GRADUATE CAREER MANAGEMENT CENTER

2018 MBA Orientation Welcome
GCMC Team

Corporate Relations & Employer Development
- Mike Ryan, Director, CRED
  - Rosalyn Hundley, Assoc Director, CRED

Career Advising & Education
- Patrice Lincoln, Director, CA&E
  - Dennis Amrine, Associate Director, CA&E
  - TBD, Associate Director, CAE

Operational Effectiveness
- Colleen Lynch, Ass’t Dir Recruiting and Operations
- Pierce Brown, Data Coordinator

Executive Partners
- Ed Shugrue, CRED Liaison
- Joe Mays, CA&E Liaison

Graduate Career Management Center

Career Advising & Education
<table>
<thead>
<tr>
<th><strong>GCMC Services &amp; Support</strong></th>
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<tr>
<td><strong>Advising</strong></td>
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<tr>
<td>• One-on-one &amp; group</td>
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<tr>
<td>• Career assessments</td>
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<tr>
<td>• Industry Research</td>
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<tr>
<td>• Resume &amp; cover letter critiques</td>
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<td>• Business correspondence critiques</td>
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<td>• Mock interviews (in-person, Skype)</td>
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<td>• Offer reviews &amp; negotiations</td>
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<td><strong>Professional Development</strong></td>
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<td>• Job search strategy workshops</td>
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<td>• Networking skills</td>
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<td>• Resume &amp; cover letter workshops</td>
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<tr>
<td>• How to ace the interview</td>
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<td>• Utilizing social media &amp; personal branding</td>
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<td>• Case interview prep</td>
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<tr>
<td><strong>Employer Relations</strong></td>
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<tr>
<td>• Washington Area Alumni Business Alliance (WAABA)</td>
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<td>• Corporate Connect information sessions</td>
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<td>• On-campus interviews</td>
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<td>• Employer networking events</td>
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<td>• Career Fairs</td>
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<td>• Resume books</td>
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<td>• Panels &amp; symposiums</td>
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<td><strong>Tools &amp; Resources</strong></td>
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<tr>
<td>• MASONlink</td>
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<td>• Career Strategy Guide</td>
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<td>• VMock</td>
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<td>• InterviewStream</td>
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<td>• Vault Premium</td>
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<td>• McLeod Library Databases</td>
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<td><strong>Communication</strong></td>
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<tr>
<td>• In-person</td>
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<td>• Social Media (Facebook, Twitter, LinkedIn)</td>
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<td>• Weekly Newsletter</td>
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<td>• Targeted emails</td>
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<td>• Class announcements</td>
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<tr>
<td><strong>Community</strong></td>
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<tr>
<td>• Alumni Career Champions</td>
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<td>• Faculty</td>
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<td>• Executive Partners</td>
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<tr>
<td>• Staff</td>
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<td>• Fellow students</td>
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August 28: Resume & Cover Letter Workshop 11-12:20pm
September 4: Interview Prep Workshop 11-12:20pm
September 5: Mock Interviews with EPs at GCMC 9-12, 1-4
September 5: Case Interview Prep with Janeen Shaffer 5:15pm-6:45pm
September 7: 1:1 Meeting with GCMC advisor due – book on ML
September 10: Case Interview Workshop with Marc Cosentino 2-5:00pm
September 10: Career Lab starts, every Monday from 12-2 in the Grad Hall
September 11: Conference & Career Fair Prep Workshop 11-12:20pm
September 13: Final resume uploaded to MASONlink
September 14: Meet The Firms Fri (MTFF) Consulting and Finance 11:00-2:00pm
September 20: Deloitte Case Prep/Interview Workshops 12:30-2; 3:30-5
September 21: W&M Fall Career & Internship Fair 11:30-3:00pm
September 26-28: National Black MBA Conference & Career Expo
October 5: DoG to Wall Street (networking event for finance students)
October 9: Networking Prep Workshop 11-12:20pm
• Search for internships and full-time opportunities
• Read each job for instructions
• OPT-IN books
• Post your resume for employers to find
• Fill out your profile
• RSVP for on-campus recruiting events and employer information sessions
• View available job search tools and strategy guides
GCMC Tools

MASONlink: RSVP GCMC workshops, advisor appointments, and tool access

Vmock: Resume review tool

Interview Stream: Video interview training tool

MBA-Exchange: Job search

Lynda.com: Video training

Relish Careers: Job search
Coffee & Careers

• Once a month, 7:30am-10:30am in the GCMC suite

Career Labs

• Every Monday, 12:00pm-2:00pm, Graduate gathering area
Speed Intern Networking Session
Mason’s Corporate Relations Team: Striving to Open Doors for your Success!

Partnership = “Collaborative relationship between entities to work toward shared objectives through a mutually agreed division of labor”

Not Always About Hiring: Long-term “Win/Win” Strategy with W&M Alumni & Corporate Partners
Where Will You Make an Impact?

Booz | Allen | Hamilton

CapitalOne

accenture

CBRE

amazon

Smithfield

J.P. Morgan

EY

Continental

American Airlines

Bank of America

FERGUSON
Fall Recruiting Highlights

FEATURED CAMPUS RECRUITING EVENTS & PARTNER WEBINARS:

- Aug 21 & 28-30: Amazon Virtual Sessions (recorded)
- Aug 31: Relish Graduate Recruiting Webinar for International Students (H1B VISA Process)
- Sept 6: Walmart (Relish Webinar)
- Sept 7: Deloitte Information Session
- **Sep 14: Meet the Firms**
  - Sept 20: CBRE Information Session
  - Sept 20: M&T Bank (Relish Webinar)
- **Sep 21: W&M Career Fair (Sadler Center)**
- Sept 24: IBM Information Session
- Sept 26: Kraft Heinz (Relish Webinar)
- Oct 4: Bristol Myers Squibb Networking Reception
- Oct 5: Elephant Auto Information Session
- Oct 9: JP Morgan Chase Networking Reception
- Oct 11: EDF Information Session
- **Nov 2: W&M Tech Day**
- **Nov 16: Graduate Career Symposium**

Upcoming: Under Armour, Samsung, Discover, TravelZoo, Unilever & More!

2018 NATIONAL RECRUITING CONFERENCES & EVENTS:

- Sept 14-15: Prospanica MBA Conference – Milwaukee, WI
- **Sept 25-28:**
  - National Black MBA Conference- Detroit, MI
  - Sept 26-28: Grace Hopper- Houston, TX
- Oct 4-6: Reaching Out LGBTQ MBA Conference- Minneapolis, MN
- Oct 11-13: MBA Veteran’s Conference- Chicago, IL
Meet the Firms
Friday, September 14
11:00 AM – 2:00 PM
Miller Hall
• 50+ Alumni
• 35+ Employers

TechDay
Friday, November 2
9:00 AM – 5:00 PM
Miller Hall
• 4 Thought Leadership Panels
• 30+ Companies Represented

Graduate Career Symposium
Friday, November 16
12:30 PM – 5:30 PM
Miller Hall
• Career Exploration Panels
• Speed Networking with 20+ Alums
Holistic Approach to Corporate Engagement

4 Pillars
1. Recruit Talent
2. Inspire Students
3. Find Solutions
4. Develop Leaders

Recruit Talent
- Student Recruitment
- Internships & FT Jobs

Inspire Students
- Alumni Champions & W&M Foundation Boards
- Speaking Engagements/Mentoring Programs

Find Solutions
- Grad & UG Programs: PoDs/CAMs/Field Consultancies & Capstones
- W&M Corporate & Foundation Relations - Faculty Sponsored Research & Grants

Develop Leaders
- Mason School CCE, EMBA Flex/Online
- Other Cross-Campus relationships (Athletic Sponsorships)
## Corporate Relations Team Structure

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<tr>
<th>Program Liaison</th>
<th>Regional Development Focus</th>
<th>Industry Expertise</th>
<th>Key Relationships</th>
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<tbody>
<tr>
<td><strong>Rosalyn Hundley</strong></td>
<td><strong>MAcc</strong> (Summer Bootcamp &amp; Graduate Career Symposium Lead)</td>
<td>RVA &amp; Hampton Roads</td>
<td>Accounting, Banking, Finance, Manufacturing &amp; Healthcare</td>
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<tr>
<td><strong>Amy Moyer</strong></td>
<td><strong>MSBA</strong> (WAABA &amp; TechDay Lead)</td>
<td>Washington, DC &amp; Baltimore</td>
<td>Analytics, Technology, Non-Profit/Public Sector</td>
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**Colleen Lynch**
- Recruiting Ops Excellence/Corporate Relations Team Metrics Tracking
- Employer Experience Leader
- Local Accounts
Measuring Team Success through Metrics

- # of Alumni & Employer Connections
- New Breakthrough Employer Connections
- New Alumni Champions
- Corporate Sponsors
- Classroom Speakers/Capstones
- Corporate Connects/Executive in Residences
- Hot Jobs
- Resume Books
- On Campus Recruiting (OCRs)
Leverage Your Network and Resources Available to You

W&M Mason GCMC Partners

Your University Alumni Champions

National Career Fairs

Your Road to Full-Time Employment

Internships/Temp Positions

Networking/LinkedIn/Associations

Job Boards, Career Sites, Company ATS

Personal Network/Referrals

Develop Your Strategy – Mason’s Corporate Relations team is your Champion!
The Ball Drop: Celebrating Your Success!
Welcome!

Jim Hagy, MBA Alumnus
Partner, Lawton Harper & Partners
LH&P
“Case Analysis Workshop”
Welcome!

Donna McDermott
MBA Alumna & Marketing Principal Strategy, Innovation and Product Development

FedEx
Corporate Recruiter Panel: “How to Stand Out in Today’s Job Market”

Kyle Allison, Google
https://www.linkedin.com/in/kyle-allison-11705443/

Carrie Chi, Tidewater Physicians Multispecialty Group

Corky Ford, Impact Makers
https://www.linkedin.com/in/corkyford/

Matt Rum, Square
https://www.linkedin.com/in/matt-rum-6290a732/

Thank you for joining us today!
Speed Intern Networking Session

- PayPal
- UTC Aerospace Systems
- Deloitte
- Gartner
- Federal Express
- Stryker Neurovascular
-Live Nation
- IBM
-Nationwide
-Freddie Mac
-Riverside
-United Nations
-CGI Federal
OWN IT!

Welcome

MBA Class of 2020!