



rijksuniversiteit
 groningen

Dear Mr./Mrs.,

In line with the increasing international focus of (business) students we would like to propose a mutually beneficial academic cooperation focused on the international cooperation between students from different countries and the improvement of the cultural understanding between our countries.

Since 1988 the study association of the Faculty of Economics and Business of the University of Groningen (the Netherlands) organizes an annual business research trip, named International Business Research (IBR). From April 2016 onwards, twenty-five students of the University of Groningen, the Netherlands, will visit Indonesia for a period of 5 weeks to conduct field research for eleven Dutch companies. One of the aims of the International Business Research project is to cooperate with local students.

Every year, IBR is organized to conduct research in emerging markets outside Europe. Past experience has taught us that the quality of our research can be enhanced by engaging with local knowledge. Through a so-called Buddy Project, we aim to combine the knowledge of Dutch students about the companies for which we will conduct research, with the knowledge of Indonesian students about culture, language, sectors, companies, and ways of doing business. In this manner, we hope to carry out high quality research, which combines the best of both cultures.

We are looking for motivated Indonesian students who are familiar with the English language, and are comfortable with the Indonesian business environment; who would enjoy the opportunity to enhance their practical experience and work together with Dutch students on behalf of a multinational organization. As confirmed by Dr. Mula Sigiro, nine students of University of HKBP Nommensen (UHN) will participate in our research project.

Hereby, I confirm that there will be a mutual cooperation between the University of HKBP Nommensen (UHN) and the University of Groningen (RUG) in which students from UHN will participate in the research conducted for a Dutch company.

Your sincerely,



Dr. Jan Riezebos

Academic Director Career Services and Corporate Relations

Faculty of Economics and Business, University of Groningen

On behalf of IBR Indonesia 2016

Johannes Andriessen

Chairman IBR Indonesia 2016