

Bowie State University/ Northrop Grumman

On-Campus Day

Hosted by College of Business and Graduate Studies

April 14th | 9:15 am - 3:30 pm

Agenda

Theme: Global Thinking: Linking Theory to Practice in International Business

09:15 – 09:45

Breakfast, music, videos

9:45 9:50 Welcome and Introduction – Dean McNeil, Dean, COB Bowie State University

09:50 – 09:55 Opening Remarks – President Aminta Breaux, (now in-person)

9:55 – 9:58 Student Welcome (Clay Williams, acknowledges students who participated in today's events and thanks NG for inviting students to their campus)

9:58 – 10:20 Importance of Global Business; The Day's Events – Gene Cumm, Director, International Long Range Air Defense, Northrop Grumman International Trading (NGIT)

10:20 – 11:05 Session 1: Northrop Grumman Approach to Global Business (Focus Countries, Industrial Cooperation, Pipeline Development) – Ahmed Selim, Director, International Business Development, Northrop Grumman Mission Systems

Break (5 minutes) Pop Question

11:10 – 11:50 Session 2: Cultural Aspects of International Contracts (Japan Case Study, Saudi Case Study) – Dave Allan, International Business Development Manager, & Paul Sesto, International Programs Manager, NGIT

11:50 – 12:20 Session 3: International Banking Agreements (Performance Bonds, Advance Payment Bonds, International specific contract terms) – Scott Epley, Business Management Manager & Natasha Reid, International Contracts, NGIT

12:20 – 1:05 Lunch Break & Raffle (Introduce and Launch Student Club) Certificates passed out and swag to *International Business Club sponsored by Northrup Grumman members.*

1:05 – 1:35 Session 4: US Government in Global Business – Brittany Allen, Manager, International Trade Compliance, Northrop Grumman Mission Systems

1:35 – 2:10 Session 5: Offsets and the International Supply Chain (Denmark Case Study, UAE Case Study, International Strategic Sourcing) – Dan Pressler, International Capture Manager, & Edrees Roshan, Global Supply Chain, Northrop Grumman Corporation

2:10 – 2:40 Session 6: Northrop Grumman International Internship Program – Christopher Carlson, Director, University Recruiting & Relations, Northrop Grumman Corporate; Yeneneh Ketema, Sr. Principal University Relations Diversity Program Lead

2:40- 2:55 - Closing Remarks – Gene Cumm, Director, International Long Range Air Defense, NGIT

2:55 – 3:00 Thank You and Closing – Kavita Kapur, Assistant Professor of Management, College of Business, Bowie State University

3:00 – 3:30 Meet and Greet NG Staff and COB Dean and Faculty