



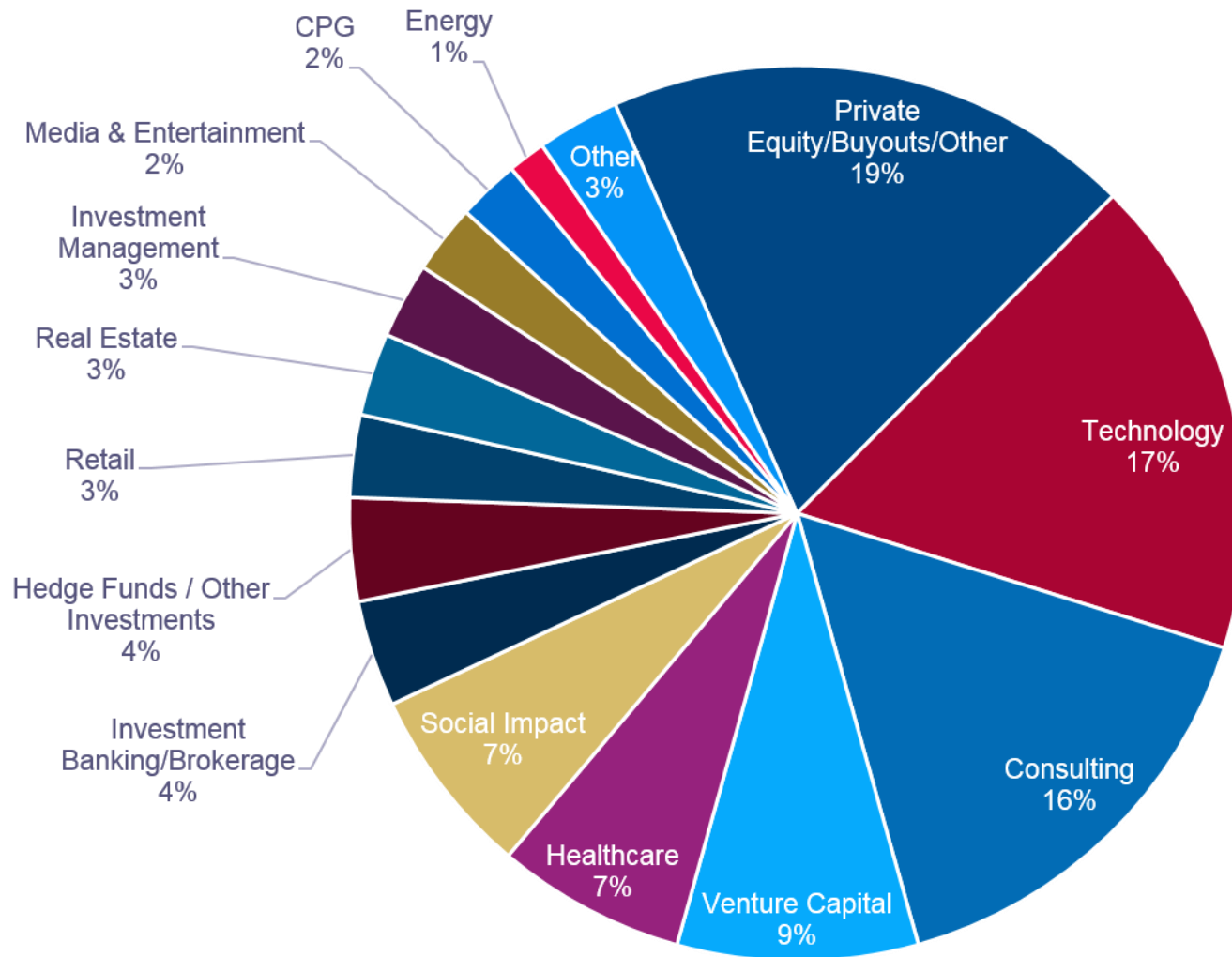
MBA Career Management 101

Pre-Term, August 2018

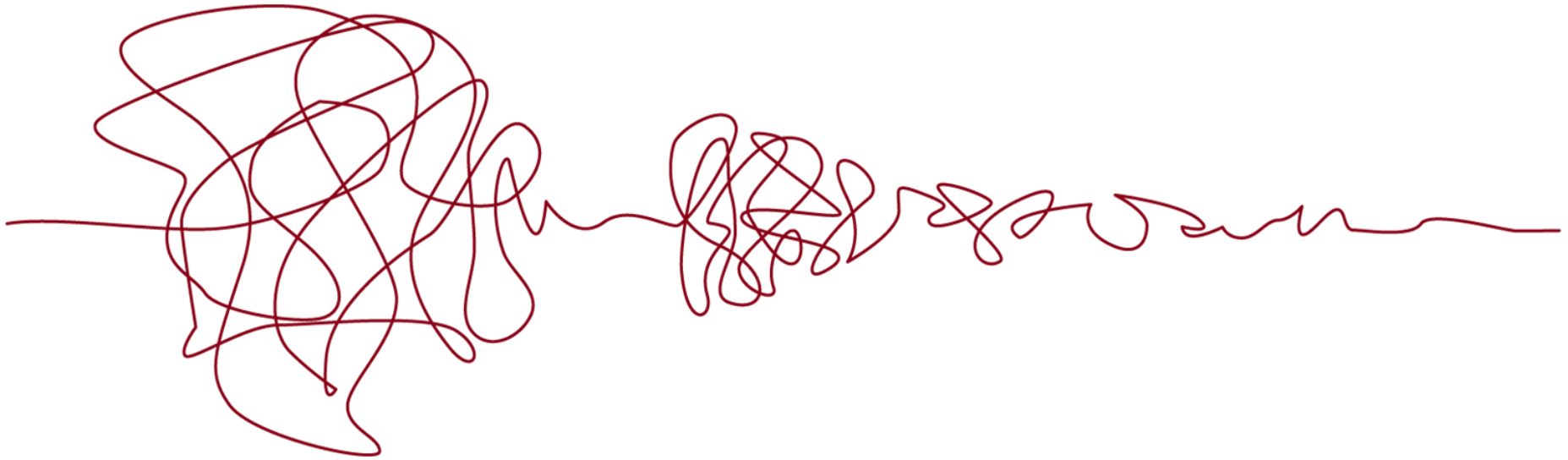
Agenda

- Wharton career resources
- MBA Career Management support
- Job search frameworks
- Year at a glance
- Next steps

Your Industry Preferences



Many Paths to a Job



Your Career Support Network



Your Career Support Network

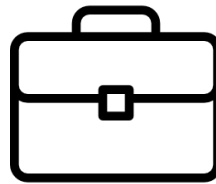


How We Work with You – Creating Your Strategy



ASPIRATIONS

What is your short and long term vision?



PREVIOUS EXPERIENCE

What skills have you developed and how do they relate to your vision?



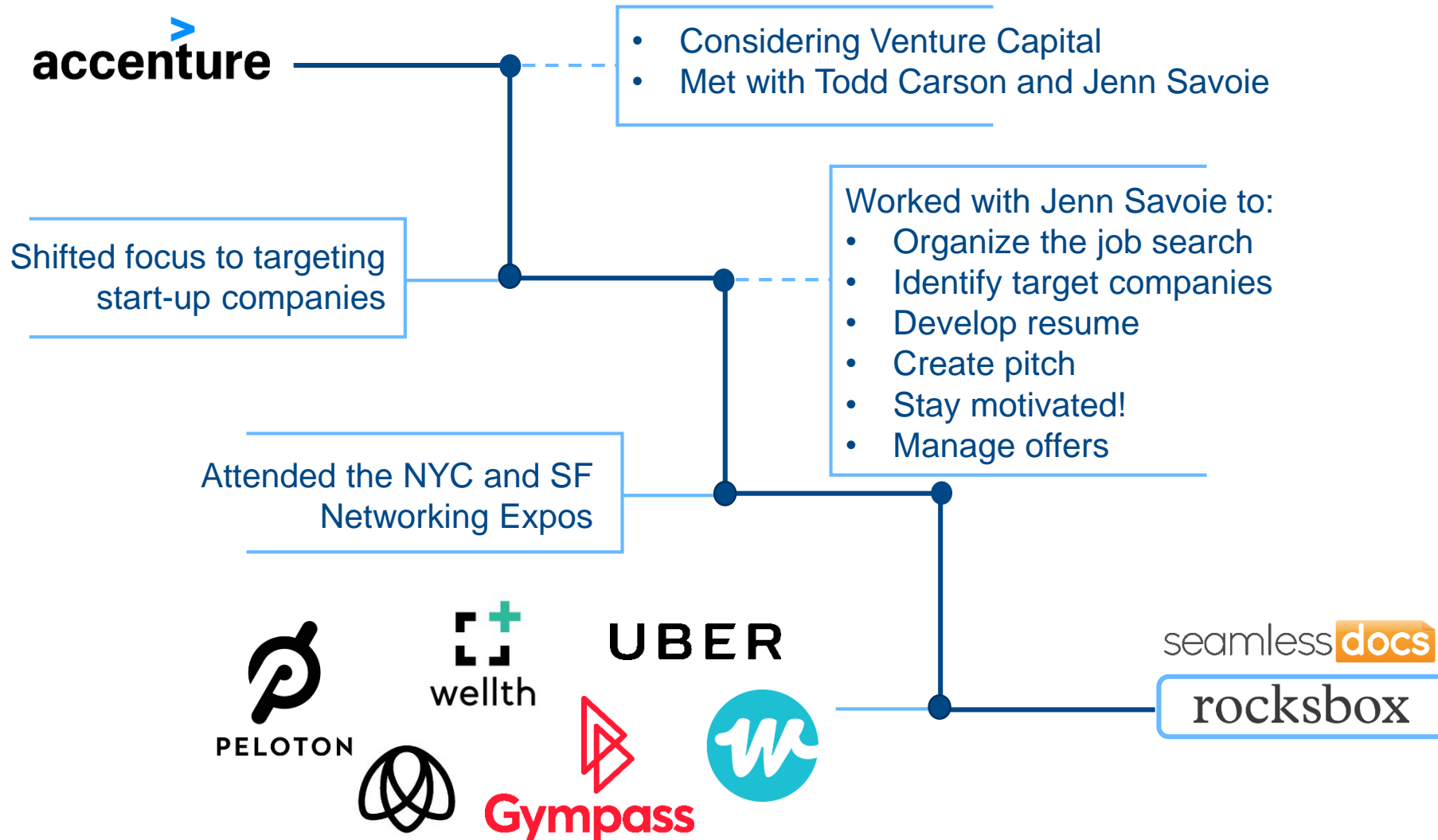
RISK PROFILE

What trade-offs are you willing to make as it relates to reaching your vision?



YOUR STRATEGY

Leveraging MBA Career Mgmt for Your Search



Job Search Competencies

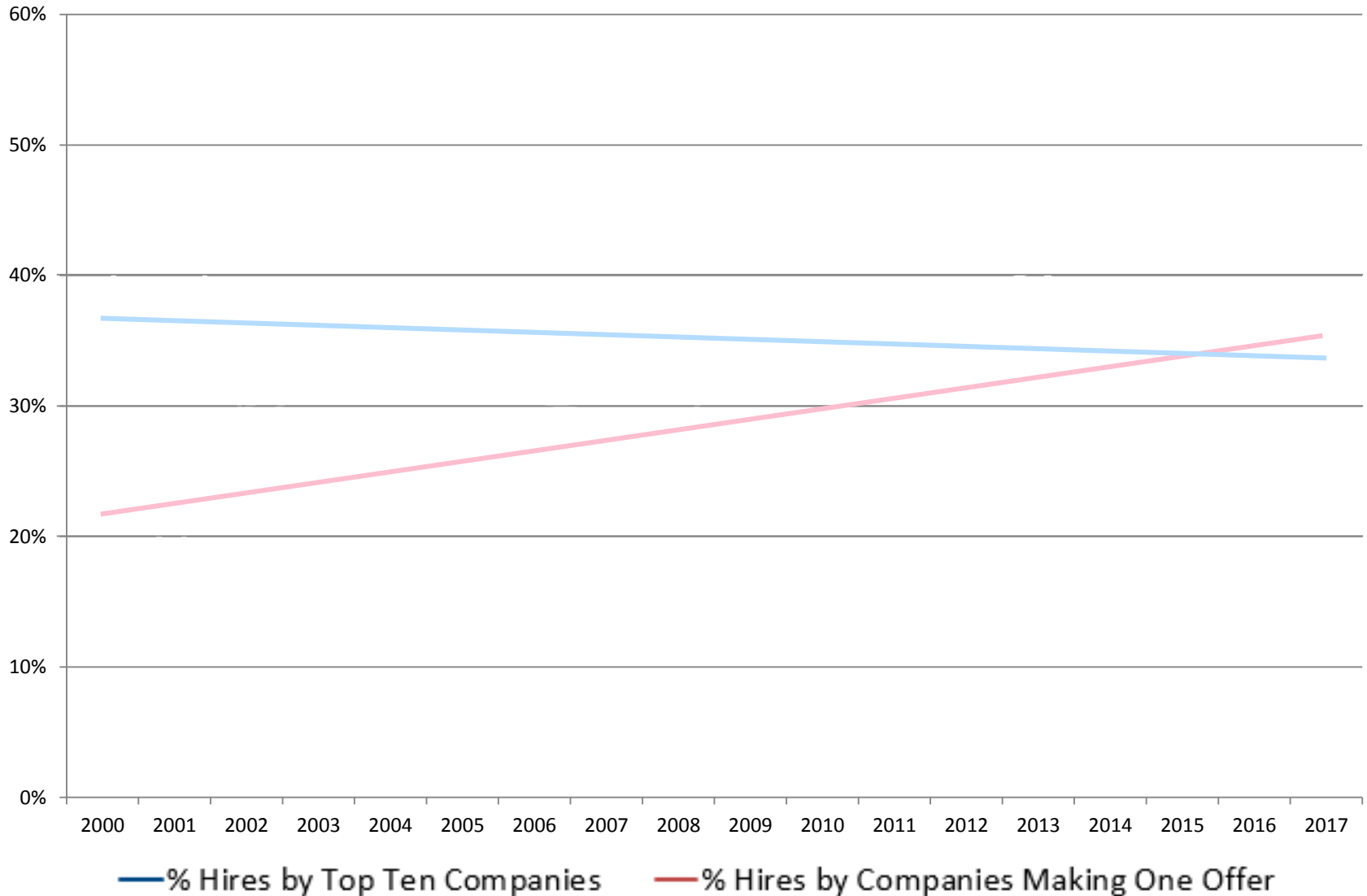




Wharton Employer Landscape



Wharton Employer Landscape



Two Strategies = Two Skillsets

MATURE – Be ready for *when* an opportunity is available.

- Structure and process
- “Formal” Events
- Stand out from the crowd
- On-Campus interviews
- Heavy fall/winter recruiting

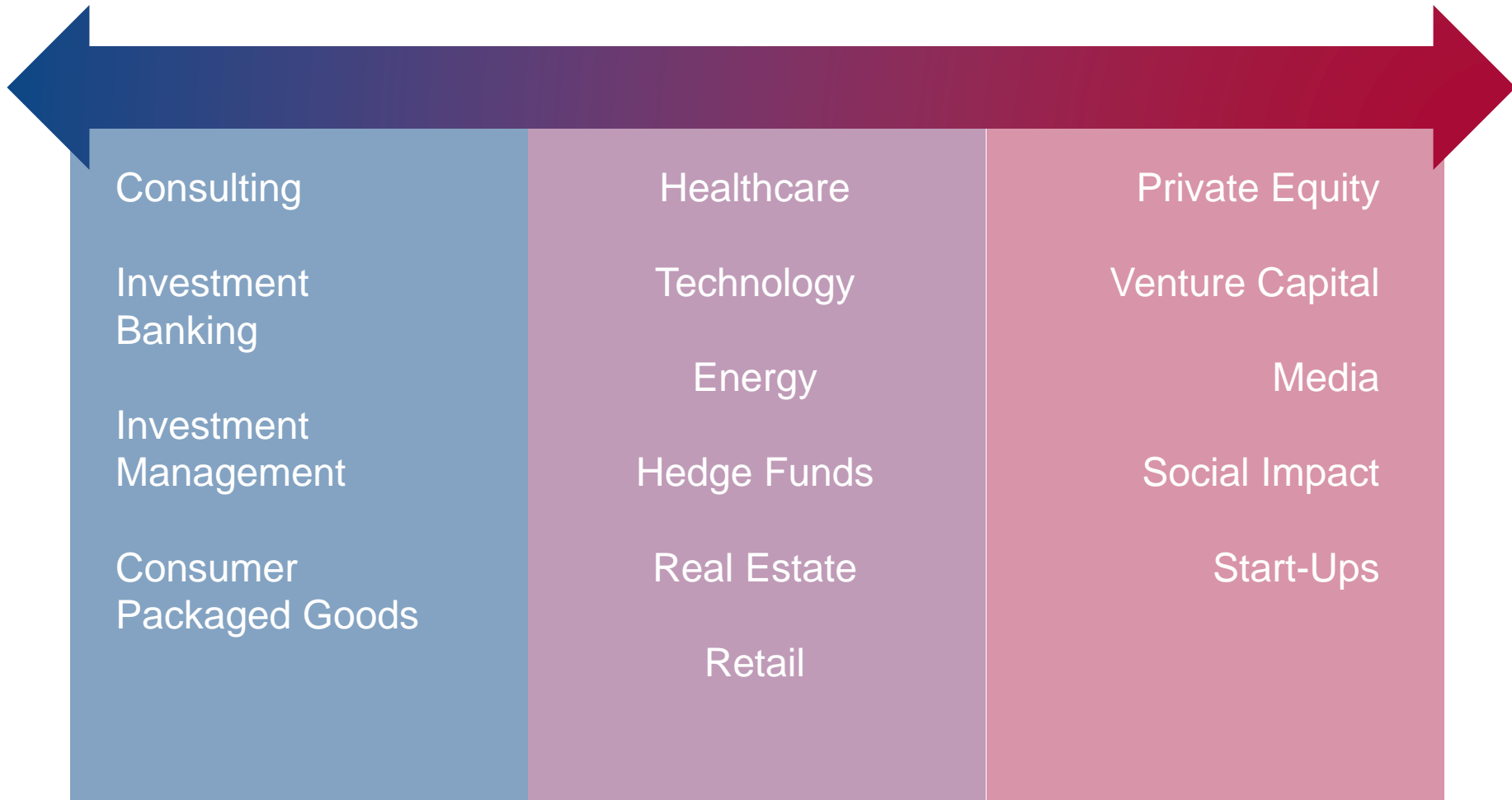
ENTERPRISE – Be ready *if* an opportunity becomes available.

- Unstructured
- Multiple types of events
- Build and leverage your network
- Pitch solutions and make opportunities
- Year-round recruiting

How Industries Recruit

MATURE

ENTERPRISE



How Companies Recruit

Level of
Wharton MBA
Engagement

High

<p>SAMLYN CAPITAL</p> <p>Adage</p> <p>OSP O'BRIEN-STALEY PARTNERS</p> <p>CARLSON </p>	<p>HILLHOUSE</p> <p>T.RowePrice INVEST WITH CONFIDENCE</p> <p> Fidelity INVESTMENTS</p> <p>Viking Global Investors LP</p> <p>Vanguard</p>
<p>CK Capital</p> <p>ClearBridge Investments</p> <p>TIGER Tiger Global Management, LLC</p> <p>WHALE ROCK CAPITAL MANAGEMENT LLC</p>	<p>CITADEL</p> <p>WELLINGTON MANAGEMENT</p> <p>TCW</p> <p>KNIGHTHEAD CAPITAL MANAGEMENT</p> <p>CALIXTO GLOBAL INVESTORS</p>

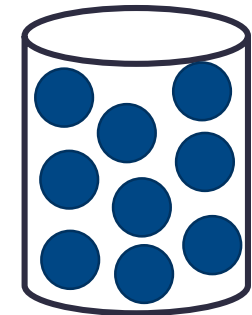
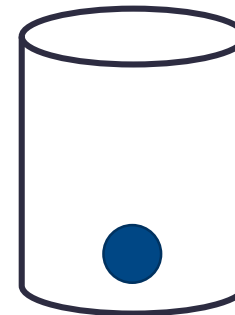
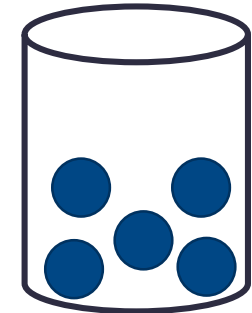
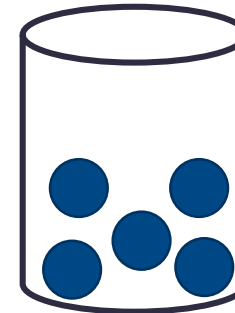
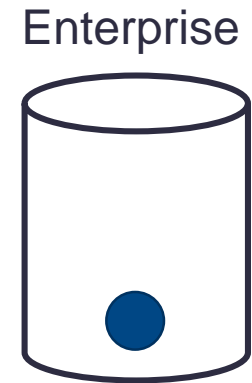
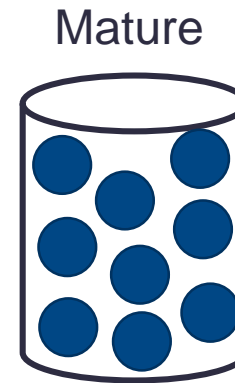
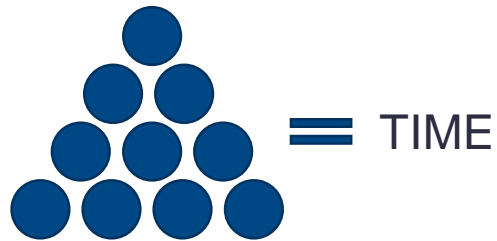
Low

Enterprise

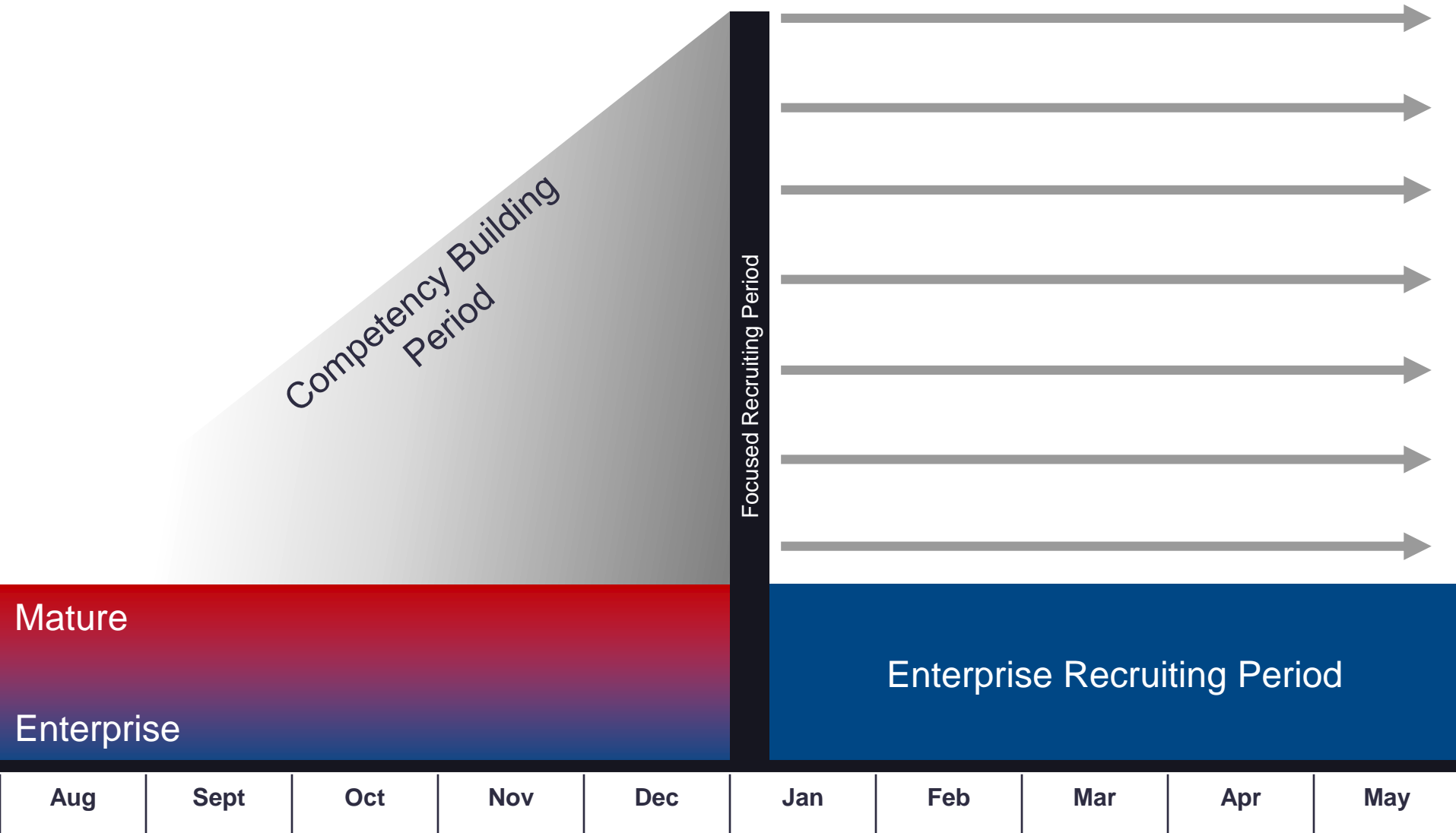
Company Recruiting
Approach

Mature

Allocating Your Time



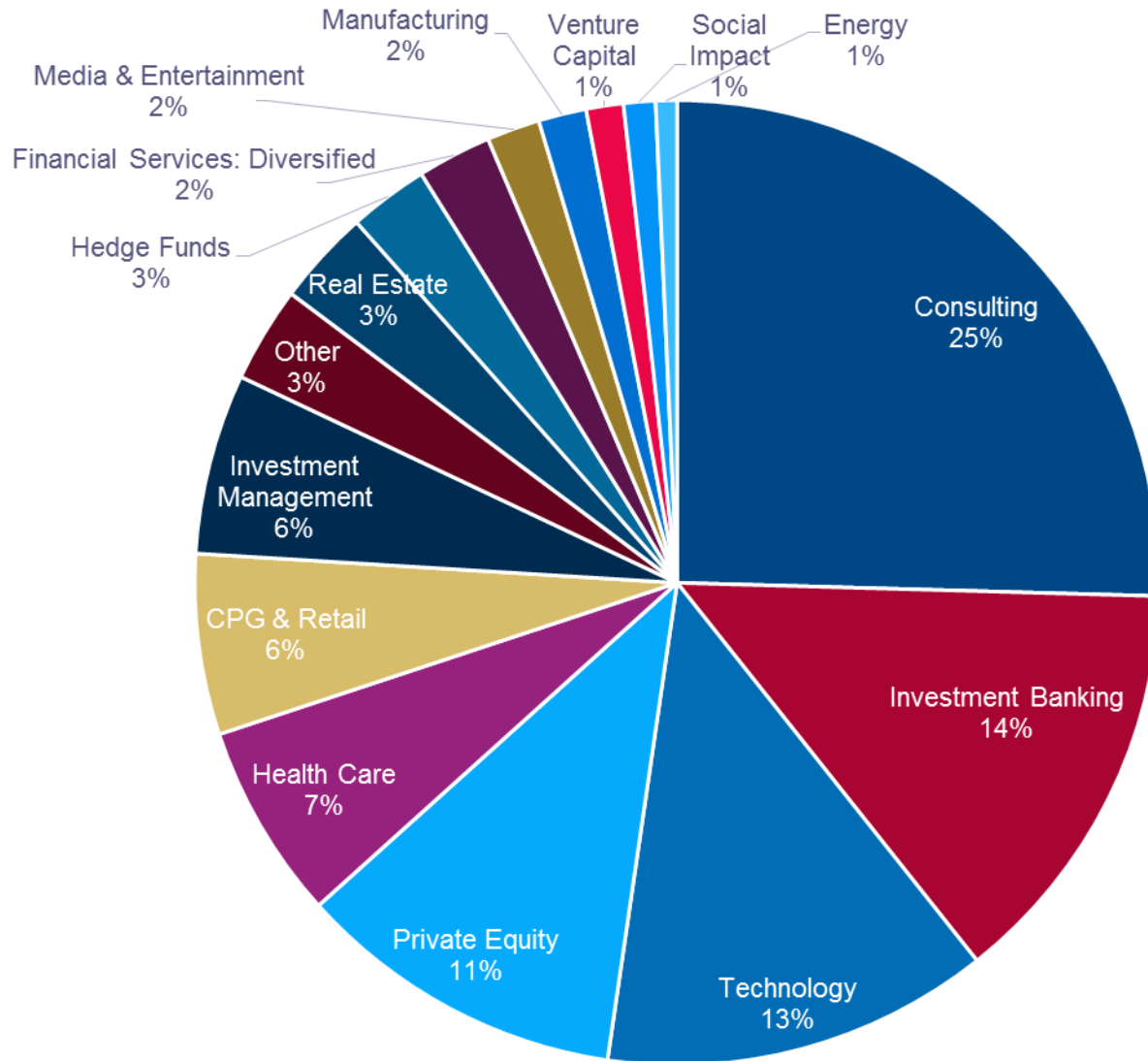
Timeline



Offers Throughout the Spring

           	          	         	        	        	      
<p>JANUARY</p>	<p>FEBRUARY</p>	<p>MARCH</p>	<p>APRIL</p>	<p>MAY</p>	<p>JUNE</p>

Full-Time Employment – Class of 2018



Note: Preliminary data as of 8-6-18
"Other" includes Insurance, Professional Services

Maximizing Your Opportunities



MBA Career Management Advisors

AREAS OF FOCUS	ADVISOR
Private Equity & Venture Capital	Todd Carson
Entrepreneurship/Startups	Jennifer Savoie
Social Impact	
Energy	Manisha Jain
Healthcare/Pharma/Biotech/Digital Health	
Technology	Sam Jones / Sue Sladen
Media & Entertainment	Robyn Ettinger
Consulting	Robyn Ettinger / Elissa Harris
Investment Management/Hedge Funds	Jessica Katz
Investment Banking/Sales & Trading	Sunshine Singer
Consumer Products	Sugirtha Stathis
Retail	
Manufacturing	Colleen France
Diversified Financial Services	
General Management	
Real Estate	

How We Will Communicate with You



Class Emails

- Friday delivery (typical)
- Deadlines, workshops, and resources



Industry Alerts

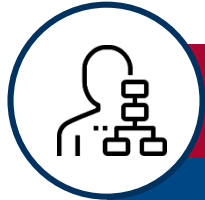
- Sunday delivery
- Based upon industry preference
- Application deadlines, jobs, and recruiting events



Advisor Emails

- Delivery as needed
- Industry-specific advice
- Recommended resources
- Reminders and deadlines

What is next?



CAREER FIT WORKSHOP

- Tomorrow, Thursday August 9 - by Cohort
- Understanding CareerLeader outputs
- Discuss how to leverage your results



ONE-ON-ONE ADVISING

- August 16-17, 20-24
- Meet with an industry advisor of your choice
- Sign-up on MBACM website

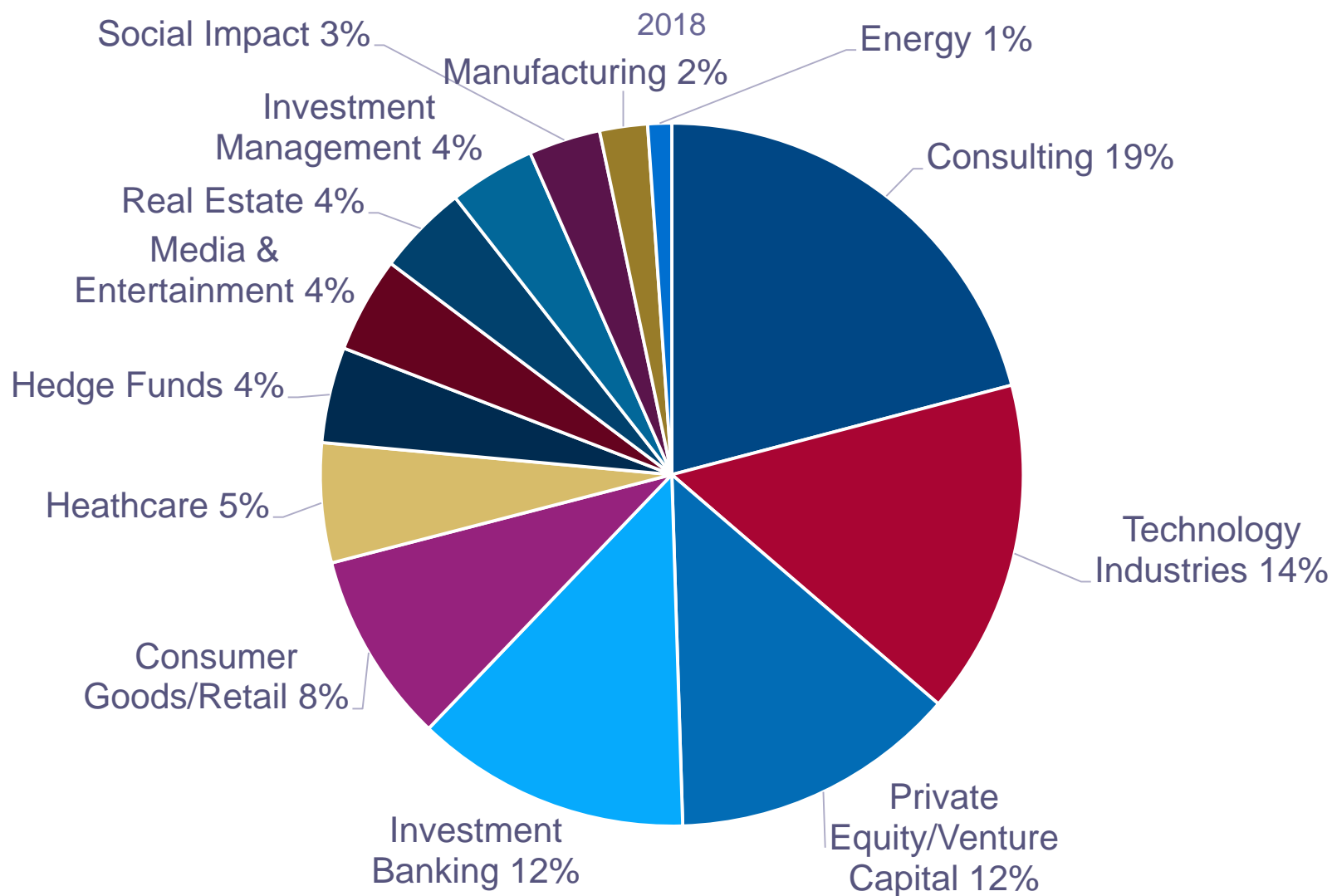
Please complete the survey.
Place in bin at exit.

Collect professional
name badge in Forum.

Thank you!

Appendix

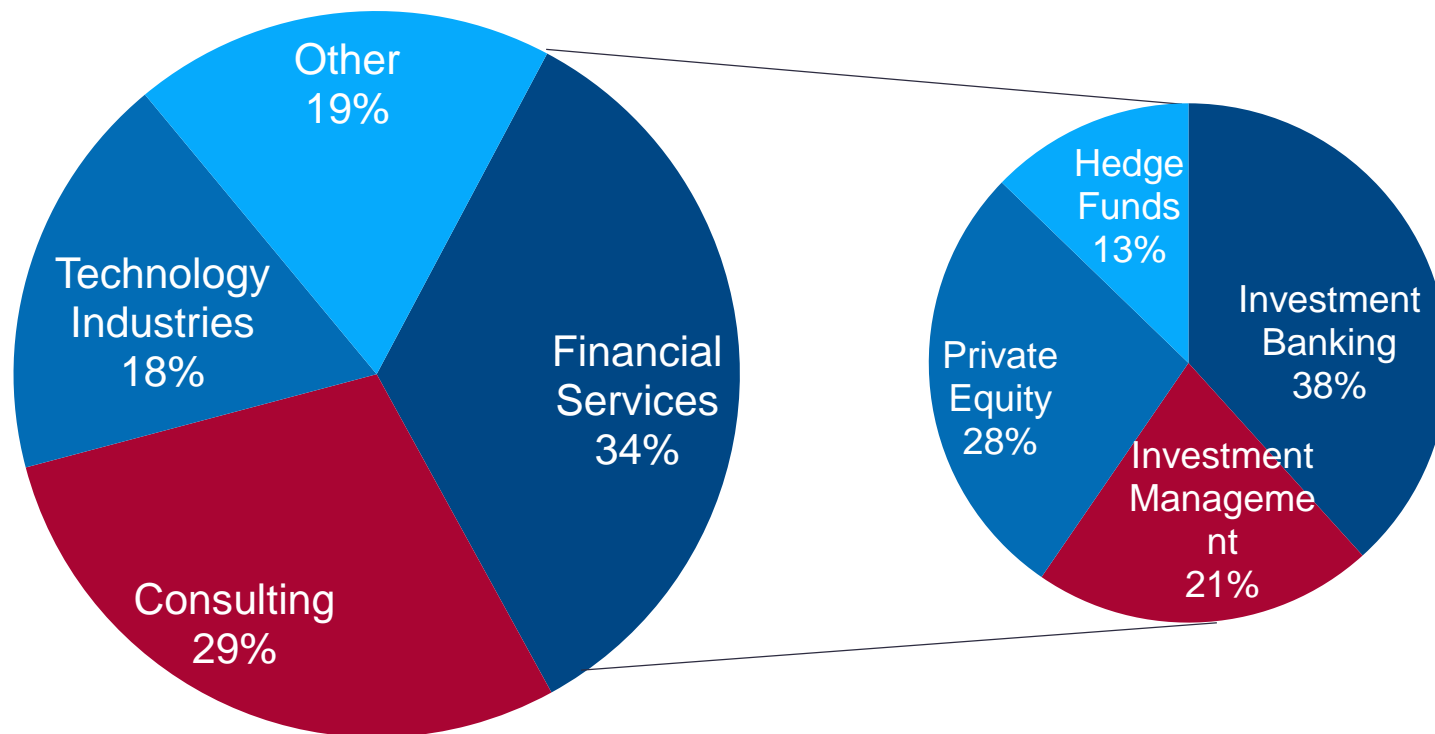
Preliminary Internship Employment Stats



Note: Preliminary data as of 7-11-18

International Students' Full-Time Placement by Industry – All Locations (WG18)

Main Industries

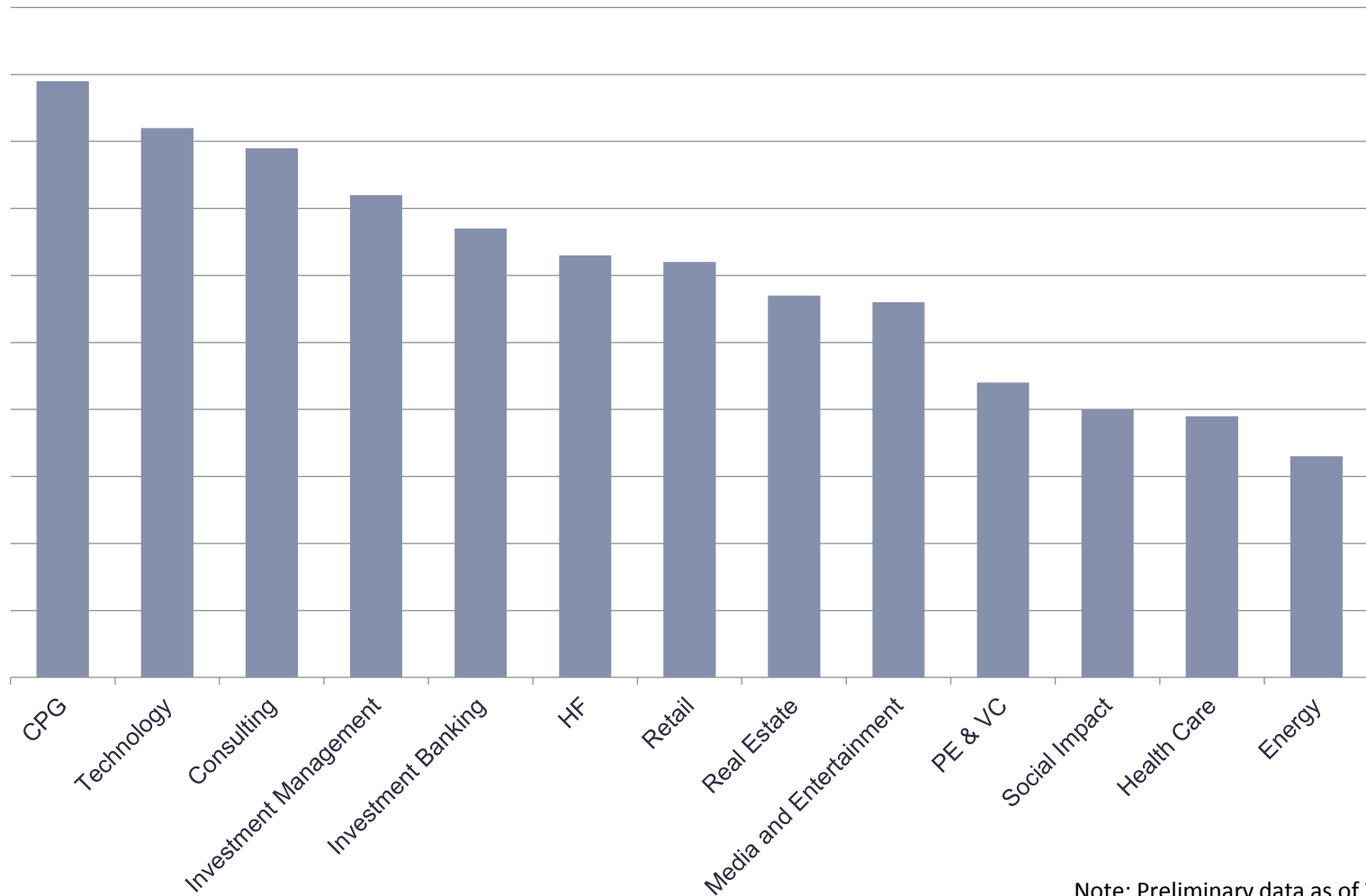


Based on 149 students who reported full-time employment accepted offers.

Note: Preliminary data as of 7-11-18

Career Switching (WG18)

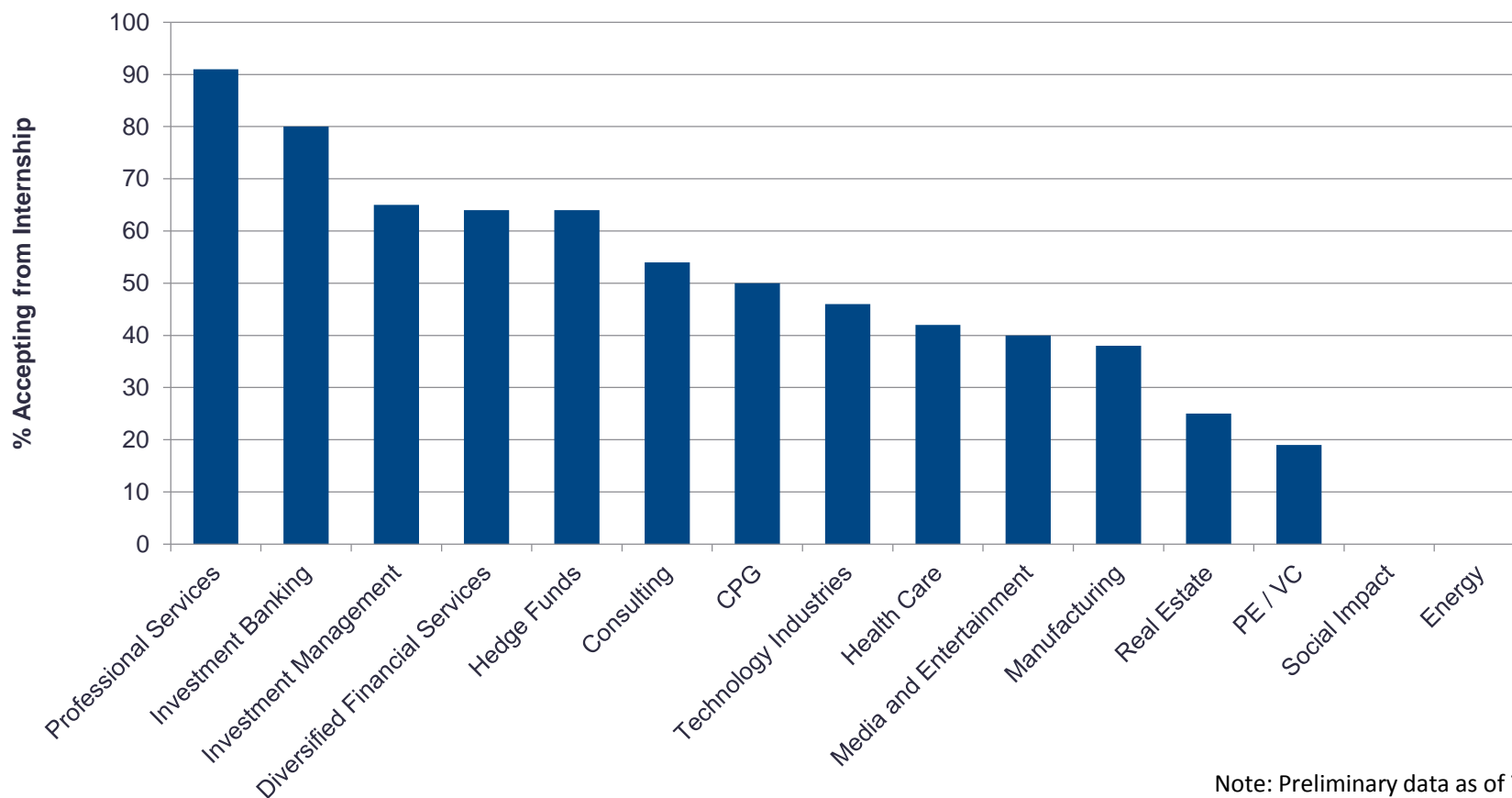
What industries did “career switchers” go into?



Note: Preliminary data as of 7-11-18

Internship/Full-Time Yield (WG18)

51% of students reporting accepted offers report having done their internship at the same company.



Note: Preliminary data as of 7-11-18