

# Marketing Your International Experience

## SKILLS GAINED FROM INTERNATIONAL EXPERIENCE

### COMMUNICATION SKILLS

- Foreign language skills (Ex: Spanish, German, etc.)
- Lead others in formal/informal groups
- Effectively participate in group discussions with people from diverse backgrounds
- Identify and manage different needs of people/groups
- Excellent intercultural communication skills
- Communicate despite barriers
- Highly developed cross-cultural communication skills combined with ability to motivate others

### INTERPERSONAL SKILLS

- Global point of view
- Appreciation of diversity
- Cultural awareness
- Establish rapport quickly
- Understand an organization's culture
- Understand global dependence
- Sensitive to other cultural values, norms, customs, and communication patterns
- Tolerant of differences
- Open to new ideas and practices
- Empathetic toward other perspectives
- Thrive in multicultural settings with a diverse range of personalities and learning styles
- Able to work effectively in a multicultural team
- Effective and knowledgeable in working in cross-cultural settings

### ORGANIZATIONAL SKILLS

- General travel and navigational skills
- Successfully juggle multiple demands
- Able to prioritize
- Time management skills

### INTRAPERSONAL SKILLS

- Patience
- Function with a high level of ambiguity
- Achieve goals despite obstacles
- Take initiative and risks
- Accept responsibility
- Manage stress and difficult situations
- Learn/adapt quickly
- Cope with rejection
- Flexibility
- Assertive/self-confident
- Inquisitive
- Independence
- Learn through listening and observing
- Capacity to adapt and be flexible in new and changing situations
- Extremely adaptable and resourceful in new and challenging environments
- Capable of working in difficult and ambiguous settings
- Effective and cooperative team player who also works well independently
- Identify problems and utilize available resources to solve them
- Positive outlook toward diversity

## International Experience on Your Resume

### EDUCATION

**ST. NORBERT COLLEGE**, De Pere, WI  
Bachelor of Arts Degree, May 2015  
Major: Art      Minor: Spanish

**FUNDACION DE ORTEGA Y GASSET**, Toledo, Spain, Spring 2013

- Study abroad program with a focus on Spanish art, language and culture
- Gained fluency in Spanish
- Enhanced ability to work effectively as part of a multicultural team, communicate despite barriers and manage stressful and difficult situations

### INTERNATIONAL EXPERIENCE

**Art Intern**, MUSEO DE SANTA CRUZ, Toledo, Spain, Spring 2013

- Maintained, catalogued and restored pieces
- Administered the lending of pieces to exhibitions
- Enhanced understanding of Spanish history and culture

**Study Abroad**, FUNDACION DE ORTEGA Y GASSET, Toledo, Spain, Spring 2013

- Adapted quickly to Spanish culture and academic system
- Improved verbal and written Spanish communication skills
- Developed global perspective

## International Experience on Your Cover Letter

- Briefly describe the skills and experiences gained from international experience and how those skills are transferable to the position you are applying for
- Do NOT simply repeat your resume
- Highlight skills/experiences from abroad that will make the potential employer want to know more about you
- Indicate how your experience makes you the ideal candidate

### COVER LETTER EXAMPLES

- Through my experience studying abroad in Italy, I gained an appreciation of diversity and was inspired by Italian art and culture.
- I am excited about the opportunity to work for a company with strong international presence, such as Nokia, and will bring to this position my previous experience developing marketing plans, my skills in providing innovative presentations and my international experience in understanding the cultural differences that influence consumers in different countries.
- While living and studying in Spain, I had the opportunity to volunteer as a tutor for Spanish speaking children to help improve their English speaking and reading skills. Through this opportunity I learned to communicate and interact effectively with people from diverse backgrounds. I also gained sensitivity for other cultural norms and values and learned to adapt quickly. I believe these skills will be beneficial in working with children at Westwood Elementary School.

## International Experience in Your Interviews

- This is your opportunity to share information about your skills and experiences and how these fit the needs of the company
- Highlight how skills/experiences gained abroad will add value to the employer and enhance your job performance
- Your international experience is a great way to distinguish yourself from other job candidates; be sure to emphasize your skills are necessary in the ever increasing global economy and are transferable to any job
- While this experience is important, it should not be your only point of reference

### SAMPLE INTERVIEW QUESTIONS

- Why did you decide to study abroad?
- Tell me about your study abroad experience.
- Why did you decide to go to \_\_\_\_\_?
- What did you learn while abroad that will help you do this job successfully?
- What did you accomplish during your study abroad experience that you are most proud of?
- What was the most challenging aspect of studying abroad? How did you overcome that challenge?
- While abroad did you:
  - Complete a specific project or do research applicable to your field of interest?
  - Resolve a conflict based on misunderstandings or cultural differences?
  - Complete an internship or some type of work experience?