

# INTERVIEW #2

JAN	FEB	MAR	APR	MAY	JUN	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
JUL	AUG	SEPT	OCT	NOV	DEC	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		

Relocation industry

## Informational Interview w/ Chelsea Gutera

- third party  
 - mandate entire } consultant: immigration  
 - destination services

(Cultural Awareness: destination services)

- contacted by relocation industry

- family: lots "overwhelmed"

Corporate

\* benefits

- AHS  
 - processed } diff companies

Unions family

depends on

relocating PPJ

Immigration

market to MILC

- website  
 - intended for USA

Group move

- necessitates  
 - high-level moves  
 - depend

Times autonomy

- "lets in"  
 - literally  
 - different package

- liene  
 - nam  
 - social security  
 - departure

Dallas

- Toronto

- lookie trip  
 - not sure when if job } also tour

Domestic work

- primarily international

- from USA

consultant (meets the family)  
 - in flight

examples / Australia

- Yum! Brand

(lost Koni (Alien))

- Kimmerly Clark

- Israel  
 - Metro

How

- avoid communicating  
 - don't meet the clients

} consultants

Lead manually

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## Cross Cultural Training

employee (company) hire

→ individual person assigned to them

not as common

↳ market

• training successful

AVOT

deal w/ NYC or LA

\* Dallas  
\* Chicago

small towns

↳ coordinate trainers

trainers

• time place for NYC

↳ 1-2 day train (masters/ PhD)

• lives normally in VA

↳ training material given

• manual

↳ called upon whenever needed

• can go to home/ work

Dallas

↳ make ppl comfy in

↳ metrolife

↳ some companies not domestic

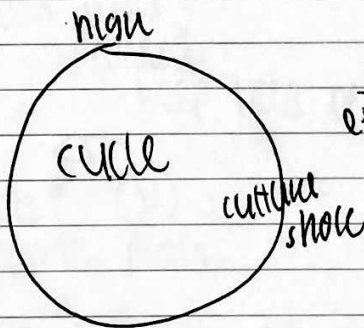
also for Japan/ VA/ other countries

only office

• not all over the world

↳ consultants

↳ domestic



pre-dept or post-arrival

et) • NYC to smother

↳ more in NYC

↳ continued some

multicultural

-trainers

• Park to NYC

• will only now move

\*OU degree in communication/ int. bus

↳ non profit

mainnon

1) temp agency (Lincoln) (4)

2) moved a bit

• CAI

changed a bit

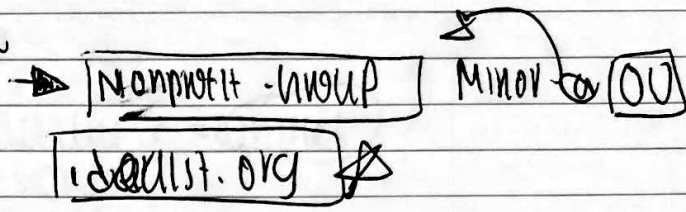
• All not sure

fruit  
internships

# INTERVIEW #3

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\*talk to people  
internship



## Markets

- NJ → remote (moments)
- friendly & warm

} network when you're good (at)

• ETC

- global mobile network
- convention (chicago)

- vendor come
- CIA goes

} companies go if want to change (HQ)

↳ have a booth

↳ cold calls

• connect.

• keep track of in new

} products

\*they'll see that "going out to bid" (frowny face)

• computer provide plan

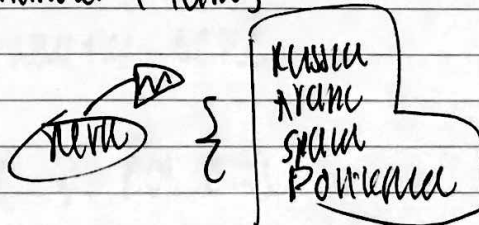
## Markets Manager

- et) • computer in sales → going out to bid
- manager
- consultants & manager (talk)

↳ frame

↳ frames (with slash)

• business (atc)



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### Best part

- being someone
- LO-worler
- Org. subculture? = unities
- behind-the-scenes
- happy & rich
- invite the dinner
- never missed
- gets gratification

\* not every day is same

• "same structure, but diff"

• work time is 9 months

• know what to up

mean and to grow

- learn
- communicate
- open-minded

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### Worst part

- a lot of "work"
- not enough time
- heavy calendar
- esp. summer

• many "on-hold"

↳ look like 7/10 & 3 months

the entire industry

• lots of work

• no more time

• priorities

• sometimes can't get everything done

↳ too much

• time low management ? not doing

↳ can't make enough  
etc, small  
differences