

Opportunities in International Trade

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Thinking about a career in international trade?

Look no further than Welland's Niagara College.

Niagara Region is a "dynamic" location for the International Trade program, says Rene Lazarz, 32, co-ordinator, International Trade School of Business and Entrepreneurship at Niagara.

Lazarz worked as a diplomat for the Department of Foreign Affairs in Ottawa and the Canadian Consulate in Buffalo before teaching at the college.

Lazarz says she had her share of responsibilities at the Canadian Consulate, which included monitoring foreign policies between Canada and United States, advising companies on international import and export laws and regulations.

"Our territory in Buffalo covered upstate New York, Western Pennsylvania, and the western part of West Virginia.

"I had other colleagues and we all had separate areas of responsibilities so our work didn't overlap very much. We got involved in export education which led me here."

Lazarz says she started teaching full time at the college in January 1995.

"Dave Taylor (then co-ordinator for the Marketing Management program) started to do research in 1990 for the program (International Trade). He became co-ordinator for the program in 1992 when it first started," she says.

Taylor is director of the Hospitality and Tourism program in Niagara Falls, Ont.

"It (the International Trade program) is very necessary for this area specifically almost anywhere else in Canada because the Niagara Region trades with Canada through the most dynamic border points (Peace Bridge, Queenston Bridge and Whirlpool Bridge) in terms of the value of goods going over," says Lazarz.

The International Trade program starts in September and is offered only at the Welland campus.

The course is offered as a post-diploma in Advanced Studies and is taught in three terms with an eight-month work term.

International Trade offers career opportunities in international marketing and sales, international finance administration, import/export management and culture relations to mention a few, says a Business and Entrepreneurship program college pamphlet.

Students from Peru, Venezuela, Romania, Poland and Nicaragua are enrolled in the program, says Lazarz, adding the "international mix adds to the flavor of the course because you get different perspectives."

Lazarz says she believes the program is in no danger of being cut or will not suffer any budget cuts because of the provincial government.