President’s Engagement Prize

International Considerations

Global Support Services
What are international considerations?

All the requirements and risks associated with activities outside the U.S. ... and the additional time and cost to address them

- Legal Entity Setup and Infrastructure
- Foreign Partners
- Immigration and Employment
- Health and Safety
- Cultural Differences
- And many more

TIPS

Your application is significantly strengthened by thoroughly addressing important international considerations.

Conduct a risk assessment and determine ways to mitigate your risk areas.
Legal Entity Setup and Operations

Regulatory Considerations

Legal Status | Registrations | Permits/Licenses

Operational Considerations

Leasing | Banking & Monetary Transfers | Agreements/Contracts

TIPS

Make sure int'l considerations are in the budget.
Int'l treaties & bilateral agreements could be helpful.
Monetary controls may prevent funds transfers.
U.S. & in-country legal & accounting support may be needed.
Foreign Partners

“On-the-ground” support/partners:

  Governmental organizations | NGOs | Personal connections | Partner organizations

Questions to consider:

1. Is a foreign supporter/partner willing to provide the necessary business infrastructure?
2. Is it clear what they will handle on your behalf?
3. Will you conduct due diligence, such as background checks on your partner(s)?
Immigration and Employment

For you:
- Correct Visa Type | Visa Sponsorship | Stipend Income Taxation

For hiring in-country:
- Right to employ
- Administer payments locally
- Social Benefit Tax (pension, health, unemployment, etc.)
- Worker rights and liability

TIPS
- Get the visa right.
- Seek in-country support for hiring in country.
Health and Safety

- Medical and health insurance coverage
- Country stability
- Pre-departure planning
- Potential security needs
- In-country emergency plans

TIPS

Safety first.
Plan for the unexpected before departure.
Cultural Differences

- Timeliness
- Personal Connection
- Group Dynamics
- Organizational Hierarchy
- Ethics
- Gender Roles
- Personal Space

- Communication
  - Language
  - Gestures
  - Greetings
  - Assertiveness – direct/indirect

- Dress
- Customs

TIPS
If you have prior experiences, local language skills, or other connections to the country, make them clear in your application.

Don’t assume what is done in the U.S. will be acceptable in another country.
Plenty of other considerations

- Export licenses for shipping abroad
- Clinical research regulations
- Protection of Intellectual property
- Privacy Law
- General liability insurance
- Exchange rate fluctuation and bank transfer fees
- And many more...
Thoughts? Questions?

Thank you