

**Doing Business Internationally: DR-CAFTA**  
*William D. Harazin, Delegation Leader*

Hands on experience in the international arena, is a must for students in this day of globalization. The NCSU College of Textiles "Doing Business Internationally" Program provides this hands on, on the ground experience to its students and is supported by Wake Tech's Small Business Center and the N.C. Division of International Trade (ITD). Wake Tech and ITD "Export Outreach" Program has been preparing small and medium business owners for the past fifteen (15) years to enter the international market place through participation in tradeshow in Mexico. The College's three (3) year old "Doing Business Internationally" Program allows the Student Delegates to be a part of this business Delegation and learn what it takes to do business in a foreign country.

This year the Program is focusing on the CAFTA region and sending a Delegation to El Salvador and Honduras. Prior to departure the Student Delegates will research and learn about the culture and the business environment in both countries. Once on the ground the Student and Business Delegates will meet with trade officials and textile representatives, tour factories and experience each countries' history and culture. During their stay the Delegation will meet with the Senior Commercial Foreign Service Officer, the U.S. Ambassador to Honduras, Representatives of the American Chamber of Commerce in both countries and other trade specialists. In addition to the high level meetings with international trade specialists, the Delegation will tour U.S. textile factories including Asheboro Elastics, Hanes Brands and VF Corp., as well as facilities of the host countries. These discussions and tours provide insight into the challenges and opportunities facing the CAFTA countries in an ever-changing competitive market. They impress upon the Student Delegates the need to be innovative, informed and flexible in the global market place. The Students selected to be Delegates also will be doing research projects on the textile issues within the CAFTA countries. The Program is a truly enriching experience both educationally and culturally and hopefully will result in the development of many U.S.-CAFTA business relationships in the future.