In Their Words

In this edition, recent interns from the Fall 2013 Nanjing cohort share tips, perspectives, and insights about their experiences over the past four months with future capstone participants. The pieces were selected to highlight different elements of the internship module. Pages 5-11.

Spring Placements

The Spring 2014 group is already well into their internships. Want to know where they are now? See page 11.

Snapshots From A Semester At Work

This issue includes lots of photos depicting the Fall 2013 Cohort in their work environments. Check out the images throughout this issue, especially on pages 2, 3, and 4.

Four Months Later...

The Fall 2013 Nanjing cohort completed their internships as of early July of this year. While many students have already returned to the United States to continue their undergraduate studies or begin their careers, the next step for some new alumni lies here in China. Jacob Maynard from ASU and Alec Eckert from IU, pictured on the right side of the photo above, have accepted full-time positions with their Flagship internship provider. Together with two other members of their cohort now based in Shanghai and a handful of other Flagship alumni who have recently returned to the Mainland for work or study, the program’s network of Global Professionals now based in China has grown steadily during the first half of 2014.
Interns In The Workplace

Top Left - Kevin Scott of UM in his office cafeteria at Aptar in Suzhou.

Top Right - BYU student Robert Cusick poses with a familiar cartoon character at Viacom in Beijing.

Middle Left - Nanjing Flagship alumnae Danica Harvey (ASU), center right, with Micro Benefits interns Seth Carter, middle left, Eric Hansen, far left, and their supervisor Sissy Messick, far right.

Bottom Left - Jacob Maynard of ASU, left, and Alec Eckert of IU, right, in the art studio at Tap4Fun in Chengdu.

Bottom Right - SFSU intern Shura Ng Taylor rehearses with a Nanjing-based folk music orchestra.
Staff Visits

Above are a few photos of Flagship Internship Director Zhang Qin and Coordinator Doug Hughes conducting site visits in Northern China. Flagship Staff conduct these visits with every Nanjing cohort.

Left - Daniel Evans from BYU interns in the radiology department of Peking Union Medical College Hospital in the Chinese capital.

Right - Sean McClure from The University of Mississippi on duty with a colleague at the front desk of the Beijing City Wall Marriott.
Throwing a BBQ for his NGO

Jonathan Nelson (pictured top left with his son Ben) interned at the Nanjing office NPI (Non-Profit Incubator), which supports the growth of NGOs in China. The photos below from one in a series of cultural events Jonathan organized for NPI called “Ask an American”.

Top right - Classmate Ellison Jung of SFSU helping Jonathan with the grill.

Middle right - Classmate Leigh Lawrence of ASU teaching a session on making pies.

Bottom left - Jonathan accepting a thank you award from his colleague.

Bottom right - A group photo of the NPI team, Flagship classmates, and family.
Working ahead: The Search Process

By Dottie Schrock, University of Rhode Island

I am currently an Account Manager at BUNDSHOP/League X, a start up company based in Shanghai. BUNDSHOP is an e-commerce company selling Chinese design and the first online platform to bring Chinese design abroad. League X is our creative agency. We offer services in three main areas: consultation and strategy, creative, and marketing and communications. We work with a multitude of clients ranging from start-up companies to international conglomerates.

I have thoroughly enjoyed my experience at BUNDSHOP/League X, and could not have asked for a better opportunity. My co-workers have become my family (I actually moved into the office), and we do a lot of things outside of work together as well. My boss has truly become my mentor. If not for BUNDSHOP and being surrounded by creative go-getters, I wouldn’t have learned as much as I have in the past few months or had the courage to begin side projects on my own.

I initially began my internship search with the luxury goods industry in mind. As a marketing student, I was extremely attracted to the glamour and exclusivity of luxury marketing, and Shanghai is the perfect place to pursue such a career path. However, my search eventually led me to BUNDSHOP/League X due to my admiration of the founders’ creative spirits and ambition.

If you have the chance, definitely work for a start-up over an established company! Instead of being pigeon-holed into one area, you will be able to dip your toes in many different fields and learn what you’re good at.

If you are focused in marketing, finance, luxury or fashion, Shanghai is the city for you. I began my search on the job listing site yingjiesheng.com, where I created an account and checked postings everyday. I received a response back from L’oreal, but didn’t receive the position because they do not hire foreign interns.

LinkedIn jobs is another good place to look for openings. They have great listings for major cities that you can filter based on your skills and interests. However, with both job platforms, it is really difficult to stand out among the sea of other applicants.

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In the end, the best way to get a position in China is through knowing someone. I highly recommend attending networking events in Nanjing or other major cities close-by during your first semester to get to know people in your industry of interest. Reach out to anyone who may be of help to you. I contacted the Program Director of my summer 2011 study abroad program in Shanghai for leads, and while nothing came of it, I still gained some important contacts.

It is important to know how to sell yourself. Make sure the content and formatting of your resume are in tip-top shape. Edit your cover letter so it is not generic.

For your interview, make sure you thoroughly research what the company is all about and any press they’ve had. A big mistake I made was writing a script and trying to follow it too closely. When I received a question I wasn’t prepared for, I wasn’t able to gracefully pick up the pieces and answer the question effectively. Research is important, but be yourself as well. Don’t be intimidated and let your personality shine through in the interview. Come up with a few ideas on how the company can expand and innovate. Think of the interview as a conversation rather than an interrogation.
Moving Inland

By Shayn Stephens, Brigham Young University

I carried out my internship at the Liangshan Yi Empowerment Center, a Non-Governmental Organization that provides schooling for orphaned children among the Yi ethnic minority in the Liangshan autonomous prefecture. I contacted the organization through China Development Brief, and was invited to intern in Xichang, the capital of Liangshan, for four months. I was so excited that I had found an internship in my field, but started panicking when I found out that Liangshan seemed to be in the middle of nowhere. When I arrived, I was comforted by the presence of a Walmart. I have no regrets about interning in a third-tier city.

Being in Western China was absolutely incredible. It was a different world compared to Eastern China where familiar Western elements intermingle with Chinese culture. In Xichang, I lived about half an hour away from the main city with farmland surrounding my apartment. I saw farmers in traditional Yi clothing and met people from the Yi, Tibetan, and Mongolian minority groups. I learned about the fascinating Yi culture and was once invited by a Tibetan coworker to a wedding of one of her family members, which was one of the most unique experiences of my life. I would not have been able to have these experiences in a bigger city.

When I arrived in Xichang, I was assigned to live in an apartment with six Yi children, supported by our organization, who were either orphaned, HIV positive, or both. I taught classes for those six students in the mornings and in the evenings, as all of them had fallen far behind in school. During the daytime, I went to the office and completed translating assignments as well as writing projects such as progress reports and grant proposals for the organization. By the end of my internship, there was not a lot left for me to do in the office, so I dedicated more of my time to teaching the kids.

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I had never worked for an NGO before, and I certainly encountered my share of challenges. One example of disorganization was when I was assigned to go to a rural school and act as a manager for the students for one month. I had been there for three days when I found out that nobody had notified the education department of my assignment, and so I was sent back to Xichang.

I learned through this and similar experiences that there is a lot of government red tape when it comes to working in an NGO in China, and it can be difficult to get things done. However, it was an eye-opener for me concerning how things work in the field of development. It was also an opportunity for me to come up with creative problem solving ideas. With only a theoretical idea of how NGOs should work, I wrote several reports on how management could improve in the organization and researched development projects to support a few of my supervisor’s future goals. My role and responsibilities changed over the course of my internship, so I was also able to come up with some of my own projects and be creative.

For future flagship students interested in interning in rural China, the situation can occasionally be difficult and stressful. However, it is an incredible opportunity to make a big difference. There are certain issues affecting companies and organizations in those areas that often leave a lot of room for growth, which, for me, made for an amazing experience.

To Future Flagshippers

By Jonny Dangerfield, Arizona State University

One of my most memorable experiences in my internship as a writer for a Chinese food magazine occurred just a few weeks ago after I had already spent more than four months with the company. As part of preparation for an upcoming article, I was out visiting a local restaurant that served French cuisine. I hoped to set up a time to interview the owner of the restaurant, sample the food, and take pictures. I stopped by one late afternoon, unannounced, just before the restaurant was scheduled to open for the evening shift, and introduced myself to a young lady sitting at a table. Speaking in Chinese, I asked if she worked at the restaurant. She gave me a curt “yes” and then continued to stare at me with a half-smile that seemed to say, “Tell me what you are doing here and speak quickly.” She did not introduce herself. (Continued on page 9)
Slightly taken aback by her lack of pleasantries, I introduced myself, saying I was a reporter with a local magazine and that we had heard great things about the restaurant. Handing her a copy of our most recent magazine issue, I explained the article we were currently writing and asked if I could speak with a manager to arrange a time to stop by again. “I am the manager,” she said, leaving me to wonder why she had not mentioned this before. Before I could react, she began flipping through the magazine I had given her, asking me a litany of questions about our publication such as when we first started, who owns the company, who is the intended audience, how widely is the magazine circulated, and so on. Fair questions indeed, but her tone was not one of curiosity, she was looking for a weakness. As she spoke, tensions rose, and my Chinese ability began to steadily decline. Our “negotiation” went on for another 10 or 15 minutes, until, in a bit of a huff, I left, exasperated, frustrated, and with no return appointment set for an interview. I had failed.

The internship phase of the flagship capstone year can be an exciting cultural experience and a chance to finally use your hard-earned language skills in a professional capacity. But with the adventure and the fulfillment often comes frustration and failure.

One of the things that frustrated me the most about the encounter above was that it exposed my weakness as a negotiator, a journalist, and a Chinese speaker in general. Certainly it was within the prerogative of the young lady with whom I spoke to reject my interview request and decide that she didn’t want her restaurant to be associated with our magazine. I wondered, though, if I had just spent more time learning about my company, if I could have more clearly explained what my plan was with the article, if I could have just controlled my emotions, if I would have dressed a little nicer… This led me to think, “If only my company had trained me how to do visits like these, then I might know what I’m doing!”

The reality is, I did not get much training, if at all, from the staff at the magazine, a fact that matches the experience of even the paid employees on our editing team. All of them told me that their experience starting at the magazine was similar: not much direction, and lots of “learning as you go.” From my experience, I have learned this experience is not uncommon in a Chinese enterprise.

So what do you do? You get to work. One of my favorite phrases in Chinese is “既来之则安之“ a quote from the Analects of Confucius which roughly translates to “Seeing as you’re here, you may as well make the best of it.” Take responsibility for your own learning and progress in your internship. If there is no established training procedure, use your coworkers and supervisor as resources, request to observe them as they work in the office or out in the field, ask them questions—and I mean LOTS of questions. Offer to help, try to participate. My coworkers thought I was crazy when I offered to do overtime with them in the nervous hours before an issue went to print but I learned a lot when I did. In my mind I thought there should be someone forcing me to participate in these types of things, but there is also virtue in the fact that I took responsibility for the experience myself.

A good internship largely depends on what you make of it. I recommend making it an awesome one, right from the start.
Returning To Shepherd’s Field

By Barbie Lee, San Francisco State University

In the summer of 2009, I had the joy of accompanying an American couple that brought their adopted daughter back to her birthplace in China. Situated between the cities of Beijing and Tianjin is Shepherd’s Field Children’s Village, a foster home of 60-70 special-needs children from over 35 orphanages around China. In addition to the everyday care for these orphans, Shepherd’s Field fundraises for surgeries and therapy treatments to stabilize the children’s overall health, and eventually, pairs them with forever families. I was one of the many volunteers that trickled in during a bustling summer, and was instantly attached to the precious children of Shepherd’s Field that would bring me back for a second time.

After the two weeks of playing and bonding with these children, I focused my major in the direction of community organizations that served underprivileged populations, and started to learn Chinese. Upon joining Chinese Flagship at San Francisco State University, I knew Shepherd’s Field was the internship where my passion, knowledge, and language skills would all be fundamentally applied and challenged during my Capstone year.

When I returned to Shepherd’s Field, there were different departments I was able to rotate through; being a multi-tasker and flexible at an NPO was a must. I started off by organizing and maintaining the store that displayed hand-sewn banners and leather key-chains or artwork from the children for visitors to purchase. On occasion, I would show hospitality and translate for non-speaking Chinese guests. And most consistently, I worked closely with the medical team, assisting them with many hospital transports. Besides taking care of a child for the day, these transports exposed the many invaluable partnerships with local doctors and hospitals that treat and care for the orphans’ health. Over the semester, my preconception of cultural values that were stagnant towards orphans changed when I saw countless people actively give their time, expertise, and resources to these children. (Continued on page 11)
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While I saw a positive impact from a responsive community, I also had to face the challenges of caring for special-needs orphans. The children have many health issues that are an ongoing process to alleviate, and many times even unidentifiable. The head of the medical team shared that the work of Shepherd’s Field requires a strong faith that will stand firm because the children’s health constantly fluctuate, where life and death is at battle. The joys and sorrows that integrate with orphan-care have nonetheless shaped me to be more motivated and a stronger advocate for these children.

In short, I got to be a part of many special stories at Shepherd’s Field, for example, translating for a therapist teaching a local family the proper exercises and techniques for their 4-year-old with cerebral palsy, translating for English-speaking parents that brought their twin boys back to thank the nannies that raised them prior to their adoption, seeing a child too excited to nap because he has been matched with a family, and also meeting corporations in China and all over the world that came to support and show benevolence to children in need. I am touched, inspired, and changed with my time at Shepherd’s Field.

### Spring 2014 Nanjing Cohort

**Internship Placement**

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<thead>
<tr>
<th>Academic Concentration</th>
<th>Internship Provider</th>
<th>Provider Industry</th>
<th>Internship City</th>
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<td>Chemical Engineering and Production</td>
<td>Taizhou, Zhejiang</td>
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<td>Music Production and Entertainment</td>
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<td>Bundshop and League X</td>
<td>Marketing and Branding</td>
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<td>Paleozoological Museum of China</td>
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<td>Beijing</td>
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<td>Yunnan Health and Development Research Association</td>
<td>NGO, Health and Environmental Protection</td>
<td>Kunming, Yunnan</td>
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