Career Opportunities Center

COC/GBA Town Hall
February 23, 2015
Agenda

- Base Camp Flashback (brief)
- Student and Employer Engagement
- Stats Update/Comparative Data
- Advice if you are still seeking…
- Q&A
Base Camp Flashback –
re: The COC Mission / still seeking students

• Have you identified a career focus compatible with your interests, values and skills? Have you developed a Plan A and a contingency Plan B (or Plan C)?

• Based on the above, have you developed a personal marketing plan? Are you comfortable answering: “Tell me about yourself? Why do you want to work in Function/Industry X?”

• Have you been fully utilizing on and off-campus interviews, and other career information on threads? Have you met with a COC Counselor to strategize on next steps? Are you reading the COC newsletter each Friday?

• Has the COC been maintaining a proactive line of communication with existing and prospective employers to learn about and promote job opportunities?
Partnership with Students

• Coaching to create a personal marketing plan:
  • Exploration of interests/skills/values to create a focus
  • Identification of employers of interest, creating a target list
  • Crafting a strategy to network with employers and alumni

• Management and execution of recruiting programs:
  • Facilitate on and off-campus recruiting for internships and full-time jobs
  • 110 companies on campus so far in 14-15; average is 120, which we expect to exceed
  • Promote attendance at the relevant national and local Career Fairs

• Act as a strategic advisor and accountability partner during the search
  We do this every year! 😊

• Advise and support Tepper Clubs execute Boot Camps, Case Competitions, Treks and other events
Partnership with Employers

- Offer an on- and off-campus recruiting program, in Pittsburgh, New York City and San Francisco Bay Area

  **Upcoming Events:**
  - Mid March interviews in NYC (Spring Break)
  - Day in the Bay – San Francisco (April 10)

- Communicate regularly with employers and alumni to unearth and promote internships and full-time jobs for our students

- **COC recently sent invitations to 7,000 contacts for March NYC Recruiting, Day in the Bay and OCR/job postings on Pgh campus**

- Target ~250 specific companies to strategically manage relationships. COC Counselor is assigned to manage each one
Q: “So, how is the Class of 2016 doing?”
A: “Very well, so far!”

As of last Friday, February 20:

- 49% of first year MBAs reported an offer
- 49% reported an offer at this same point last year

- 54% of first year MSCFs reported an offer
- 42% reported an offer at this same point last year

Last year was a record setting year for Tepper internship offers – the current class is currently on track to match or exceed….

- How can we tell for sure?

We can’t right now, because your class isn’t entering all of their offers received into the database!
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• Keep in mind, the interviews that produced these offers began before these dates.
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• Partial month as of 2/22/15
COC Recruiting statistics - MSCF Internship Search Reality (Timing of Internship Offers)*

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### Sources of Accepted Intern Offers, MBA Class of 2014

<table>
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<th>Source</th>
<th>Percentage</th>
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<td>Campus recruiting</td>
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<td>Other Tepper Sources (fairs, alumni, etc)</td>
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<td>Tepper Job Postings</td>
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<td>Student Driven</td>
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Recruiting statistics – Sources of MSCF Internship Accepts, 2014

Sources of Accepted Intern Offers, MSCF Class of 2014

- Campus recruiting: 38%
- Other Tepper Sources (fairs, alumni, etc): 30%
- Tepper job postings: 13%
- Student Driven: 19%
Methodology

- Survey fielded via Qualtrics from January 7 – 27, 2015
- 77 programs responded to the survey; 89% were North American programs
- Results compared to survey fielded in January 2014, when 76 schools responded
66% of respondents said they were ranked among the top 50 full-time MBA programs.

Where was your full-time MBA program ranked in any of the most recent national/international rankings? (Business Week, U.S. News, Forbes, Financial Times, The Economist)
64% of respondents experienced increased on-campus recruiting this year compared to the same time last year; 18% experienced a decrease. 43% experienced an increase in our Fall 2013 survey.

Overall, how do full-time, on-campus opportunities compare YTD versus last year?
66% of respondents experienced increased on-campus internship recruiting this year compared to the same time last year. 47% experienced an increase in our Fall 2013 survey.

Overall, how do on-campus opportunities for internships compare YTD versus last year?
Similar to last year, the greatest number of schools saw increases in internship recruiting in the Finance and Technology industries.
Still Seeking an Offer?

- **Actively** work with the **COC Counselor(s) of your choice**

- **Actively** execute a **flawless** search:
  - Regularly monitor Symplicity, MBA Focus, Indeed.com, etc.
  - **KEEP YOUR SYMPPLICITY PROFILE /RESUME BOOKS UPDATED!**
  - **100% error free** resumes, cover letters, and appropriate emails
  - Create/revise your target list (20-30 employers)
  - Practice interview techniques, so you are recruiter-ready
  - Read your COC emails/Friday News **THREADS** newsletter!

- **Actively** network (It’s **critical** in the business environment):
  - Compass, LinkedIn, Carnegie Mellon/ your undergrad alumni databases
  - National Black, NSHMBAA, Forte & Consortium networks, others…
  - Relevant Professional Organizations
  - Family, friends, former colleagues, business associates
  - **Follow basic networking etiquette at all times!**
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Questions