



Department of Management
Global Business EDGE Program
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GLOBAL BUSINESS EDGE PROGRAM

Students Acquiring Global Education (SAGE)

The Global Business EDGE Program at the Albers School has established a new and unique educational initiative that adds an exciting and challenging dimension to our International Business Consulting activities. SAGE provides a global student research and business development network, centered at the Albers School, and linked to other selected Jesuit business schools worldwide by means of the advanced technologies available through the World Wide Web and the Internet.

The purpose of this network is to promote and facilitate interaction among students and faculty at participating schools in all major world markets through the formation of joint teams to work on current, actual business projects, problems or opportunities faced by international business firms. Although thousands of miles apart, team members bridge the geographic gap in real time with email and interactive video to complete their projects.

The SAGE network allows students to; sharpen their business skills with hands-on application, address issues unique to global business development, experience interdisciplinary and intercultural relationships, and experience business practices in other countries firsthand, while offering a service of enhanced value to participating firms through primary research in target markets and direct contacts with potential business partners.

Participation in SAGE projects is open and encouraged for students from all Business School departments as appropriate to a project's requirements. Team membership is also open to students from other academic disciplines (law, engineering) where specialized skills and knowledge would be advantageous. Faculty members from partner schools participate not only as team advisors, but also as ad-hoc members of the consulting teams.

At the conclusion of each project, the student team prepares a comprehensive written report for its client company and makes a formal presentation of its findings summarizing the results of its efforts, identifying its sources of information explaining the rationale behind its recommendations and indicating the next steps that the company should take to accomplish its objectives. In order that overseas student and faculty team members may participate, these presentations take place through video conferencing or in a face-to-face setting depending on the situation and the preferences of the client companies.

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