities  
VietGate Communication

(◆Not all were introduced by IUJ, but found on their own or through the alumni network)

Please see rates from previous years .  
[www.iuj.ac.jp/career/](http://www.iuj.ac.jp/career/)

## Internship Results Remain High in 2011

With traditional internships being supplemented with new and exciting opportunities, the IUJ internship program for all degree students remains solid, and a bragging right for IUJ.

Again this year, we hit over 100% placement rate for all active internship hunters: 4 students participated in more than one internship, while just a few student unfortunately could not secure an opportunity. A few internship offers were turned down by IUJ students usually due to Exchange Program conflicts. Lower than usual intern-

ship rates for MA students were caused by some late UN applications or a relatively inactive group this past year.

The key to securing an internship remains unchanged: 1) An EARLY start in the process - some international investment banks, for example, begin the internship recruiting in September - 9 full months before the internship begins. 2) Being proactive and working closely with the IUJ career coach - **especially for UN-related internships, January is the time to be sending information out.**

IUJ's new Global Partnerships with the Japan business sectors will open up new opportunities in 2012 and beyond. Also, as small/medium sized companies make strategic plans to expand overseas, additional "bridging" roles for interns and employees alike should increase.

Market research, market entry research, risk analysis, etc. are just some of the popular internship themes in businesses.

For opportunities in the UN, research into various development issues, gender issues, democracy awareness, ITC themes, etc. etc. are among the popular internship topics.

## Where did IUJ Students Intern in Summer 2009 - 2011?

### IDP

Accenture  
Asian Development Bank Institute  
Frontier Securities, Mongolia  
ISFnet  
JAPEX (Japan Petroleum Exploration)  
UNDP Cambodia  
UNESCAP, Bangkok  
UN, various other offices  
ValueCommerce

### IRP

Global Foundation, Mongolia  
Kyodo News  
LDP member office  
Fuji Xerox Shanghai, Marketing  
McCann Erickson Jakarta, Marketing  
UNAPCIC'T, Korea  
UNDP Cambodia  
UNDP Mongolia  
UNESCAP, Bangkok  
UN OCHA - Relief Web  
Urban Connections

### IPSP

Central Bank of Asia, Jakarta  
ERINA  
International Center for Ethnic Studies, Sri Lanka  
JICA Manila Office  
PeaceBoat, Tokyo  
UN Conference in Okinawa

### PMPP

UNDP, Sierra Leone

### MBA

Alternative Investments Capital  
ANA  
Barclays Capital  
Capital Servicing  
CoachA  
Depfa Bank,  
Deutsche Bank, Mumbai  
GE Japan  
Hitachi Ltd.  
Frontier Securities, Mongolia  
Fuji Xerox Shanghai, Marketing  
HSBC Thailand  
Inter-American Development Bank, DC  
Kitamura Camera  
JAPEX (Japan Petroleum Exploration)  
LDP member office  
McCann Erickson, Tokyo  
Mizuho Corporate Bank  
Orix Corporation  
Nomura Securities (part-time contract)  
Panasonic  
RBS Securities, Singapore  
TEPCO, Clean Energy  
Tokyo American Club

### E-Biz

FastRetailing/Uniqlo  
McCann Erickson in Jakarta  
Mobikyo (Distance)

Schering-Plough Animal Health (Distance)  
Toyota Motors, Creativity

## Key internships where we expect to have continuing opportunities:

### Finance and Financial Services

Bloomberg • Citibank, and Citigroup Services • Credit Suisse • Goldman Sachs • Macquarie Group • Merrill Lynch • Mizuho Securities • Standard Chartered • WEALTH Management

### Business and Consulting

AEON • Digital Meme • Fuji Xerox • HCL Corp. • IBM Corporate Communications • Marketing Research • McCann Erickson, Mumbai • Nissan • NSK • PWC • SONY • Syngenta

### Government, International Org., Research

ADB • IMF • UNCRD, Nagoya/Kenya • UN Habitat Fukuoka, UN Headquarters, and field offices • UN International Telecom Union • UN ILO • UN International Criminal Tribunal • UN, Joint Inspection Unit, Geneva • UNESCO • UNIDO, Vietnam • UN Univ. and Info Centre • US Embassy, Tokyo, ATO • World Bank

### Media

Japan Times • Mainichi Daily

	# of students in Class 2012	# registered with CC&S for an internship hunt	# of active Internship hunters	# of Internships offered*	# secured through IUJ	# secured on own	# not receiving an offer (active hunters)	# who withdrew for study/research or travel, or were inactive	# with multiple internships	# of paid/compensated internships	# of unpaid internships
IDP	36	11	5	4 (80%)	4 (100%)	0	1	6	0	4	0
IRP	18	13	6	5 (83%)	5 (100%)	0	2	2	1	0	5
IPSP	7	5	3	3 (100%)	1 (33%)	2	0	4	0	1	2
PMPP	18	9	2	1 (50%)	1 (100%)	0	1	7	0	0	1
MBA	61	31	25	29 (116%)	25 (85%)	4	1	6	3	24	5
Total	140	69 (49%)	41 (29%)	42 (102%)	36 (85%)	6 (15%)	5	25	4	29	13

\*Includes internships offered but not taken. Includes multiple offers to one student. %s considers only those Active in the hunt.

Note on Ebiz Internships: Full-time, off campus internships are not possible while a student. Only internships after graduation and back home, or project internships done from campus are possible due to immigration regulations for this 1 year program. Ebiz students, therefore, do not register for internships, but for job hunting. On occasion special opportunities arise.

## Timing and Services offered by IUJ's Career Center (CC&S)

### Student Timeline

- Late September:** attend career [workshops](#) and draft resume. Begin applying online for finance related internships and UN related jobs
- October:** finalize resume and explore career options. Begin to apply and interview in reaction to CC&S announcements, and on websites. Receive first coaching session from CC&S.
- December:** begin to apply on own and through CC&S for Winter Term interviews. Prepare UN related applications for internships
- January:** Send UN related internship applications and continue to apply for various online and campus announced positions. Apply through IUJ and on own for business internships. Job hunters for the following year should apply through ENTRY SHEETS for Japanese firms
- January - February:** Interview
- March - April:** Finalize Offers
- May - June:** change visa status (jobs) or obtain work permits (Interns)
- July:** Start internships or jobs

*Internships may run from early July through late September depending on the company/organization needs and the students' scholarship issues and Fall exchange program timing (when applicable). Ebiz students may participate in internships under very special conditions only. Ask the career counselor.*

*Employment positions may start in July or after for MA and MBA students and September or after for Ebiz students.*

### Recruiter's Timeline

- Anytime:** arrange for on-campus (or other method) recruiting visits
- October:** Receive the IUJ Resume Book and/or view the online Resume Bank
- October - late November:** Early-Bird Campus Recruiting time. Offers can be made at this time.
- Mid January - Late February:** **Main On-campus recruiting time.** Offers may be made at any time.
- Mid April - late May:** Spring recruiting season.
- June:** Assist employees with Work Visa documents (for Japan employment of overseas students). For interns, IUJ obtains Work Permit and Insurance with no company action required except the internship "contract"
- July:** Welcome the MBA/MA employee or intern (September for Ebiz)

**IUJ is flexible to adapt our scheduling to your recruiting needs and styles.**

### Recruiter Services

- **Candidate introductions**
- **Communication support between recruiter and candidate**
- **Posters of openings creation**
- **Resume collection and delivery**
- **Resume Book delivery and online Resume Bank access approval**
- **Individual resume introductions**
- **On Campus recruiting visit/itinerary planning and arrangements**
- **Tokyo interview support**
- **Complimentary presentation rooms and equipment**
- **Complimentary interview rooms**
- **Work Permit and Insurance arrangements for interns**
- **Services customized for smooth interaction between recruiter and student.**
- See [www.iuj.ac.jp/career/](http://www.iuj.ac.jp/career/) for details

**No fees or commissions apply when recruiting IUJ students through school services**

## What Careers do IUJ Graduates Go Into?

### MBA

Finance fields, investment banking, general banking, consulting (IT, Management) marketing, general business, trade relations, etc. etc.

### Ebiz

IT Consulting, general management, B2B business divisions, internet/webpage development firms, mobile industry, etc. etc.

### IDP/Economics

Development consulting, UN various offices, Finance/investment banking, general banking, IMF-related work, government, international organizations mostly on development issues, etc.

### PMPP

**TBA:** Government offices, large organization management, policy and research organizations, good governance watch groups, etc. etc.

*(First batch graduates in 2012)*

### IRP/IPSP

PhDs, academics, research, university level teaching, journalism, diplomatic circles, politics, governments, international organizations, UN various offices, UNV, peace keeping missions, relief missions, election monitoring, banking, general business, etc. etc.

### Salary Ranges for Employment in Japan

Average Starting Annual Salaries

All - 6.5 Million Yen  
MA - 5.5 Million Yen  
MBA - 7 Million Yen  
Ebiz - 6 Million Yen

High 12 Million Yen  
Low 4 Million Yen

### Internship Compensation Ranges in Japan

Average  
100,000/month plus housing & transportation support

High  
580,000 Yen/month + housing

Low  
Unpaid including no housing or transportation support

### Internship Placement Rates

	2006	2007	2008	2009	2010	2011
Total	105%	92%	92%	105%	105%	102%
MBA	110%	88%	92%	110%	110%	116%
MA	100%	96%	92%	94%	100%	81%

*While some candidates each year do not get internship offers, some get more than one offer resulting in rates over 100% on occasion.*