

# Placement Report 2007:

## Employment and Internship Results at IUJ



## Planning for 2008

Services for companies and students

## Career Counseling and Services International University of Japan

300 students from 50+ nations studying in English at the graduate level in the country-side of Japan

### Graduate School of International Relations

MA, International Development

MA, International Peace Studies

MA, International Relations

### Graduate School of International Management

MBA

Masters of E-business Management

Special points of interest:

- Employment and Internship statistics for 2007
- Improved pre-IUJ services for prospective students
- Improved recruiter services to make it easy to employ or intern IUJ graduate students in Japan, in Asia and beyond.

### Inside this Report

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For More Information on

- **Career Coaching** before IUJ, while at IUJ and After IUJ
- **Recruiting IUJ students** in Academic year 2007-2008
  - Employment starting July or September 2008
  - Internships between July and September
  - On-campus special projects October through June

Contact

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Visit us online at <http://www.iuj.ac.jp/career/> (real time chat available)

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## Overview of 2007 Placement Results and Looking to 2008

2007 was another solid year for the IUJ students in their job and placement results. While the final statistics are not quite as impressive as 2006, the upward trend remains in evidence and optimistic as we look to 2008 recruiting season.

For the **employment** candidates in our MBA program, the numbers were fewer than in the past and the diversity of career paths was higher with more and more IUJ students looking to marketing and mobile industry areas. The connections with IUJ for these job hunters is on the rise, but the hunt proved difficult for several, mainly because of Japanese language skills. Still, success after graduation was near at hand, and the final count looks promising.

For those looking for finance careers in Japan, the placement rates remain very high.

Our MA graduates experienced one of the best placement years to date. With improved application coaching, an earlier identification of goals, and an earlier network building strategy, we hope the trend continues!

The E-business students, with only a year available for networking and Japanese language skills development met with a hard job hunt as in the past. Several were successful in getting offers well ahead of graduation, which at the time of writing is still 3 weeks away. The final candidates searching in many cases, or considering to take their new Ebiz skills to other markets where they are in much demand.

The **internship** count and diversity is again impressive this year. Several new internship hosts, and many traditional and much appreciated hosts were after IUJ stu-

dents. All but a few of those serious in the internship hunt found opportunities with major Japanese and foreign companies, several UN bodies, in politics and beyond. Several candidates, as is the norm, decided to forgo the internship opportunity in order to improve their Japanese language skills, get an early start on their thesis, prepare for career enhancing exams, participate in PLATFORM research trips, etc.

The outlook for 2008 remains strong for both employment and internship candidates at IUJ. The increased student body will give companies more to choose from, though will raise the competitive level on campus at the same time.

This is a healthy trend for IUJ



Student enjoy a round-table discussion with an on-campus corporate recruiter.



IUJ internship and job candidates: Men and women from 50 countries, with exciting futures. Posing here are interns from Thailand, Egypt and South Africa in Roppongi Hills

### Candidate Profile: Who they are and what they study

IUJ expects about 300 students from 50+ nations worldwide on campus in 2007-2008. Of the 300 students on campus, about 120 will register for career services: 70 internship hunters and 50 job hunters. In addition, IUJ is able to introduce candidates for employment through Asia, CIS, and more for employment in their home countries. IUJ is thus a valuable resource for companies seeking to expand overseas with employees from the region, but familiar with Japan! Ask for addition info.

IUJ offers 5 different Masters programs: 3 different MAs and an MBA

(all two year programs), and a Masters of E-business Management (one-year program). In each program both private students as well as sponsored students study together in English on a residential campus. International leadership skills, and strong cross-cultural communication skills make the valued employees.

IUJ internship and employment candidates are both Japanese nationals and those from overseas. IUJ is an English-only campus, though our Japanese language program is very solid and students graduating with Intermediate level Japanese skills are able to gain business Japanese

quickly once in the work place.

The information on job and internship placement in this report is for only those students eligible to receive support from IUJ in their job or internship hunt. Those who come from companies, overseas banks and governments and return to those positions, and those not allowed by scholarship providers to use IUJ's Career Counseling and Services are not included. However, introductions can be made!

### 2007-2008 IMPROVED services

#### PROSPECTIVE STUDENTS

Beginning in September 2007, and looking toward enrollment in 2008 and 2009, IUJ is expanding our Career Coaching services to include early coaching and guidance to those considering IUJ for graduate studies.

Because IUJ allows for intimate customization of the students graduate studies, and keeps the student's career always in mind, the career coaches will begin to work more closely with those planning their careers even before applying to our programs. With email exchanges, real time chats, and face-to-face free ca-

reer coaching sessions, the counselors hope to help potential IUJ students to discover their career goals early, apply to the most suitable IUJ program and come to campus with a clear plan.

#### ON CAMPUS

The Career Workshop series will continue with expanded one-on-one coaching resources in both English and Japanese. See offerings at <http://www.iuj.ac.jp/career/workshops.html> Further 07-08 students will enjoy access to both MBAExchange and "Globing Global" resources for their hunt outside of Japan.

#### COMPANIES

Because the counselors will know IUJ students even better than in the past, we are confident we can also introduce a more targeted group of candidates to those recruiting from IUJ.

IUJ will enjoy the largest group of students ever in 2007-2008 so the pool to choose from will be even richer than in past years.

We hope for the chance to introduce candidates not registered with Career Services (due to scholarship limitations) who can take roles in their home countries. We welcome requests in English or Japanese.



"The Career Counselor puts you right to work on your future—even before classes begin"  
Seda Arat, MBA05

## Employment Results 2007

The MBA candidate job search in the Finance Industry again tops the successful job hunt chart for IUJ students. All but 1 job hunter in this field had an offer in hand well before graduation or just after. The remaining candidate who came to IUJ without prior work experience, is waiting on the results of several interviews now - just 6 weeks after graduation.

Those looking in other fields, namely marketing/advertising and IT or mobile industry areas are not having as easy a time in the hunt, though at the time of writing several results are pending. Those who are continue to hunt in Japan are likely to be employed within 3 months after graduation. Several, though, are deciding to look back home for their first job after IUJ, but likely involved in work related to the Japanese market.

Our MA candidates found unprecedented success in 2007 job hunting season and matched the

success of the MBA students for the first time. Several IDP students found great opportunities in finance and banking fields here in Japan. IRP students, powered with strong Japanese language skills this year, found interesting opportunities in a growing number of Japanese firms seeking international staff.

Those looking outside of Japan - in UN organizations, Embassies, etc. usually must postpone their interviews until after graduation, and the delay in learning their results - though usually not longer than 2 months - is always a factor. A few are taking time off to enjoy family and friends before finalizing their professional pursuits. This year, 3 new graduates (1 IRP and 2 IDP) are headed to PhD or an additional MA degree, and were accepted into their program before graduation.

Ebiz students are showing stable numbers with 50% already with offers in hand 3 weeks BEFORE

graduation. The remaining candidates are interviewing, or waiting to return home to finalize interviews.

Overall, the results, though not as impressive as in 2006, are very solid for IUJ new graduates registered with IUJ for their job hunt support.

### SALARY RANGES

IUJ Salary ranges are very difficult to generalize due to the diversity of the economies where employment is found. For Japan, the chart below can provide a guide.

#### Annual Salary Ranges for Employment in Japan

High 10.5 Million yen  
Low 4 Million yen

#### Average starting salary

All - 6.5 Million yen  
MA - 5.5 Million yen  
MBA - 7.5 Million yen  
Ebiz - 6 Million yen

*Figures are for base salaries, and not inclusive of bonuses which can be 1-3 Million yen/year.*

### Popular Industries

| MBA/Ebiz                   |     |
|----------------------------|-----|
| Banking/Finance            | 44% |
| Consulting/Marketing       | 18% |
| Consumer products/services | 9%  |
| IT/Electronics             | 9%  |
| Energy/Manufacturing       | 7%  |
| Food/Chemical              | 7%  |
| Educ./Research             | 5%  |
| Govern./Public Sector      | 4%  |

### IDP

|  |     |
|--|-----|
| Development Consulting                         | 22% |
| Government related                             | 22% |
| Banking/Finance                                | 18% |
| General Business (Auto, Power, Chemical, etc.) | 16% |
| International Orgs.                            | 14% |
| PhD pursuits                                   | 8%  |

### IRP

|                     |     |
|---------------------|-----|
| PhD pursuits        | 24% |
| Government related  | 20% |
| Education—Teaching  | 20% |
| International Orgs. | 16% |
| General Business    | 12% |
| Journalism          | 2%  |

Information for 2003-2005

## Where IUJ new graduates found Employment 2005, 2006 and 2007\*

|                                     |              |   |          |
|-------------------------------------|--------------|---|----------|
| AEON Co., Ltd. Japan                | MBA          | Goldman Sachs,* Japan                   | MBA      |
| AIG, KK*                            | MBA          | Goldman Sachs Realty Japan Ltd.         | MBA      |
| Aozora Bank                         | MBA          | Hong Kong Shanghai Bank,* Taiwan        | MBA      |
| Bear Stearns Ltd., Japan            | MBA          | Itochu Corporation                      | MBA      |
| Bloomberg, Japan*                   | Ebiz/IRP     | Japan Bank of International Cooperation | IDP      |
| BNP Paribas, Japan                  | MBA          | Japan Market Research Institute, Japan  | MBA      |
| Bogor Agricultural University       | IRP          | JP Morgan*                              | MBA      |
| ChemOrbis/SteelOrbis, China         | MBA          | Kaihatsu Management Consulting, Japan   | IDP      |
| Chiyoda Corporation                 | Ebiz         | Lehman Brothers,* Japan                 | MBA/IDP  |
| Citigroup, Japan                    | MBA          | Merrill Lynch                           | MBA      |
| Citigroup Services,* Japan          | IDP/MBA/Ebiz | Mitsubishi Securities, Japan            | MA       |
| CitiFinancial, Japan                | MBA          | Mizuho Corporate Bank                   | IDP      |
| Credit Suisse*                      | MBA          | Standard Chartered Bank                 | IRP      |
| Daijob.com                          | IDP          | Nifco Inc., Japan                       | MBA      |
| Deloitte Touche Tohmatsu Jaiyos     | MBA          | OCBC, Singapore*                        | MBA      |
| e-Journey, China                    | MA           | ORIX CORP.                              | IDP      |
| European Chamber of Commerce, China | IDP          | PhilipsCapital                          | IDP/IRP  |
| GE Consulting*                      | Ebiz         | ProudFoot Consulting, Japan             | MBA      |
| Global Commercial Real Estate       | MBA          | Ritsumeikan APU                         | IRP      |
|                                     |              | Save the Children, Cairo                | MA       |
|                                     |              | Shikoku Electric Power Co., Inc.        | IRP      |
|                                     |              | SONY Gulf                               | MBA      |
|                                     |              | Standard Chartered Bank, Japan          | MBA      |
|                                     |              | Taiyo Giken*                            | IRP      |
|                                     |              | Tata Consultancy Services,* Japan       | MBA/Ebiz |
|                                     |              | Taylor Rafferty                         | IDP      |
|                                     |              | UNESCAP,* Bangkok                       | IRP      |
|                                     |              | University of Yangon                    | MA       |
|                                     |              | University of Rhode Island              | MBA      |
|                                     |              | Virginia Tech University*               | IDP      |
|                                     |              | Wartsila Co, Netherlands                | Ebiz     |
|                                     |              | WIPRO Technologies                      | MBA      |

*Not all hiring companies or institutions are included on this list.*

\*Indicates class of 2007 graduate. Others are from 2005 or 2006 (with overlap). Results for those registered for support with IUJ Career Services. Not all positions were found as a result of direct introductions by IUJ, but applicants were supported in various ways.

|       | Number of candidates who registered with CC&S | Number of Jobs <sup>1</sup> found (or with offers) before graduation day or within a few weeks.<br><small><sup>1</sup> includes study programs acceptance</small> |
|-------|---|---|
| Total | 30  | 21 (70%)<br>(2006 = 68%) (2005 = 58%)   |
| IRP   | 6   | 5 (83%)<br>(2006 = 75%) (2005 = 20%)  |
| IDP   | 6   | 4 (66%)<br>(2006 = 67%) (2005 = 50%)  |
| IPSP  | (No employment candidates until 2008)         |   |
| MBA   | 12  | 9 (75%)<br>(2006 = 100%) (2005 = 73%)   |
| Ebiz* | 6   | 3 (50%)<br>(2006 = 43%) (2005 = 30%)  |

Information is for 3 weeks before graduation!

### [Request an Internship Facts Sheet](#)

Highlight Facts for internships in Japan:

- ✓ No visa concerns
- ✓ No insurance concerns
- ✓ Project-based internships ensure merit for the company, and a solid experience for the intern.
- ✓ Candidates are ready to work without cultural adjustment
- ✓ Candidates are close by for easy interview arrangements



First day of their Lehman Brothers internship - July 07

## Internship Results 2007

2007 was another exciting and solid year for the IUJ internship program with all but 2 active internship hunters receiving an offer. Though internships are not a traditional part of the Japanese business culture, the IUJ internship program continues to steadily expand. The diversity of our students' interests are reflected in the diversity of hosts, as shown below.

IUJ internships last from 3 weeks to 3 months between July and September each year, and range in compensation from zero, to housing and transporta-

tion coverage to a 250,000 yen/month plus housing.

### STUDENT INFO

There is no rule at IUJ: Internships are not designated to a specific degree program, but are open to all students as long as the student applying is interested and qualified. Those considering IUJ for their education, therefore, should use the list below as a guideline only, but look at their career goals carefully and head for an internship that leads them to that goal. Ask an IUJ coach.

To increase their chances for an internship, IUJ students are encouraged to come to IUJ with some Japanese language skills, a clear career goal in mind, and get an early and assertive internship hunting start working closely with the IUJ counselors.

### COMPANY INFO

IUJ hopes to increase our relationships with companies and international organizations, research institutes in Japan and overseas. Please ask us for details about hosting IUJ students. Or please see our Company Services website for our Internship FAQ sheet.

## Internship Hosts 2005, 2006 and 2007★ (examples)

|                                    |             |                                 |              |
|------------------------------------|-------------|---------------------------------|--------------|
| Advast                             | MBA         | McCann Erickson*                | IRP/MBA      |
| AEON*                              | IDP/MBA     | Merrill Lynch Securities        | MBA          |
| ANA                                | MBA/IRP/IDP | Mizuho Corporate Bank*          | MBA          |
| Asian Development Bank*            | IDP         | Nomura Securities Research      | MBA          |
| Bear Stearns*                      | MBA         | Shikoku Electric Power Co.*     | MBA          |
| Bloomberg, Japan                   | MBA/IDP     | Small Arms Management, Cambodia | IRP          |
| CECI*                              | IRP         | Socio Tech Institute*           | MBA          |
| Citigroup Services*                | MBA         | SONY (Distance)*                | IRP/MBA      |
| Credit Suisse                      | IDP/MBA     | Standard Chartered              | MBA/IRP      |
| DepFa Bank                         | MBA         | St. Gallen Symposium*           | MBA/IRP/IDP  |
| Ford Motors                        | IDP/MBA     | Taylor Rafferty*                | IDP/MBA      |
| GCRE* (Japan) Inc.                 | MBA         | Tokyo American Club*            | MBA          |
| Goldman Sachs*                     | MBA         | Tokyo Electric Power Co.*       | IRP          |
| Grameen Bank*                      | IDP         | Toyota Motors                   | IDP          |
| Hitachi Chubu*                     | MBA         | UN Headquarters, NYC            | IDP/MBA      |
| IBM - Communication*               | IDP/IRP     | UNCRD African Office*           | IPSP         |
| IC Net                             | IDP         | UNCRD, Nagoya*                  | MBA/IDP/IPSP |
| InfoPlan (now TNS)                 | MBA         | UNDP, Cambodia*                 | IPSP         |
| Inter-American Dev. Bank*          | MBA         | UNESCAP, Bangkok*               | IRP/IPSP     |
| Japan Credit Rating Agency         | MBA         | UN University                   | IDP/IRP      |
| KPMG AZSA*                         | MBA         | UN-OCHA ReliefWeb*              | IPSP         |
| Kyodo News                         | IRP         | UNU Global Seminar*             | IPSP/IRP     |
| Lehman Brothers*                   | MBA/IDP/IRP | WEALTH Management*              | MBA          |
| Liberal Democratic Party of Japan* | IRP         | WestLB                          | MBA          |

|       | Number of Internship Candidates in 2007 |           | Number of Internships<br>(does not include JDS count) | Placement rate for ACTIVE candidates | Number of ACTIVE candidates without internships | Number of internships offered, but then withdrawn or student declined the offer | Number of Paid/Unpaid internships |          |
|-------|---|-----------|---|--------------------------------------|---|---|-----------------------------------|----------|
|       | Total                                   | Active*** |   |                                      |   |   | Paid                              | Unpaid   |
| Total | 56                                      | 46        | 42*   | 92%<br>(2006 = 105%)                 | 2   | 3   | 24(57%)                           | 18 (43%) |
| IRP   | 10                                      | 10        | 10**  | 100%<br>(2006 = 100%)                |   | 1   | 5(83%)                            | 1 (17%)  |
| IDP   | 9                                       | 6         | 6**   | 100%<br>(2006 = 100%)                |   |   | 3(30%)                            | 7 (70%)  |
| IPSP  | 5                                       | 5         | 4   | 80%<br>(2006 = no candidates)        |   | 1   | 0                                 | 4 (100%) |
| MBA   | 34                                      | 27        | 24**  | 88%<br>(2006 = 110%)                 | 2   | 1   | 16 (70%)                          | 8 (30%)  |

\*Includes one UN Global Seminar participant.

\*\*Three students had 2 internships during the 3 month period, but one was just 1 week long so not counted here.

\*\*\*Ten students either withdrew their interest after registration, or were never actively searching. They are not counted in the final statistics.

## Recruiting at IUJ in 2008 - Company Info

Companies and Organizations interested in learning about IUJ MA, MBA and Ebiz candidates are welcomed to contact the IUJ Career Office at any time:

Gretchen Shinoda is the in-house Career Counselor who works with both IUJ students and their hiring companies. Gretchen@iuj.ac.jp

Yoko Seta is based in the IUJ Tokyo Office seta@iuj.ac.jp.

### TIMING

IUJ sends our Resume Book to companies interested in receiving it each November. After that time, companies are invited to come to campus for company overview sessions and interviews (ask for options). The optimal time for a campus recruiting visit is between mid

January and late February each year in our "Early Bird" recruiting season.

The secondary recruiting season is early April to late May each year.

### START DATES

IUJ graduating students can start **full time employment** in July (MBA and MA graduates) or September (Ebiz students). IUJ **interns** are available between July and September each year.

### SELECTION METHODS

Companies and Organizations are welcomed to select students directly from the IUJ Resume Book and ask for help with introductions from the IUJ Career Office. Preferred is for

companies to submit their job descriptions or information on their openings to IUJ and allow IUJ students to apply with updated resumes and cover letters. The Career Office can coordinate this.

### INTERVIEWS

While on-campus interviews are very much appreciated, IUJ candidates are always ready to travel the short 90 minutes to Tokyo to interview in your offices. Those overseas, please ask for interviewing options.

### FEES

There are no commission fees, facility usage fees, or coordination fees associated with recruiting at IUJ with IUJ's help

### MORE Information

<http://www.iuj.ac.jp/career/>



Lehman Brothers, Japan Vice President's address the internship and job hunting students on campus before interviews.

## IUJ Facilities for on-campus recruiting

### CAMPUS FACILITIES

IUJ is well-equipped to meet your on-campus recruiting needs. Our large presentation hall features a podium, large screen, clear projector, a white board and plenty of seating.

Small round-table seminar rooms are also available for smaller less formal presentations or discussions.

Interview rooms vary in size to meet your interview style: one-on-one or group/panel inter-

views can all be accommodated. Those companies requiring several interview rooms on the same day can be easily accommodated.

Companies or organizations wishing to host informal happy hours at the end of the recruiting day are welcomed to ask for assistance. Give us your budget and image, and we will arrange catering, and send you the bill at later time.

See <http://www.iuj.ac.jp/career/companies/> for photos

### ENJOY THE AREA

A wonderful side benefit from recruiting at IUJ is the chance to escape the grey city and enjoy our nature and country-side setting. Often, our Tokyo recruiters exit the train station with comments of the wonderfully fresh air!

Early Bird recruiting season is in the middle of our ski season. Winter festivals, onsen visits, and of course our delicious sake all await. We hope your busy

Introducing Gretchen: Serving recruiters, students, and prospective students of IUJ.



**"I love my job: There is so much diversity and talent on campus, and I get to work with each individual to find an internship opportunities suitable for the individuals professional development. From UN opportunities to Investment Banking chances, I work closely with students to find their futures.**

**"I am always armed with my red pen, ready to offer constructive critiques to application materials! And always ready to sit down with IUJ students and talk job hunt strategy!"**

**"Companies, I trust, find it easy to work with me and recruit from IUJ. I enjoy helping to find just the candidate they need from our diverse pool."**

*IUJ Career Coach,  
Gretchen Shinoda  
(IUJ Graduate, Class of 1989)*

## Career Coaching for Students - 3 phases

### BEFORE coming to IUJ

IUJ Career Coaches would like to begin working with IUJ students well before enrollment in our programs. Even before you apply to IUJ, we welcome your contact. We hope to help you make a plan before you apply to be sure you are in the right degree program at IUJ for your long-term career goals.

We can provide coaching and guidance to help you customize your IUJ education which in turn will hopefully help you find success when you apply, and help you get admitted to IUJ!

### DURING your IUJ days

Individualized coaching and group workshops will help you get an early start in your internship and/or job hunt. The IUJ coaches will be sure you are equipped with the job/internship hunting skills you need to reach your goal. They will help you plug in to the Job Hunting network in Japan and globally, and help you use the alumni network and resources that only IUJers can access!

You might even be surprised when the Career Counselor insists you apply to something you may have missed!

### AFTER IUJ

As an IUJ alum, we hope to keep in touch with your career development, and when we can, assist you. With our Job Info Email list, our membership to MBAExchange and access to Going Global resources, an alumni resume bank (coming soon), etc. we hope to continue working with you. In exchange, we hope our alumni will give back to campus by providing internship and job chances to those that come after them!

Phone: 81-25-779-1438

Fax: 81-25-779-1180

E-mail: [ccs@iuj.ac.jp](mailto:ccs@iuj.ac.jp) -

Subject "Recruiting at IUJ"

WE'RE LIVE ON THE  
WEB OR SKYPE

<http://www.iuj.ac.jp/career/>  
and click on **Start CHAT**

SKYPE: [gretchen.shinoda](https://www.skype.com/people/gretchen.shinoda)

## Career Counseling and Services International University of Japan

### More Information . . .

#### Recruiters:

Please contact Career Counseling and Services' director,  
Gretchen Shinoda

Job and Internship openings may be emailed in for free bulletin board posting. Ask for a [template](#) for your posting to be emailed to you for your convenience. Or if you prefer, simply provide the basic information and the IUJ staff will complete the poster.

Ask for an IUJ Resume Book (institutional recruiters only) or for access to the [ONLINE Resume Book](#) (password controlled)

#### Students:

If you are considering IUJ for your graduate studies, and wish to consult with a career coach first, please contact Gretchen in English or Seta-san in Japanese.

## Dates to Know . . .

Late September: IUJ students arrive on campus  
Workshops and Resume development period

Early November: IUJ Resume Book is distributed  
Online Resume Book access readied

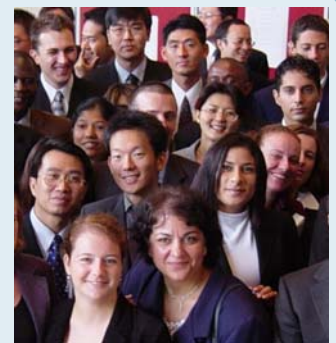
January (mid) to February (late): On-campus Recruiting "Early Bird Season"

April to March (late): ON-campus Recruiting "Second Season"

June (late): MBA and MA graduation (employment starts anytime thereafter)

July (early) to September (late): Internship window  
(any 2 week to 3 month period)

August (late): E-business graduation (employment starts anytime thereafter)



## Recruiting IUJ Alumni

Companies and institutions seeking to hire IUJ graduates may enjoy free email distribution services. IUJ maintains a Job Hunters Email list, updated twice daily, and the staff is happy to forward your information to our graduates.

You may request that IUJ screen applications forwarding only those that meet your requirements, or have candidates contact your staff directly.

We welcome your further inquiries.