

AIESEC in Delhi University

Global Exchange Programme: Corporate Sector



Our Name

AIESEC. Formerly a French acronym for "*Association Internationale des Etudiants en Sciences Economiques et Commerciales*". Today, we no longer use this acronym as our membership has grown to encompass a much wider range of disciplines than only economics and commerce

Our Nature

AIESEC is an international, non-political, non-profit, student-run, independent, educational foundation. It is comprised of students and recent graduates of institutions of higher education.. AIESEC does not discriminate on the basis of race, colour, sex, sexual orientation, creed, Religion, national or ethnic origin

Our Core Work

AIESEC develops leadership among individuals and provides experiences which make people change agents. AIESEC also facilitates international traineeship exchanges and supporting activities that provide practical learning experiences for our trainees and that facilitate the learning of our members and other stakeholders.

Our Organisational Values

- Activating Leadership
- Demonstrating Integrity
- Living Diversity
- Enjoying Participation
- Striving for Excellence
- Acting Sustainably

About AIESEC

Since 1948 AIESEC has been an international independent non-political youth association that aims to promote social understanding, and youth leadership in the broader community. Now present in over 1700 universities in 107 countries and territories, AIESEC provides young people the opportunity to develop leadership, work abroad, build a personal network of friends worldwide and explore the direction and ambition of their future.

AIESEC in Delhi University

AIESEC in Delhi University has traditionally been one of the highest performing Local Committees in the world. The organization has had many of its personnel represent it at the highest levels in the organization, globally.

AIESEC in Numbers

- Founded in 1948
- 107 countries and territories
- 1700 universities
- 35000 members worldwide
- 470 conferences a year
- 5500 graduate exchanges yearly

AIESEC's Exchange Programme

AIESEC is an international platform for young people to discover and develop their potential to have a positive impact on society.

AIESEC exchange program enables organizations to source high-potential talent from over 1700 universities in 107 countries and territories.

With thousands of partners, such as UBS, PwC, DHL, the AIESEC exchange program is a proven solution for both short-term and long-term manpower requirements

How AIESEC fits into your organisation?

The various roles that an AIESEC intern can play in your organization are outlined as under:

1. **Business Development & Marketing:** Interns with a background in marketing/management or business development can help develop business for your company, both within India and outside.
 - Handling and servicing corporate clients locally.
 - Providing assistance in the field of international business development as they have complete knowledge of their native country's economy/industry and language.
 - Responsible for handling investor relations/customer care as part of the marketing team.
 - Performing back end operations such as networking and research, which are so vital in the strategic development of a global organization.

2. **Human Resource Department:** Interns with a background in Human resources could help in the following ways:
 - Conceptualization and implementation of certain Human Resource policies and practices.
 - Training of employees in international standards of accounting such as GAAP or in other policies that have international relevance.

3. **Market Research:** Marketing interns by using certain marketing tools commonly used in their country would add value by:
 - Conducting research/evaluation of industries in India. They would prepare an analysis of the research that they have undergone.
 - If necessary, before arriving, they could also undertake a research of their native country and consummate this knowledge with your organization.
 - The intern could work on developing a list of potential agents or clients for your organization.

4. **Client Servicing:** Interns with a good background in Marketing and excellent communication skills would add value by working on:
 - Handling all client related problems and inquires.
 - Acting as a company representative for all international clients e.g. a Japanese intern for servicing Japanese clients.
 - Evaluating existing services and exploring avenues for enhancing client satisfaction.

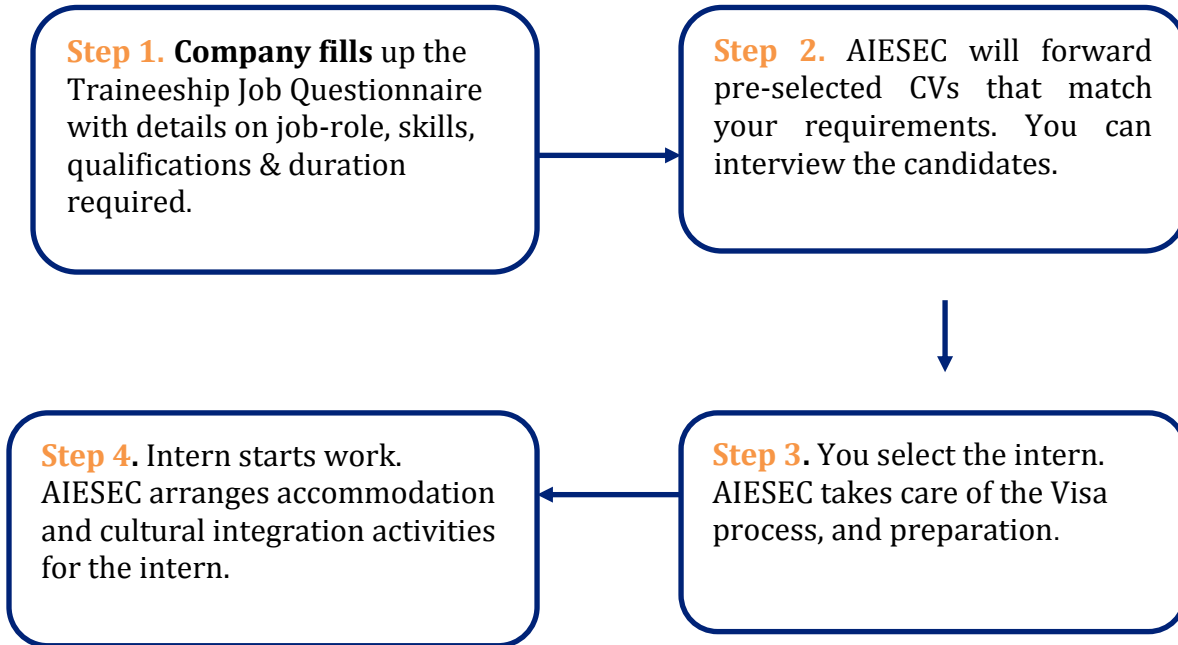
Value Addition for your organisation

Benefit	Output	Notes
Academic Backgrounds	<ul style="list-style-type: none"> ➤ Business Administration ➤ Marketing ➤ Information Technology ➤ Finance 	These are some of the backgrounds that your company can choose from.
Huge Global Pool	<ul style="list-style-type: none"> ➤ AIESEC is present in 107 countries all around the globe. ➤ Interns come from over 1700 universities that are a part of the AIESEC network. 	The company thus gets a diverse pool of highly enthusiastic and motivated interns.
International Perspective	<ul style="list-style-type: none"> ➤ Source of new ideas and management techniques. 	The interns can provide a refreshingly new approach to work.
Temporary Manpower Requirement	<ul style="list-style-type: none"> ➤ AIESEC Interns are ideal for short term program. ➤ Can work on Seasonal and project specific assignments. 	Your company gets an intern with tailor made qualifications to complement your needs.
Language and Geographical Advantage	<ul style="list-style-type: none"> ➤ Excellent tool for assignments in which a specific language is required. ➤ Internships requiring knowledge of a foreign market can be easily accessed through AIESEC. 	An intern being a native of his/her home country will be able to provide first hand information and support required for such assignments
Interaction with other employees	<ul style="list-style-type: none"> ➤ AIESEC interns can introduce a new culture, work habits and ethics into your company. 	Your organization benefits from such cross cultural and diverse interaction.
Flexibility	<ul style="list-style-type: none"> ➤ Trainees are perfect as project based staff ➤ Salaries are competitive with local markets 	Traineeship can range from 6 weeks to 78 weeks
Cost Effective	<ul style="list-style-type: none"> ➤ AIESEC's international interns are the most cost effective source of globally mobile graduates ➤ The logistical, and relocation costs are not borne by the company in the AIESEC program. 	A comparative analysis has shown that AIESEC interns cost much less than other sources of interns.

Additional Services Provided by AIESEC

- Facilitates the intern's Visa formalities etc.
- Arranges for the intern's accommodation.
- Prepares the intern for his/her internship before he/she arrives in the country by sending additional information about India and about your company and information specific to the AIESEC Local Committee and the city in which the internship takes place.
- Receives the intern and integrates him/her into the local environment.
- Introduces the intern to your company's executive in charge of him and liaises between you and the intern to set expectations and to evaluate the internship at various points along the way ensuring that the internship runs smoothly.
- Prepares the intern to go back home again, take any knowledge, and cultural insights that he/she got during the internship.
- Liaises with your company and the Intern to conduct multiple evaluations of the internship (Pre-arrival, Four week ending, Mid Term, End Term).

Intern Sourcing Process



AIESEC's International Support Group



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Testimonials:

"In our experience AIESEC students possess exactly the qualities we are looking for: international and intercultural awareness, integrity, intuition and communication skills. We are always happy to have talented, committed and open-minded AIESEC students on internships with us and to share their spirit which enriches the corporate culture tremendously."

*Dr Peter Wuffli,
Chief Financial Officer Rainer
Kirchofer,
Corporate Human Resources,
UBS AG*

"AIESEC has admirably met it's objectives of providing students with the opportunity to interact with the business community internationally, thus providing students necessary industrial exposure so vital to their further careers. AIESEC in India members have played an important and commendable role in actively pursuing AIESEC's objectives in India."

*Mr. Ratan Tata
Chairman
Tata Group*

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