Introduction

Welcome back! We know you have all been thinking seriously about your career development while on break. To kick off the New Year, we will be contacting you this week to set up preliminary appointments for placement on the job and internship search teams. Please review the activities and events we have planned for the Spring ‘10 as well as a summary of all the career related functions we performed in the Fall ‘09.

Spring ’10 Agenda

Job Search Teams

What they are:
Job search teams, or job clubs, have a long history in U.S career services and academic research. Several global career-consulting firms utilize this model as part of their career services and outplacement offerings. Numerous studies consistently demonstrate positive outcomes when compared to the results of individual job searches. The model has been adapted to a variety of unique populations, as we do with our MBA’s.

Our job search teams are typically composed of 6 to 8 students who meet once a week for 2 hours. The teams are meant to be both supportive and challenging. Together, you will
collaborate and brainstorm and help one another stick to job search goals, while also providing observations and feedback regarding each member’s attitude, presentation and performance. Because the job search is viewed as a full-time job, the group members use the remainder of the week to conduct job search activities and/or complete assignments from the group. This year we will be organizing teams according to proposed job function (e.g. Supply Chain, Marketing, etc.) This will allow us to schedule discussions, activities and guest speakers that have the greatest chance of benefitting everyone on the team.

All team meetings focus on providing a highly structured process for defining goals, refining job search skills and, later, applying the skills in an effective job search. We will make every attempt to enhance these meetings by offering some outside perspectives from our corporate friends.

**Common Job Search Team Topics:**

**Networking**
- Alumni Databases;
- Email construction;
- Phone calls;
- Meetings;
- Social Gatherings (small talk)

**Interviewing**
- Basic interviewing skills
- Behavior-based interviews
- Case interviews
- Offer negotiations
On-Campus Recruiting & Networking Activities (Spring 2010)

Internship:

- Air Products & Chemicals
- Apple
- Dell
- DuPont
- IBM
- JPMorgan Chase
- Liberty Mutual
- Mars Snackfood
- Novartis
- Pfizer
- Sears Holdings

Collaborative Efforts with MBAA & MBA Student Associations

Brand Management Boot Camp Presentation with David Goldblatt, Erin Varano, Carl Asher, Newell Rubbermaid (MBA Marketing Assoc.)

Career Services Activity Report (Fall 2009)

A. Individual Career Coaching Sessions:
   - Over 450 individual career coaching/advising sessions were conducted for 1st and 2nd year students (includes meetings with Paul C., Dulin, Paul P. and Carol)
   - 75 individual sessions were conducted with the 2nd year students to provide 360 degree feedback

B. Workshops/Seminars Provided:

2009 Fall Orientation

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<tr>
<th>Career Services Overview</th>
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<tr>
<td>Overview of PCS Process</td>
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<td>Conducting Market Research</td>
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<td>Fundamentals of MBA resume Writing</td>
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<td>Preparing For Career Fairs</td>
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Networking Skills Workshop

Cover Letter Writing Workshop

Resume Clinics: 3 Total

Case Interview Workshop with McKinsey: 2 Total

2009 Fall Career Immersion:

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<tr>
<th>Motivational Talk: Career Development Insights</th>
<th>Advanced Resume: Bullet Development</th>
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<td>Letter Writing: Information Interviews</td>
<td>Relational Networking</td>
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<td>Corporate Culture: Understanding Fit</td>
<td>Utilization of PSU Alumni In Networking Plan</td>
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<td>Alumni Connections: Success Stories</td>
<td>Strategic Use of Executive Search Firms</td>
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<td>Job Search Ethics</td>
<td>Interpersonal Effectiveness with Coworkers</td>
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<td>Professional Protocol/Business Etiquette</td>
<td>Interviewing Skills Seminar</td>
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<td>Etiquette Lunch</td>
<td>Professional Image and Dress</td>
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C. On-Campus Recruiting & Networking Activities (Fall 2009):

Executive Insights

1. Barry Salzberg – CEO of Deloitte LLP
2. John Surma – CEO of U.S. Steel Corp.
On-Campus Events for Permanent Jobs:

- Air Products & Chemicals
- Apple
- Bayer
- Booz Allen Hamilton
- Deloitte Services LP
- DuPont
- Ernst & Young LLP
- ExxonMobil Corp.
- IBM
- Johnson & Johnson
- JPMorgan Chase
- LG Electronics
- Liberty Mutual
- M&T Bank
- marketRx
- PNC
- PricewaterhouseCoopers
- Raytheon
- Reckitt Benckiser
- Robert Bosch LLC
- Tyco Electronics
- Unisys

On-Campus Events for Summer Internships:

- Altria
- Booz Allen Hamilton
- Dell
- ExxonMobil Corporation
- Giant Eagle
- Johnson & Johnson
- LG Electronics
- PNC
- Raytheon
- Tyco International

D. Off-Campus Recruiting & Networking Activities

<table>
<thead>
<tr>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>National Black MBA Annual career fair</td>
<td>New Orleans</td>
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<td>National Hispanic MBA Annual Career Fair</td>
<td>Minneapolis</td>
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<td>Smeal Wall Street Initiative</td>
<td>New York</td>
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### E. Collaborative Efforts with MBAA & MBA Student Associations

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<tr>
<th>Career Event</th>
<th>Sponsorship/Partnership</th>
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<tbody>
<tr>
<td>Careers in Finance Presentation with William Bailey, VP of Finance at IBM (MBA Finance Assoc.)</td>
<td>Exxon Mobil sponsorship of Bowling Event (MBA Finance Association)</td>
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<td>2nd year Mock Interviews (MBAA)</td>
<td>Johnson &amp; Johnson Sponsorship of E. Illinois Tailgate (MBAA)</td>
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<td>Career Explo (MBAA)</td>
<td>PNC Sponsorship of Golf Outing (MBA Finance Association)</td>
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<tr>
<td>Interaction with Jim Stengel, Former CMO of P&amp;G (MBA Marketing Assoc.)</td>
<td>PNC Sponsorship of Syracuse Tailgate (MBAA)</td>
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<td>Interaction with Lee Constantino, CFO of iTKO (PSEN &amp; MBA Finance Assoc.)</td>
<td>PPG Sponsorship of Wine Tasting Event (MBA Marketing Assoc.)</td>
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<td>Interaction with Joseph Cozza, Managing Director at JP Morgan Private Bank (MBA Finance Assoc. &amp; Nittany Lion Fund)</td>
<td>Dell Sponsorship of Iowa Tailgate (MBAA)</td>
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<td>Exxon Mobil sponsorship of Bowling Event (MBA Finance Association)</td>
<td>WESCO Distribution Sponsorship of Ohio State Tailgate (MBAA)</td>
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