

san diego state university/ bs trip/ paris, france/ may & june 2011/

We are proud to offer this customized proposal for your consideration – a proposal which could mark the beginning of an inspiring and exciting journey together. For more than 10 years ISP has designed and led exceptional international experiences for business students. Our commitment to customer care means that we will work closely together, we will get to know your needs, preferences and goals and in turn provide your students with an enriching and unforgettable business trip. By working with ISP, you will benefit from the broad experience and extensive local knowledge of our talented, multicultural team. You will feel our commitment to academic excellence, enjoy the reliability of our travel services and learn from our impressive global network of business and government leaders - the best network in the industry. No matter where you travel – from Shanghai to Santiago to Stockholm, ISP's programs are skillfully designed to meet your needs & exceed your expectations – just a few of the reasons 90% of our clients return to ISP annually.

ISP Team

/ your program team

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welcome

/ itinerary

Sunday May 22, 2011		day one
morning	arrive Paris transfer to hotel, check-in rest of the day at leisure	arrive Paris <i>air</i> <i>bus transfer</i>
Monday May 23, 2011		day two
morning	breakfast SDSU - own arrangements faculty lecture, discussion lunch on your own	orientation day <i>hotel</i> <i>conference room</i>
afternoon	visit 1: overview of the business climate in EU and French business culture <i>e.g. US Commercial Service</i> management presentation, discussion	<i>public transport</i>
evening	welcome dinner return to hotel	walk/restaurant <i>walk</i>
Tuesday May 24, 2011		day three
morning	breakfast SDSU - own arrangements lunch on your own	external environment analysis <i>hotel</i> <i>conference room</i>
afternoon	guided tour of Paris <i>learn about the City of Light while visiting the most important places and monuments - Boulevard Champs Elysees, Arc de Triomphe, Eiffel Tower, Cathedral of Notre Dame and others</i>	<i>bus/walk</i>
evening	free for sightseeing & studying OR optional cultural event 1: Eiffel tower ascent <i>ascend this world-famous French architectural icon for a spectacular view of the city</i>	<i>sts pay individually</i>

...it all starts with your academic objectives – we take the greatest care to create itineraries which are relevant, practical and academically excellent.

The proposed itinerary presented here highlights just a few of the possible visits and themes available to be explored in your chosen destination. All ISP itineraries are available for complete customization to ensure your students and faculty benefit from the most relevant and interesting academic program.

Working with ISP is a guarantee of service, logistics, academic level and the quality of presentations. It is a pleasure – they take care of all my specific needs and program requests with excellent results

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Full-time MBA Program
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Wednesday May 25, 2011		day four
	breakfast	global competitiveness
morning	visit 2: strategies for building global brands e.g. L'Oreal management presentation, discussion, tour of facilities lunch on your own rest of the day at leisure	hotel bus half day
Thursday May 26, 2011		day five
	breakfast	internal analysis and business strategies
morning	SDSU - own arrangements faculty lecture, discussion lunch on your own	hotel conference room
afternoon	SDSU - own arrangements faculty lecture, discussion rest of the day at leisure	conference room
evening	free to relax & study OR optional cultural event 2: a taste of France <i>learn the secrets of the French cuisine through a 3-hours workshop with a French chef</i>	sts pay individually
Friday May 27, 2011		day six
	breakfast	EU and cultural industries
morning	SDSU - own arrangements e.g. case analysis faculty lecture, discussion lunch on your own	hotel conference room
afternoon	SDSU - own arrangements faculty lecture, discussion	conference room
late afternoon	cultural event 1: winery tour through Vigne de Montmartre <i>walk through the "clos Montmartre"; a vineyard located in the Parisian suburb of Montmartre, discover the old viticulture traditions of Ile de France and sample some of their finest wines.</i> rest of the day at leisure	public transport/walk

"The University at Albany Weekend MBA Program's international experience in Santiago during July 2009 was phenomenal in all aspects. International Study Programs coordinated all the details for us, resulting in an enriching business and cultural experience. ISP team members meticulously researched our destination well in advance of our trip, developed an incredible Web site teeming with useful information, and arranged seven site visits perfectly tailored to our academic goals. Our executive-level students are still speaking glowingly of their trip, weeks after their return! ISP is on point, on time, and on the top of my list!"

Donald G. Purdy
M.A., Director
Weekend MBA Program
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Saturday May 28, 2011

day seven

breakfast

free day for sightseeing & studying

OR

optional cultural event 3: full-day trip to Chateau de Versailles

visit the magnificent seat of Louis XI, the Sun King, and learn more about the life of the French nobility, the arts and architecture

day at leisure

hotel

sts pay individually

Sunday May 29, 2011

day eight

breakfast

free day to study & explore Paris and its surroundings

recommendations: experience the magic of Disney at Disneyland in the eastern suburbs of Paris or spend a day at the Louvre admiring its impressive treasures such as the beautiful Venus de Milo, Da Vinci's Mona Lisa or any other 35 000 pieces of art nobility, arts and architecture.

day at leisure

hotel

Monday May 30, 2011

day nine

breakfast

morning SDSU - own arrangements

faculty lecture, discussion

lunch on your own

afternoon visit 3: opportunities and challenges for foreign investors in France

e.g. Procter & Gamble

management presentation, discussion, tour of facilities

rest of the day at leisure

corporate strategies

hotel

conference room

bus half day

"Our trip experience was outstanding and the details were thoroughly covered to an excellent degree. ISP's attention to academic content for executive students, and what they need to understand about conducting business globally, is exceptional. We appreciate their focus on obtaining the best company visits to make the trip beneficial not only for the student, but as a return on investment back to their company.

It is amazing to me that in a city of 19 million+ the team was flawless in the execution of the details. We were always on time and everything was outstanding."

*Susan West
Director MBA & EMBA programs
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itinerary

Tuesday May 31, 2011

day ten

current business climate

breakfast
morning visit 4: sustaining competitiveness in times of crisis
e.g. Alstom
management presentation, discussion, tour of facilities
lunch on your own
afternoon free to relax
OR
optional cultural event 4: visit the Centre Pompidou
explore the multifunctional complex of modern arts and enjoy its vast variety of options: museum, cinema, theatre, library, music and current special exhibitions
rest of the day at leisure
recommendations for the evening: watch a spectacular performance at the Opera House in Paris or head to the Moulin Rouge to watch one of the world famous cabaret performances.

hotel

bus half day

Wednesday June 1, 2011

day eleven

international strategy

breakfast
morning SDSU - own arrangements
topic: international strategy
faculty lecture, discussion
lunch on your own
afternoon SDSU - own arrangements
topic: international strategy
faculty lecture, discussion
rest of the day at leisure

hotel

conference room

conference room

Thursday June 2, 2011

day twelve

Ascension day

STUDY DAY

breakfast
STUDY DAY

hotel

Friday June 3, 2011

day thirteen

breakfast
morning **student presentations**
lunch on your own
afternoon **student presentations**
rest of the day at leisure

student presentations

hotel

conference room

conference room

Saturday June 4, 2011

day fourteen

breakfast
morning check-out, transfer to the airport
depart for USA

depart for USA

hotel

bus transfer

air

/ services & pricing

Academics & Facilities:

ISP fully customizes each itinerary to meet the specific needs and budget of our clients. All events are carefully coordinated to avoid repetition and to ensure an effective and efficient program. Location of each event (ie hotel conference room vs in-company presentation) is suggested based on the most time efficient and educationally enriching arrangement. Conference room rates and bus transfer rates are included in the price below based on the included itinerary's suggested arrangements.

Accommodation:

Your hotel is carefully selected to suit your group's preferences and meet your budgetary requirements. Twin rooms for the students & a single room for the faculty member/administrator will be arranged. Should a single room be required (e.g. by individual students) or requested (should you have an odd number of students or odd number of males/females), single room supplement will be added to the trip cost – please see Optional Extras for more information.

Breakfast each day and all taxes are included in the prices given. **In-room internet connection is included in the faculty's room.**

Please see below examples of hotels to be used:

Paris – e.g. 3* Hotel Median Paris Porte de Versailles - <http://www.medianhotels.com/hotel-median-paris-porte-de-versailles>

Meals:

We understand that traveling in a group requires flexibility and consideration of all personal preferences and medical conditions. ISP organizes meals to give each student the best possible choice given time & budget restraints. The price below reflects the number and types of meals as outlined in the included itinerary.

Cultural events:

Types & number of excursions are outlined in the itinerary above. These have been carefully selected to enable students to learn about local history, culture & lifestyle. Our team will arrange for entertaining & engaging events ensuring unforgettable experiences for your group.

ISP advocates transparent
and fair pricing policies
– no hidden costs, no nasty
surprises.

*The most important factors for me
are the high-quality visits at well-
known companies and smooth
logistics. ISP accomplished both with
ease on our China trip.*

*Legal Environment of Business
Director
University of Georgia*

Transportation - air:

International air (if requested) is quoted separately.

Transportation - ground:

ISP uses the highest level of ground transportation providers who provide excellent service, high quality vehicles, well-trained drivers and comprehensive insurance. Buses are comfortable, air-conditioned and with additional seats wherever possible. Bottled water is provided on each bus journey.

Program Management & Ground Support:

Bilingual tour coordinators will accompany your group. You also have the choice to add your Program Manager to be with you throughout the program (please see additional services for more details). With ISP, you benefit from cost effectiveness & flexibility.

The price for this program is **EUR 1,640 per student ***

* based on **20** students and **1** faculty member/administrator traveling with the group

Total program price is EUR 32,800.

The price for this program is **EUR 1,840 per student ***

* based on **15** students and **1** faculty member/administrator traveling with the group

Total program price is EUR 27,600.

The price for this program is **EUR 2,180 per student ***

* based on **10** students and **1** faculty member/administrator traveling with the group

Total program price is EUR 21,800.

Note 1: The prices above are based on the exact number of participants. Should the number of participants change, the price will be subject to change as well.

Each of ISP's programs includes highly trained, bilingual tour coordinators who will accompany you on each day. You also have the choice to have your Program Manager travel with you – with ISP you benefit from cost effectiveness, maximum flexibility and the highest level of customer care.

I was extremely satisfied with what ISP was able to develop for our Study Tour to Chile and Argentina in March 2010. There was a great mix of companies, non-profits and government organizations. The cultural tours were very enriching and really rounded out the experience.

Our Program Manager was very professional, knowledgeable and engaging. I don't think the trip would have been nearly as successful without her!

Tracy Gojdic
Program Director
Technology Management MBA
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services & pricing

/ optional extras

ISP Program Manager to accompany the group throughout their stay: **EUR 2,900**

Single room supplement: **EUR 750** per person per stay

In-room internet connection: **EUR 20** per room per day



Would you like to secure the cost of your trip in USD?

Need to organize visas?

Have a student with a special medical condition?

Or perhaps you would like to stay an extra few days and need some help with arrangements?

No problem at all – we'd be delighted to hear your requirements and talk you through the process.

Our 24/7 contacts ensure rapid response and the most up-to-date information.

optional extras

INTERNATIONAL AIRFARE

flight number	date	departure time	departure city	code	date	arrival time	arrival city	code
Delta								
<i>originating flight</i>								
DL2378Y	21-May-11	1.05pm	San Diego	SAN	21-May-11	3.59pm	Salt Lake City	SLC
DL 170Y	21-May-11	4.40pm	Salt Lake City	SLC	22-May-11	11.25am	Paris	CDG
<i>return flight</i>								
DL 171Y	04-Jun-11	11.00am	Paris	CDG	04-Jun-11	2.05pm	Salt Lake City	SLC
DL4587Y	04-Jun-11	3.05pm	Salt Lake City	SLC	04-Jun-11	3.58pm	San Diego	SAN
							<i>Estimated Cost:</i>	1,090.00 USD
							<i>Estimated Surcharges*:</i>	455.00 USD
							<i>Estimated total:</i>	1,545.00 USD
<i>* rated at the time of ticketing</i>								

Please note that this is a proposed itinerary & quote only and both are subject to change. Currently no reservation is being held. Should you wish to hold seats on the flight above, please contact ISP immediately. More options are available upon request.

/ important notes

Validity of prices – prices quoted in this proposal are valid for 90 days unless indicated otherwise.

Exchange rate fluctuations – ISP is able to arrange currency exchange contracts to secure your program's price in USD/EUR.

Visas – ISP would be happy to assist with any necessary visa arrangements. Please contact us for more information about the visa process and associated fees.

Insurance – ISP holds extensive liability insurance – should you require copies of our insurance policies please contact us. Should you wish to secure additional group insurance for your trip or need special insurance arrangements, please discuss this with your ISP contact person.

Emergency plan – ISP has a comprehensive emergency plan should anything happen while a group is on the ground but also in the case that a trip to a particular destination needs to be re-routed or postponed. During the program phase we will go through the Emergency Plan with you. Should you need emergency information in advance, please ask your ISP contact person.

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ISP is proud to be associated with EMBA Council.

ISP is a registered Seller of Travel in the State of California. Seller of Travel #: 2099020-40
ISP is a registered Seller of Travel in the State of Washington. Seller of Travel #: 602 980 413
ISP is a registered Seller of Travel in the State of Iowa. Seller of Travel #: 971
Please note that travel providers are no longer required to be registered in Nevada.

Did you know that ISP...

...uses multimedia tools to ensure maximum learning opportunities for your students

...holds extensive insurance coverage and can even organize additional insurance for your group or individuals according to your needs

...trains staff according to a comprehensive emergency response plan to ensure security & safety even when things go wrong

...works with each speaker & company individually to make sure that each presentation meets your academic objectives

...designs and manages more than 1000 speakers, visits, panel discussions and business mixers per year in locations as diverse as New York, Hong Kong, New Delhi, Moscow, Abu Dhabi, London and Shanghai