



Ibec
Global
Graduates

June 2017

Food & Drink Programme

Ibec Global Graduates
84/86 Lower Baggot Street,
Dublin 2
016051646



PROGRAMME INFORMATION

1. Food and Drink Programme

Ibec Global Graduates, in conjunction with Bord Bia created the Food and Drink programme, the purpose of which is to provide companies with access to funding and a highly skilled talent pool of the next generation of business executives for 18 months. Graduates receive real hands on experience in an international business environment while completing a Postgraduate Diploma in Global Business Development. Graduates are placed with a company full time for 18 months and complete the academic component of the programme part time, spending three full time weeks at Dublin Institute of Technology while the remainder of the programme is taught at a distance.

1.1 Programme details/dates

- 18 month placement programme
- Graduates receive a Postgraduate Diploma in Global Business Development (Level 9)
- Graduates attend DIT College of Business for three week. Two weeks before their placement commences and one week 8 months into their placement
- Company application deadline: COB 25th November 2016
- Programme launches to graduates January 2017
- Recruitment process takes place from February – May 2017
- Company interviews take place from the 22nd of May to the 2nd of June 2017 at Ibec offices
- Placement commences 26th June 2017:
 - DIT dates 26th June – 7th July 2017 TBC
 - Company start date: 10th July 2017 TBC
 - Graduate returns to DIT 2nd January – 6th January 2018 TBC
- Placements ends 25th December 2019

1.2 Programme criteria

- Organisation must be an Origin Green member or working towards membership
- Organisation must be Irish owned and Irish run



- Organisation must have a presence and/or agent who can host graduate(s) overseas;
- Placement must be based overseas for at minimum 60% of the graduates 18 month placement
- Organisation must have the capacity to train and develop graduates throughout the duration of the programme
- Organisation must have the capacity to provide the graduate with a mentor for the full duration of the programme
- In conjunction with the total programme cost, the organisation must provide the graduate with a monthly accommodation allowance in accordance with cost of living at location
- Organisation must provide a flight allowance (if the placement is based overseas)

1.3 Programme Cost

The programme cost will vary depending on whether the graduate is placed within an EU or a Non-EU country. EU placements cost €31,500 and non-EU placements cost €37,980. The programme cost includes the candidate's bursary payment, DIT educational fee and Ibec's management fee. Candidates on an EU placement receive a bursary payment of €1,400 per month and candidates on a Non-EU placement receive a bursary payment of €1,760 per month, which are administered directly by Ibec Global Graduates office from programme funding received.

In addition to the total programme cost, the sponsor company must provide graduates with a minimum accommodation allowance of €300 per month which will vary depending on cost of living at the location. The accommodation allowance is paid directly to the graduate by the sponsor company. Many of our existing companies run this as an accommodation allowance expense.

Accommodation allowance guidelines: what other companies pay:

Dublin	€300-€600	Moscow	€500
London	€500	US	\$600-1000
Stockholm	€500	Shanghai	€600
Copenhagen	€500	Dubai	€600



Additional cost which may be incurred by the sponsor company:

- Temporary accommodation cost i.e. hotel, Airbnb etc, at the start of the graduates placement should they have to relocate
- If the placement is based overseas the sponsor company must provide two sets of return flights:
 - Return flight no. 1: First flight out, final flight home
 - Return flight no. 2: Agreed between the candidate and the company
- Visa costs if applicable. IGG office is not involved in the visa process, however we recommend Pan Atlantic (US visa only)
- Any other standard business expenses

1.4 Funding

The programme is partly funded by Bord Bia. Bord Bia will contribute 35% or 45% toward the graduates total bursary payment and fully fund the educational cost. See funding breakdown below:

Total cost						
Location	Bursary	Duration	Total Bursary	DIT Fee	Ibec Mgt Fee	Total Cost
EU	€1,400	18	€25,200	€3,100	€3,200	€31,500
Non EU	€1,760	18	€31,680	€3,100	€3,200	€37,980

EU placement 35%					
				Bord Bia Fund	Company Fund
Bursary	€1,400	18	€25,200	€8,820	€16,380
DIT			€3,100	€3,100	€0
Ibec fee			€3,200	€0	€3,200
			€31,500	€11,920	€19,580
Non-EU placement 35%					
				Bord Bia Fund	Company Fund
Bursary	€1,760	18	€31,680	€11,088	€20,592
DIT			€3,100	€3,100	€0
Ibec fee			€3,200	€0	€3,200
			€37,980	€14,188	€23,792

EU placement 45%					
				Bord Bia Fund	Company Fund
Bursary	€1,400	18	€25,200	€11,340	€13,860
DIT			€3,100	€3,100	€0
Ibec fee			€3,200	€0	€3,200
			€31,500	€14,440	€17,060
Non -EU placement 45%					
				Bord Bia Fund	Company Fund
Bursary	€1,760	18	€31,680	€14,256	€17,424
DIT			€3,100	€3,100	€0
Ibec fee			€3,200	€0	€3,200
			€37,980	€17,356	€20,624



2. Programme Qualification

Postgraduate Diploma in Global Business Development

The Postgraduate Diploma in Global Business Development was designed to further develop the competencies of Ibec Global Graduates participants while they participate in in-market work-based learning activities.

The programme structure involves an innovative approach, combining a modular format involving traditional workshops and work-based experiential learning, supported by an online learning platform. Participants undertake a range of pragmatic modules designed to enhance their competencies in global business and leadership, with an emphasis on personal and professional development.

The College of Business, DIT has designed a programme to reflect the needs of participants on the Ibec Global Graduates programme and the work-based learning opportunities available to them.

The programme is designed to achieve the following:

- To deliver a high quality global business educational programme
- To enhance the skills and understanding of the individual participants and the proficiency of their companies
- To enable participants to contribute to the development of their organisation's international presence

2.1 Learning outcomes:

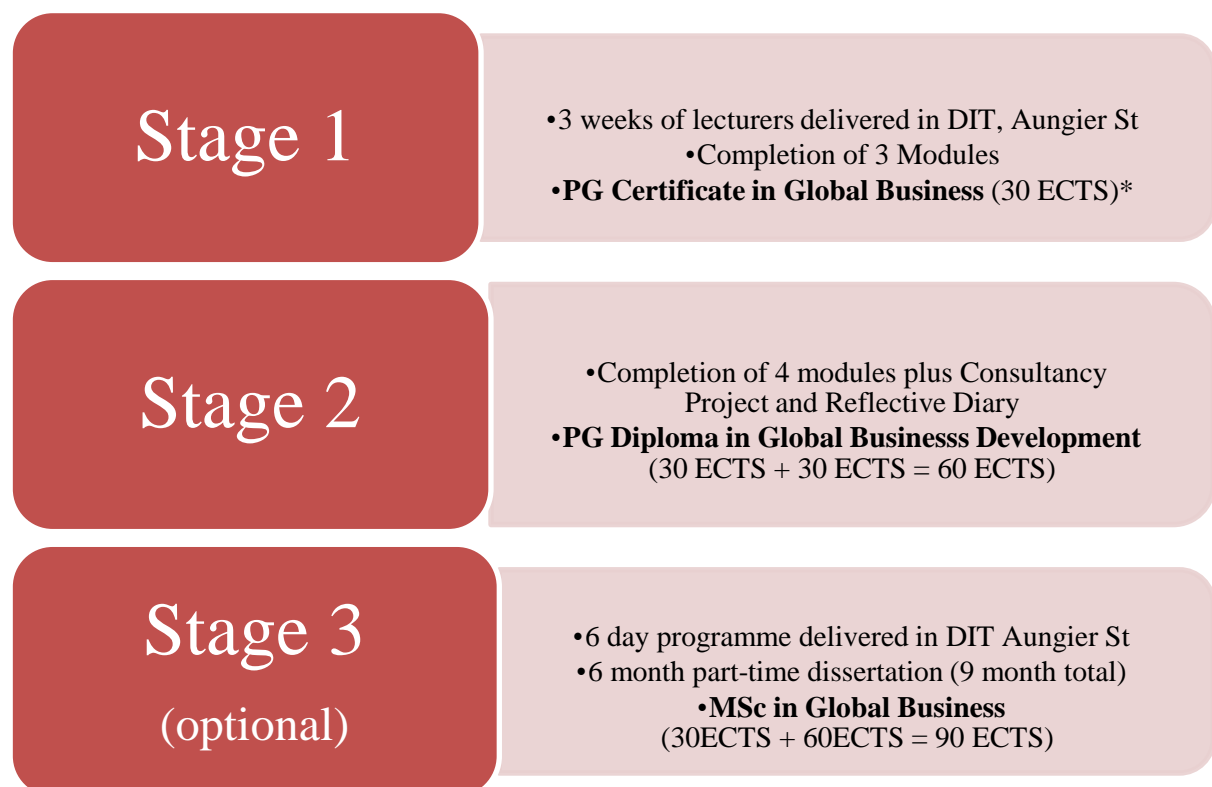
On completion of the programme participants should be able to;

- Demonstrate a strong understanding of global business operations
- Carry out high quality desk research and present findings in a professional manner.
- Build professional country profiles.
- Identify and evaluate the value of potential markets gaps.
- Use market insights and research findings to make a valuable contribution to in-company innovation (product and process – and New Market Offerings (NMOs)).



- Effectively identify market entry routes, with consideration of channels to market and supply chain issues.
- Effectively sell into specific international markets, developing and qualifying opportunities, delivering persuasive sales pitches and negotiating successfully with buyers.
- Demonstrate a strong understanding of accounting and finance systems and processes
- Utilise project management methodologies and toolkits to manage global projects
- Demonstrate a heightened level of self-awareness and an enhanced knowledge of the skills required to effectively lead teams and drive change in a global environment

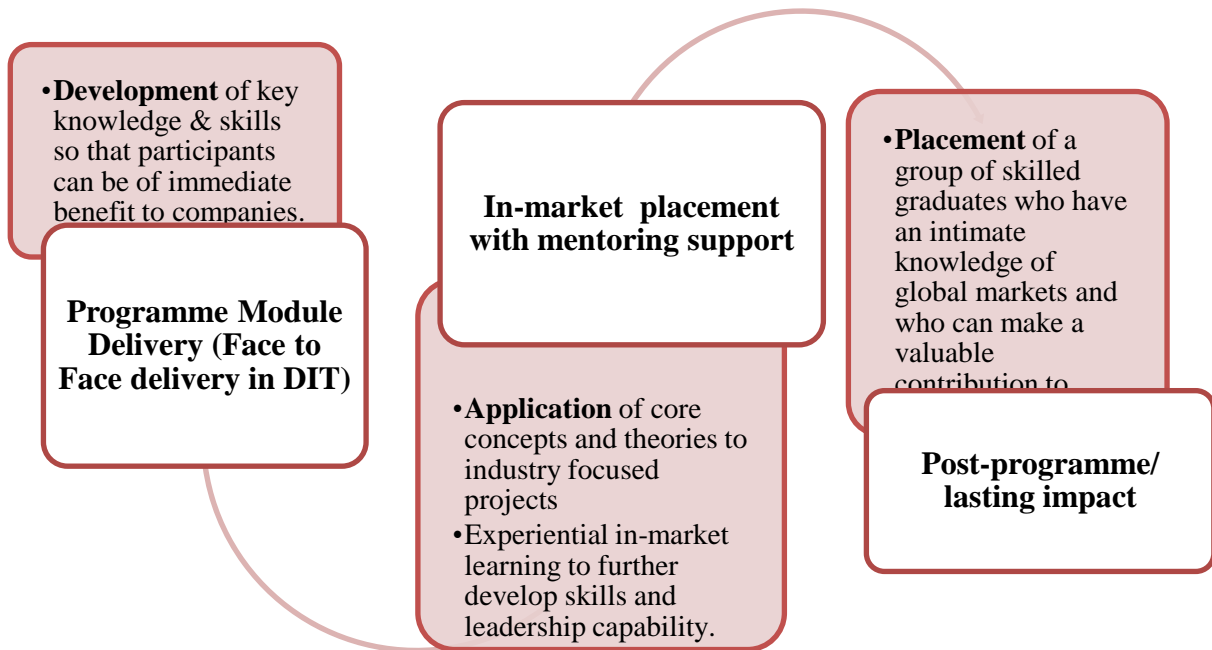
2.2 Programme outline



2.3 Modules

MODULES	WEIGHTING (ECTS Credits)	TOTAL		
STAGE 1 – POSTGRADUATE CERTIFICATE				
Doing Business Globally	10	30 ECTS	60 ECTS (PGDIP)	
Leading in a Global Context	10			
Global Marketing and Sales	10			
STAGE 2 – POSTGRADUATE DIPLOMA				
Market & Trade Research	5	30 ECTS		
Digital Marketing I	5			
Digital Marketing II	5			
Global Logistics & SCM	5			
Work-Based Project & Reflective Diary	10			
STAGE 3 – MSc-Optional				
Global Strategic Management	5	30 ECTS	90 ECTS (MSC)	
Business Research Methods	5			
Dissertation	20			

2.4 Programme Structure



3. Recruitment Process

- Ibec open the programme to graduates January 2017
- Ibec recruitment process takes place from January – May 2017
 - Matching/filtering
 - Personality testing
 - Face to face interviews
- Company interviews take place from the 22nd of May until the 2nd of June 2017
- Company selects successful candidate and Ibec team inform candidate of their offer
- Ibec team issue offer letter to candidate and forward the candidate’s contact details to the member company to arrange placement details
- Company contacts the candidate before their start date and provide them with on-boarding information

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4. How to apply

Interested companies must complete the expression of interest form and return to sarah.murphy@bordbia.ie and stella.lacken@ibec.ie by COB Friday the 25th of November 2016.

Please ensure the expression of interest form is completed in full. The information provided in the expression of interest form will be used to advertise the position. The information provided will allow Ibec to find the best fit candidate for the position.

Company applications close COB Friday the 25th of November 2016.

