



# Placement Report 2008

Academic Year 2007-2008

PRELIMINARY Results  
as of July 23, 2008

## Employment and Internship Results at IUJ: *Preliminary*

International University of Japan  
Graduate School of International Relations  
MA, International Development  
MA, International Peace Studies  
MA, International Relations



An IUJer interning in Korea with the UNAPCICT for the first time this summer!

Graduate School of International Management  
MBA  
Masters of E-business Management

For More Information on

- Career Coaching before IUJ, while at IUJ or After IUJ (prospective students)
- Recruiting IUJ students in Academic year 2008-2009 (Companies/Organizations)
  - Employment starting July or September 2009
  - Internships between July and September
  - On-campus special projects

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### Inside this Report

Employment Results for Class of 2008	2
Internship Results for Class of 2009	3
Services for STUDENTS: Before, during and after IUJ	4
Services for COMPANIES seeking to hire or intern IUJ Talent	4
Timing for IUJ recruitment: recommendations and process options	4

### Special points of interest:

- 92% of those actively seeking an Internship for Summer 2008 found success: 44 of 48 students participated in career enhancing internships.
- IUJ did not escape the impact of the Sub Prime Loan crisis and the down turn in the Finance industry on our placement results, though exciting positions in more diverse industries were realized. By actual number, MORE jobs were found before graduation than in 2007, though in terms of percentage the rate is lower
- The outlook for 100% job starts within 3 months of graduation is attainable for this talented class.

## 2008 Employment Results - PRELIMINARY

2008 is marked by some very positive new trends for IUJ, and a tough climate for job hunting.

Corporate recruiting visits to campus increased and diversified this year with some new smaller firms, companies in non-finance sectors and headhunters' interest in IUJ increasing. Our traditional recruiters were again actively seeking IUJ talent though many were unable to follow through with offers due to the current economic situation characterized

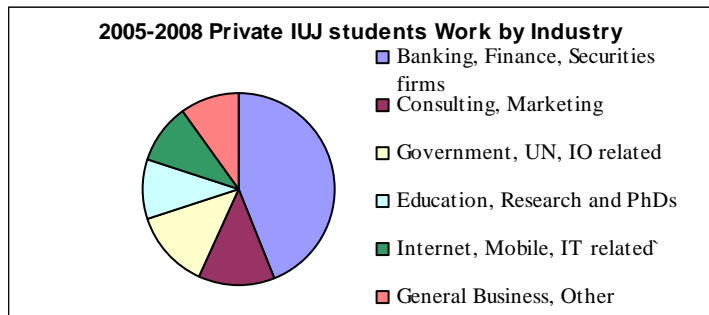
by the Sub Prime Loan crises.

The IUJ Class of 2008 is a large group for IUJ and filled with talented people facing a tough job-hunting climate. The MA graduate placement rate before graduation exceeded the business school students in this atmosphere for the first time. A few more are awaiting final offers from UN bodies, PhD schools and governments at the time of writing.

It should be noted that more graduates had job

offers before graduation than in the previous year, though due to the larger size of the graduating class the percentage rate is lower

That said, the outlook for July and August is hopeful for those still in the hunt in Japan, or starting their hunt back home. An update on their success will follow this initial report to show their "3 months after graduation" success rate.



On Campus recruiting attracted 35 companies and Organizations to campus in 2008: For a Japan-based university this number is attractive! Many more recruited at a distance.

**Salary Ranges for Employment in Japan**

High 12 Million Yen  
Low 4 Million Yen

**Average starting Salaries**

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

## Who Hires IUJ new graduates: 2006-2008 (examples)

### General Business, Consulting

AEON Co., Ltd. Japan \* MBA, Ebiz  
European Chamber of Com., China IDP  
GE Consulting Ebiz  
Deloitte Touche Tohmatsu Jaiyos MBA  
Daijob.com IDP  
DHR International \* IRP  
Japan Market Intelligence \* MBA  
Japan Market Research Insti, Japan MBA  
Kaihatsu Man.Consulting, Japan IDP  
Kohsei Co. Ltd \* IRP  
ORIX CORP. IDP  
ProudFoot Consulting, Japan MBA  
Tata Consultancy, Japan MBA/Ebiz  
Teraoka Seiko \* IDP

### Finance Related

AIG, KK MBA  
AI Capital \* MBA  
Aozora Bank MBA

BNP Paribas, Japan MBA  
Capital Servicing MBA, IDP  
Citigroup, Japan MBA  
Citigroup Services, Japan IDP/MBA/Ebiz  
CitiFinancial, Japan MBA  
Credit Suisse MBA  
Fidelity Investments \* MBA  
Goldman Sachs, Japan MBA  
Lehman Brothers, \* Japan MBA/IDP  
Merrill Lynch Securities, Japan \* MBA  
Mitsubishi Securities, Japan MA  
Mizuho Corporate Bank \* IDP  
OCBC, Singapore MBA  
PhilipsCapital IDP/IRP  
Standard Chartered Bank, Japan/Singapore \* MBA

### IT, Mobile, Internet related

CapCom \* IRP  
Innosights Ventures \* Singapore MBA

Matsushita Group \* MBA  
Taiyo Giken IRP  
WIPRO Technologies MBA

### UN, Intl Org, Government, University

ADB Institute \* IDP  
Japan Assoc. for Refugees \* IPSP  
London School of Economics \* IDP  
Search for Common Ground \* IPSP  
UNDP Cambodia \* IRP  
UNESCAP, Bangkok IRP  
University of Yangon MA  
University of Rhode Island MBA  
Virginia Tech University IDP  
Wartsila Co, Netherlands Ebiz  
Waseda University \* IRP

-- More results for 2008 will follow

\*New jobs in 2008.

## Placement Rates in Numbers - Preliminary

Number of Job-hunting Candidates Registered with CC&S and Number of Job Offers Before or Within Several Weeks of Graduation (updated Aug. 25)

Year	2008		2007		2006	
	Registered	Placed	Registered	Placed	Registered	Placed
Total	60	45 (75%)	30	21 (70%)	45	31 (68%)
IRP	8	5 (63%)	6	5 (83%)	5	3 (75%)
IDP	10	6 (60%)	6	4 (66%)	11	7 (67%)
IPSP	3	3 (100%)	----	----	----	----
MBA	27	25 (93%)	12	9 (75%)	14	14 (100%)
Ebiz	12	7 (58%)	6	3 (50%)	16	7 (43%)

2008 saw twice as many IUJ job hunters as the previous year, and a record number of new graduates postponing their job hunt until they returned home after graduation. This is largely due to the down turn in the Japan economy and the better prospects back home. The figures in this chart show results just 1 month after graduation, and for the Ebiz students BEFORE graduation. We hope to hear great news from our graduates in the coming weeks.

## Internship placement Posts Impressive Results

In a positive contrast to the Employment results, IUJ's internship program again boasts very solid results with even more students than last year finding exciting summer opportunities.

To compliment our traditional internship hosts, new companies and organizations joined the Internship Hosting pro-

gram to give more diversity to the IUJ offerings.

Of the actively hunting candidates 44 of 48 will intern in institutions from Lehman Brothers, Japan and Barclays Capital to the UN Habitat in Fukuoka, and the UNDP in Cambodia. IT and Marketing internships were found with McCann Erickson, and The New

Media Group.

More students than ever before are interning overseas specifically within the UN system.

Again this year, more unpaid internship than paid internships were offered, and the level or career enhancing experiences was again exceeded.

### Internship Placement Rates

	2005	2006	2007	2008
Total	95%	105%	92%	92%
MBA	100%	110%	88%	92%
MA	90%	100%	96%	92%

### Internship Compensation

Low UNPAID

Average 150,000 yen per month

High 540,000 yen per month, plus housing

## Where do IUJ Students Intern?

### Finance and Financial Services

AI Capital  
Barclays Capital, Japan  
Bloomberg, Japan  
Capital Servicing, Japan  
Citibank, Japan  
Citigroup Services, Japan  
Depfa Bank, Japan  
Deutsche Bank AG  
Capital Servicing  
Global Commercial Real Estate (Japan) Inc.  
Goldman Sachs, Japan  
Hong Kong & Shanghai Banking Corp, Tokyo  
KPMG AZSA, Finance Services  
Lehman Brothers, Japan  
Macquarie Group, Japan  
Merrill Lynch, Japan  
Mizuho Corporate Bank  
Nithipat Capital Plc. (in Thailand)

Nomura Securities, Research  
PNP Paribas  
Shinsei Bank  
Societe General, London  
Standard Chartered, Japan  
Taylor Rafferty  
Thomson Financial Services  
WEALTH Management  
WestLB, Japan

### General Business, Auto Industry, Marketing, Consulting

ABB K.K.  
AEON  
ANA  
British American Tobacco  
DaimlerChrysler Motors  
Esperant Systems  
Ford Motor Company  
Fuji Xerox  
HCL Corp.  
Hitachi Chugoku

ISFnet  
Komatsu Co. Ltd.  
Marketing Research Services  
Matsushita Electronic Corp. Co.,  
Mazda Corporation  
McCann Erickson  
Mercedes Benz  
Mitsubishi Motors  
New Media Group  
NSK  
Niigata Mitsubishi Motors  
PRTM  
Reliance Industry Ltd., India  
SONY  
Socio Tech Institute  
Syngenta,  
TEPCO  
Tokyo American Club  
Toyota Motors

### Government, International Organization, Research

ADB  
Hokuetsu Economic Research Institute  
Inter-American Development Bank in DC  
MITI Kansai  
UN APCICT, Korea  
UN Headquarters, NYC  
UN Information Centre  
UN International Telecom Union  
UNCRD, Nagoya  
UNDP Headquarters, NYC

### UN, International Organizations, Research, Governments

ADB  
ADB Institute  
Bulgarian Embassy  
ERINA  
Foreign Investment Board (Mongol)  
Global Society for Peace and Dev.  
Greenpeace, Turkey  
IC NET  
International Peace Bureau in Geneva  
Japan Org.n for Intl.Coop. in  
Japan Agency and Consultancy, Indonesia  
LDP Politician's Office  
MITI Kansai  
MOFA, Korea  
Small Arms Management,  
South Asia Partnership, Pakistan  
UNCRD Nagoya/Kenya  
UN ILO  
UN International Criminal Tribunal  
UN Habitat  
UN, Joint Inspection Unit, Geneva  
UN-OCHA ReliefWeb

UNCRD (Nagoya and Nairobi)  
UNDP (various countries)  
UNESCAP, Bangkok  
UNESCO  
UNESCO  
UNIDO, Vietnam  
UN University  
UN Head Quarters, NYC  
US Embassy, Tokyo, ATO

### Finance and Banking firms and services

Capital Advisory Services, Korea  
Citigroup Services  
Commerzbank Securities  
Credit Suisse First Boston  
Goldman Sachs,  
Grameen Bank  
IMF in Vietnam  
Lehman Brothers, Japan  
Standard Chartered  
Taylor Rafferty  
Thomson Financial Services  
World Bank, (Hanoi)

### Media

Bloomberg  
Kyodo News  
Mainichi Daily

### General Businesses and IT related

AEON  
ANA  
Ford Motors  
Fuji Xerox, Tokyo  
Gplus Media  
IBM Corporate Communications,  
Indonesia IT and Internet service group  
JETRO  
NSK  
NextView  
Nissan Motors  
Riko Kabushiki Gaisha, Dept. of Trade  
Rohm and Haas  
SONY  
Socio-Tech Institute,  
McCann Erickson  
TEPCO, Tokyo Electric Power Co.



An IUJ student interns at AI Capital in Tokyo - a new internship slot for IUJ this year.

## Recruiting at IUJ in 2009 - 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 inhouse 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 its 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/>



OnCampus presentations followed by interviews make an effect recruiting day at IUJ. Here is Ken Takai of Michael Page International addressing candidates, Spring 2008

## IUJ Facilities for On-campus Recruiting

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 interviews 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 commenting on the wonderfully fresh air!

Early Bird recruiting season is in the middle of our ski season. Winter festivals, onsen visits, and delicious sake all await. We hope your busy schedule allows you to travel the short distance from Tokyo Station!

## Career Coaching for Students - 3 Phrases

### 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 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!

### 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 Counselor,  
Gretchen Shinoda  
(IUJ Class of 1989)***