Our Resources...

Based in the College of Business Administration at Florida International University, IASG’s core team consists of faculty experts with real-world experience in management, IT, finance, marketing, HR, and accounting, as well as those from its Ryder Center for Supply Chain Systems, Center for International Business Education and Research, and Center for Accounting, Auditing, and Tax Studies.

IASG’s campus-wide reach enables it also to draw on the expertise of professionals in the School of Policy and Management, Global Entrepreneurship Center, College of Law, College of Engineering, Latin American and Caribbean Center, and Summit of the Americas Center. Supplementing these University experts are selected, independent consultants with whom we work, either in full partnership or as subcontractors.

What makes us different...

• The breadth and depth of our team, drawn from a pool of experienced consulting faculty and task- and sector-specific experts from outside the university
• The integrity of a ranking public research university, ensuring accountability and a high level of quality
• An optimal locale in an international business city known as the Gateway to the Americas, with easy air access to most other parts of the world, as well
• Cost-competitiveness
• Multilingual and multicultural consulting faculty and associates
• Florida International University’s experience as an institution in performing contract work for public and private sector clients since its founding

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Future Solutions NOW—

• Business management
• Public sector reform
• International trade and finance
• Knowledge management and technology
**Who we are ...**

The International Advisory Services Group (IASG) is the management consulting and training coordination arm of Florida International University’s (FIU) College of Business Administration (CBA). Our mission is to help our clients meet their goals through results-oriented and cost-effective solutions to problems that impede their performance.

Whether designing an e-government procurement system to improve opportunities for small firm suppliers, building capacity among agribusiness exporters to increase product quality and productivity, or training corporate marketing personnel in using information technology to boost sales, we work closely with our clients through every step in the engagement to ensure its success and their satisfaction.

Our guiding principles mirror those of our University: strategic, operational, and service excellence, along with honesty, integrity and truth. These are the values by which we live and serve our clients.

**Our principal capabilities...**

- Trade-capacity building
- Competitiveness
- Export promotion
- Market research, strategy, and customer satisfaction
- Financial services
- E-government
- Operations research
- Economic development
- Export-import
- Public sector reform
- Anti-corruption programs
- Policy and program analysis and evaluation
- Strategic planning
- Knowledge management
- Technology innovation
- E-business
- Small business development

Illustrative of our capabilities is our work with Winrock International. In September 2003 FIU and Winrock International received a cooperative agreement from USAID to implement the Farmer-to-Farmer program in Latin America. The goal of this five-year, $4.2 million project is to increase rural prosperity and promote trade-led economic growth in Nicaragua, Guatemala, Honduras, and El Salvador. The program also aims to enhance the capacity of agricultural producers to benefit from domestic and international trade opportunities.

The IASG offers three- to five-day executive education seminars (with site visits and business appointments) on "How to Export to the United States.” These seminars are delivered in English, Spanish, and Portuguese and customized for selected industry groups.

**Our approach...**

Whether the engagement is consulting or training, our first task is to work with each client to ensure that the assignment is feasible, meaningful, and measurable and that the expected results are sustainable. Our second task is to gain an intimate understanding of each client’s organization and subsequently mobilize the optimal combination of human resources and technologies to ensure project success.

In partnering with our clients, we strive to ensure that they build (and strengthen) their capacity to deliver services/products efficiently and effectively, to improve their competitiveness, to boost quality, and to sustain their achievements. We seek to provide not just better products or services for an organization but an improved process as well.

**Our clients...**

Our clients include private firms, from multinational enterprises to start-up firms; public sector agencies; non-profit organizations; multilateral institutions; and other consulting companies. Although our geographic forte is the U.S., Latin America, and the Caribbean, our capabilities extend to other parts of the globe as well.