



**INTERNATIONAL AND
FOREIGN LANGUAGE
EDUCATION**

TITLE VI



Business and International Education Program

BIE

What Is BIE?

The Business and International Education (BIE) program provides funds to institutions of higher education that enter into an agreement with a trade association, a business, or both for the purpose of improving business curriculum and conducting outreach activities that expand the capacity of the business community to engage in international economic activities. The purpose of this program is to meet the nation's security and economic needs through the development of a national capacity in foreign languages and area and international business studies. The BIE program is administered by the International and Foreign Language Education office, U.S. Department of Education.



A Closer Look at BIE

Benefits for Your Institution



- Internationalize business curriculum
- Develop and enhance area studies and foreign language programs for business students
- Develop partnerships with the local business community
- Offer faculty and professional development
- Provide internships and study abroad opportunities for students

Benefits for the Local Business Community

- Provide information to the public on international trade programs
- Develop programs for nontraditional students and midcareer professionals
- Host seminars and symposia on business development and global placement

Eligibility

Institutions of higher education that enter into agreements with U.S. business enterprises, trade organizations or associations that are engaged in international economic activity — or a combination of associations — for the purpose of pursuing the activities authorized under this program.



Website: <https://www2.ed.gov/programs/iegpsbie/index.html>



Funding

Federal funding must be used to improve the academic teaching of the business curriculum and to conduct outreach activities that expand the capacity of the business community to engage in international economic activities.

Reflections of Past Grantees

How has BIE expanded your university's global footprint?

As a result of the BIE funding, we established a global program in Namibia, Africa (just north of South Africa). We had more than 20 students do projects responding to a need in Africa, which was a terrific learning experience for the students. In fact, these students upon graduation claimed that the Africa projects that they worked on were the most important part of their university experience.



Arthur Gerstenfeld, Ph.D.
Professor, School of Business
Worcester Polytechnic Institute



George L. Hiller, MBA
Robins School of Business,
University of Richmond

How has your institution leveraged BIE funding?

Several of the schools leveraged the BIE grants to apply for other international education grants, such as Fulbright Scholar-in-Residence grants to bring international professors to local colleges. In addition, the four-year colleges in our grant developed new exchange agreements with international universities, using contacts made through the BIE grants. These relationships continue today.

Why is this funding important?

In times of shrinking budgets, there is not a lot of funding for international programs. If we are to keep the momentum going with expanding our international footprint, we need these funds to supplement what we have in order to achieve goals to maintain our foothold in an expanding global market place.



Robert Scherer, Ph.D.
Dean, School of Business
Trinity University

Grantee Testimonials

“When it comes to developing a global perspective, cultural thoughtfulness, and global business understanding and competitiveness, the impact of the BIE program on faculty, students, and regional business is impressive.”

– Kelly Jett Murphrey, Director, Center for Study of Western Hemispheric Trade, Center for International Business Studies, Mays Business School, Texas A&M University

“This program is a good foundation to unlock all the international education priorities, especially for community colleges. It opened the college and our community to international opportunities that would never exist otherwise.”

– Rollie Santos, Director, Center for International Education, Lakeland Community College (Ohio)

"The Title VI B funding helped us to take a risk with a needed executive training program in international trade. Over 10 years later the program is self-sustaining and remains one of our most highly visible outreach activities to the international business community."

– James F. Foley, Director, International Trade Center, Turner Center for Entrepreneurship, and International Programs in the Foster College of Business, Bradley University (Illinois)



Past Projects

Hampton University - International Business Initiative

Hampton University (Virginia) enhanced the international competitiveness of Virginia businesses by sharing university resources to provide training, research, and service support. Outreach activities for the business community include a global business seminar series, student internships, faculty expertise on international business topics. HU and its partner organizations will outline a strategy for outreach to Virginia area businesses with an emphasis on small, women and minority-owned businesses (i.e., African American, Chinese, Japanese, African, Caribbean, Hispanic, and Vietnamese) to help them acquire critical knowledge needed to increase their capacity in global commerce.

Ohlone Community College - Greater Silicon Valley Service Export Initiative

Ohlone Community College (California) has entered into partnerships with various government and nonprofit entities (CA ETEC, Silicon Valley CITD, Newark One-Stop Center, and Suzhou Industrial Park, China). Ohlone College's International Student Center, and the business and computer science departments support enhancing the business community's ability to compete successfully in the international marketplace. Also, aiding faculty's ability to provide relevant training for each group.

Portland Community College - International Business Education Initiative

PCC's (Oregon) International Business Education Initiative has impacted students through the internationalization of PCC's introductory business course and creating online access to existing international business courses, providing for greater access for students and the local and statewide business community. International business forums have been held at various PCC campus venues providing opportunities for students, faculty, and business people to learn from speakers with direct international business experience.



Eligible Activities

- Promoting innovation and improvement of international education curricula.
- Informing the public of increasing international economic interdependence.
- Internationalizing curricula at community colleges, undergraduate programs, and graduate schools of business.
- Developing area studies programs and interdisciplinary international programs.
- Establishing export education programs through cooperative arrangements with regional and world trade centers and councils.
- Creating internships overseas to enable foreign language students to develop their foreign language skills and understanding of a of foreign culture.
- Designing a summer program in international business, area studies, or other international studies designed to carry out the purposes of this program.
- Maintaining parallel structure of programs to inform the public outreach increasing international economic interdependence and the role of American business within the international economic system.

Each program assisted with federal funds must enhance primarily the international academic program of the institution.



FAQs

Is there a cost match requirement?

All applicants must provide matching funds through non-Federal contributions, either in cash or in-kind donations. The applicant must propose the amount of cash or in-kind resources to be contributed for each year of the grant.

How will applicants receive grants?

Successful applicants will be recommended for grand awards based on the peer review process. All applications will be evaluated using the selection criteria posted in the grant competition announcement.

Can BIE funds be used to support students in a study abroad or internship program?

Yes. Applicants can propose to use federal and matching funds to support study abroad and internship opportunities.

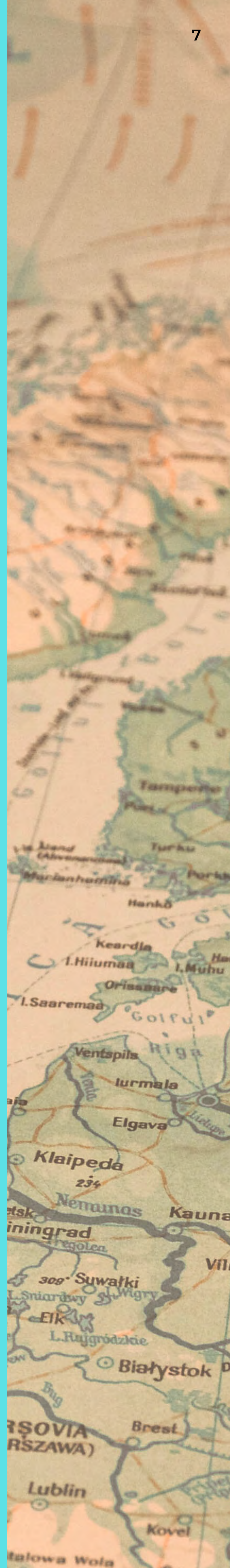
Is there a page limit to the application?

We *recommend* that you limit the application narrative to no more than 35 pages for the program narrative portion of the application. The Federal Register notice contains the specific standards for preparing the program narrative.

What techniques are helpful in preparing an application narrative and other important information for the program?

We advise that you read the program guidelines thoroughly before you begin. If you have questions after you have read the instructions and forms, please reach out to program staff for assistance.

For more frequently asked questions, please visit:
<https://www2.ed.gov/programs/iegpsbie/faq.html>



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