

# Global focus, local gain — Alumna's career takes off through EMBA

**A**ccountant Sherry Smith was already a seasoned globetrotter through her work for international companies. “But to really study the countries, cultures and what it takes to do business outside of the United States, I would say my exposure was very limited,” she said.

To learn more about international business, Smith enrolled in The University of Toledo College of Business Administration's Executive Master of Business Administration (EMBA) Program, where some of the first classes she took focused on global competitiveness and commerce abroad.

The 15-month EMBA program culminated with a trip to Scotland, Germany and Poland, whereby students visited companies and government officials. “We had to identify business opportunities in the countries we visited. It pulled in your marketing skills, your business plan, and your financial and cultural knowledge,” Smith said.

But this wasn't a typical field trip. When visiting Beiersdorf AG, makers of NIVEA and Eucerin products, “It was awesome because when they pulled us in, it wasn't just ‘Here's a tour,’” she said. Company officials were trying to remarket a product, and shared detailed information before Smith and her classmates discussed solutions. “It was a really simple exercise, but it was fun and exciting to be involved in something like that — a company looking at your new perspectives to help them,” she explained.

Once she graduated in 1999, Smith was ready to put her honed global perspectives to work in her career. She joined Owens Corning as an audit leader and now is finance process leader for the company, which has operations in 25 countries.



**Smith**

“My philosophy is that you get out of it what you put into it,” she said of her education. “I wasn't there for a grade, I was there to learn, grow and develop. Looking at what I've done since the EMBA Program, it's been awesome.”

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