

Career Management Center (CMC)

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Welcome

The staff of the MBA Career Management Center (CMC) at the Cox School of Business congratulates you on your admission to the Cox MBA Program.

The decision to seek an MBA is a career driven decision. We have established the Cox MBA Career Development Program (CDP) to help each student in the Cox MBA Program determine and attain the ideal career path for his/her specific skill set, interests, personality, and value system.

We look forward to working with you to help you attain your ideal career path.

Pre-Orientation Requirements

Starting in June, each incoming student will receive a packet of information in the mail regarding requirements to be completed for the CMC before the start of orientation. These requirements include several online self-assessments as well as a sample resume and cover letter. The packet you will receive will have all pertinent information regarding these activities. If you have further questions about these assignments once you receive the packet, please contact the CMC directly at careers@cox.smu.edu.

Cox MBA Career Development Program (CDP)

The MBA Career Management Center (CMC) staff has created this CDP as an overview of the stages necessary to achieve your career goals. It is especially important to start working your personal CDP as soon as you enter the Cox MBA program. Each event and resource that the CMC provides for you is created with this plan in mind. While the actual timing of each stage within the CDP will vary from student to student, this outlines the CDP timeline.

1. ASSESS - Self Assessment

- Determine your personal definition of success by documenting, evaluating, and understanding your personality, interests, values, skills, and life-style preferences.

2. EXPLORE - Career Exploration

- Determine career path options that are of interest based upon the personal preferences and characteristics outlined in Stage 1.

3. FOCUS - Career Focus

- Determine a manageable number of career paths to pursue based on your self assessment and career exploration results as you prepare for your internship search.

4. PREPARE - Job Search Strategy and Preparation

- Formulate a job search plan and process management system. Hone skills needed for the job search process.

5. EXECUTE - Job Search Launch and Execution

- Begin achieving your new career goals via placement in a challenging, MBA level position.

Career Development Program: Resources

- **Career Management Class (CM 6101):** In your first and second year, you will cover a full range of career management topics such as job search strategies, effective resume and cover letter writing, interviewing skills, researching companies and industries, salary negotiations and others.
- **CareerLeader™ Self-Assessment:** Developed at the Harvard Business School, this assessment is designed for people, like you, who are interested in a career in business. This tool is used by over 100 of the top MBA programs in the United States and Europe and provides you with a robust assessment of your unique pattern of business interests, values and abilities. You can map your results to over 27 unique business careers, comparing your profile with those of happy and satisfied professionals in each respective field.
- **Myers Briggs Type Indicator (MBTI):** The most widely used personality assessment in organizations today. It is a framework that gives you insight into your personality, specifically your preferences for: how you get your energy, how you process information, how you make decisions, and how much structure and order you want in your life.
- **Career Counseling:** Advisors are available to meet with you individually to discuss your career objectives, job search strategies, and tools available to you in order to enhance your career potential.
- **Resume Critiques:** Based upon the information that you receive at the Resume Development Workshop, you will be required to write a resume that effectively communicates your skills and experiences. Writing your resume is a critical element of your job search and you will find that it is a process of continuous refinement and improvement. You will have the opportunity to meet individually with a counselor to review your resume format and content while you are an MBA student.
- **Resume Books:** Resume books are bound compilations of the resumes from each MBA class and used to market the quality of the MBA students at the Cox School. Hard copy books as well as electronic access are distributed and available to companies that currently recruit on-campus, companies that participate in on-campus recruiting events, companies that are being invited to recruit at the Cox School, and those companies that simply request a copy.
- **Cox Associate Board Mentoring Program:** The Cox Associate Board Mentoring Program is one of the valuable resources we offer to facilitate your professional development. Founded in 1970, the Associate Board currently comprises more than 200 business leaders representing every major industry and many of the most prominent companies in the Dallas/Fort Worth metroplex. Executives serving on our Associate Board provide you with the business contacts, career advice, and industry insight that only experienced professionals can offer.

Career Development Program: Events

- **MBA Career Fair:** This event brings together first and second year MBA candidates and recruiting firms for full-time and internship opportunities.
- **MBA Career Panel Discussions:** Industry panels cover a broad range of business functional areas to help MBA students learn in depth about a career interest.
- **Business Etiquette Luncheon and Dress for Success:** Students are taught social skills necessary for lunch interviews, business meetings, along with information on how students should dress according to current professional standards and more!
- **Internship Panel Discussions:** Second year MBA students assemble a panel to advise first year MBA students regarding seeking internships, what to expect, how to get the most value, and the internship experience.
- **Company Mock Interviews:** Several of our strongest company relationships and Cox MBA Alumni volunteer their time and interviewing expertise each year to evaluate the thoroughness of Cox MBAs' interview preparation and interviewing skills.
- **National MBA Career Fairs and Consortium Events:** Cox is a participating member of the National Society of Hispanic MBAs (NSHMBA), the National Black MBA Association (NBMBA), and the Reaching Out LGBT Organization. These organizations provide additional employment opportunities for first and second year MBA students through annual recruiting events held in various locations across the country. A virtual eFair is also held every fall through the Southwest MBA Consortium.
- **Company Information Sessions:** Many companies interviewing on campus conduct general information sessions prior to on-campus interviews. These are typically held in the early evenings and can provide you with valuable information about companies' cultures and values.
- **On-Campus Recruiting:** The CMC coordinates a full range of recruiting activities for both summer internships and full-time positions throughout the entire academic year. On-campus recruiting offers a convenient means for companies to select and interview students on-site at the Cox School. Companies will provide job opportunities that will be posted on the CMC's recruiting software system. Students interested in specific jobs will submit their resume for consideration. The companies will then pre-select students who they want to interview, and schedule interviews using the interview suite located adjacent to the CMC.

Cox MBA Hiring Companies

Each year, Cox MBA students are hired for summer internships and post-MBA employment opportunities with a wide variety of companies across the country and around the world. Students find these opportunities through a combination of on-campus recruiting and self-directed search activities. A sampling of those companies is found below; please visit the Career Management Center website for a more comprehensive listing.

3M	Intel Corporation
7-Eleven	INVESCO
Adidas America	J.C. Penney
Air Liquide	Johnson & Johnson
Alcon Laboratories	JPMorgan Chase
American Airlines	Kimberly-Clark
Ancor Holdings	KPMG
AT&T	Lehman Brothers
A.T. Kearney	L'Oreal USA
Bank of America	Mercer Management Consulting
Bank of Texas	Morningstar
Belo Corporation	NCH Corporation
Boeing	Nokia
Boston Consulting Group	Nomura Securities International
Cadbury Schweppes	Omnicom Group
Capital One	PricewaterhouseCoopers
Carreker Corporation	Prudential Capital
Citifinancial	Radio Shack
Citigroup	Raytheon
Countrywide Financial Corporation	Sabre Holdings
Dean Foods	Samsung
Deloitte Consulting	SAP America
Delta Airlines	Sears, Roebuck & Co.
Dell	Smith Barney
Epsilon	Sprint Communications
Ernst & Young	Targetbase
Essilor Laboratory of America	Texas Instruments
Everest Group	The PNL Companies
ExxonMobil	The Proctor & Gamble Company
Ford Motor Company	The Staubach Company
FedEx Kinko's	The Walt Disney Company
Frito-Lay	Trinity Industries
FTI Consulting	TXU Energy
Goldman Sachs	UBS Investment Bank
Hunt Financial Venture	Wachovia
IBM	Wells Fargo

Cox MBA Class of 2006: Profile and Placement Statistics

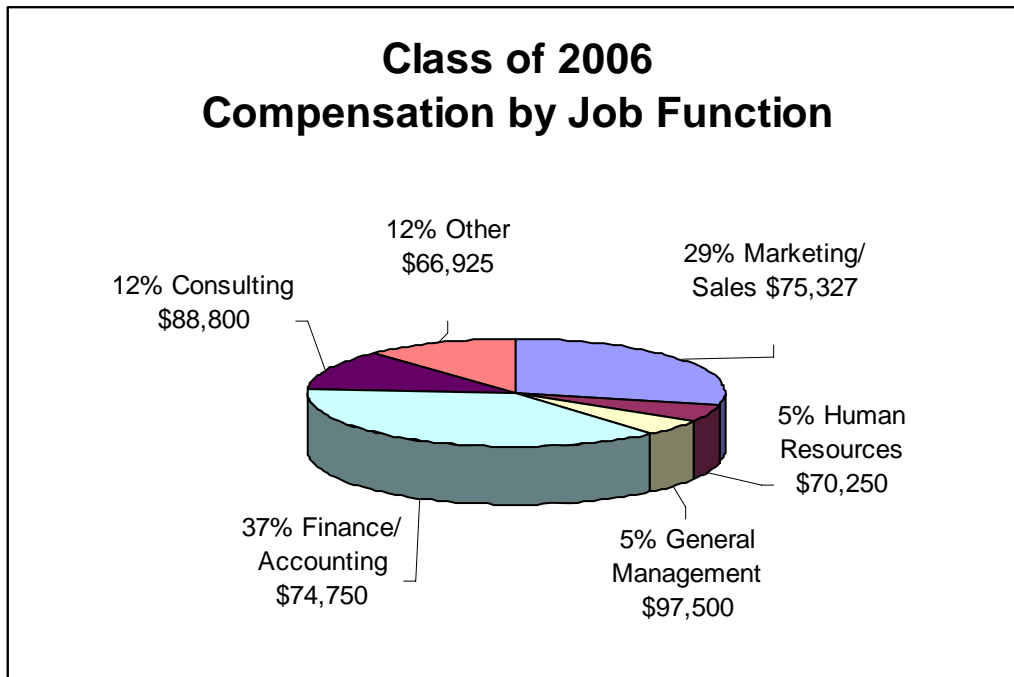
Average GMAT	661
<i>GMAT Range (Middle 80%)</i>	580-720
Average GPA	3.3
<i>GPA Range (Middle 80%)</i>	2.6-3.7
Average Years Work Experience	5
<i>Average Years Work Experience (Middle 80%)</i>	3-9
Average Age	28
International (Non – U.S. citizen)	22%
Women	25%
Minorities	20%

Undergraduate Degrees:

Business & Economics	58%
Engineering	22%
Social Sciences	14%
Natural & Computer Science	3%
Humanities	3%

Full-time Employment Stats:

Average Base Salary	\$79,866
Average Signing Bonus	\$14,753
Other Guaranteed Compensation	\$16,188



For updates on the job placement progress for the Class of 2007, keep an eye out for e-mails from the Admissions Team or e-mail us at mbainfo@cox.smu.edu.

Career Management Center Staff

GEORGE JOHNSON -- Assistant Dean, MBA Career Management

gjohnson@cox.smu.edu

George's business background includes large corporate environments (operations and financial senior management positions with Pfizer, Johnson & Johnson, and Shlumberger Ltd.), management consulting (Deloitte Consulting and executive search) and a small business start-up venture. His academic background includes positions with the University of Texas at Austin MBA Program (Director of Corporate Affairs) and the University of Illinois at Urbana-Champaign College of Business (Director of Corporate and Foundation Relations). George is responsible for the administration and direction of the Cox MBA Career Management Center as well as Corporate Relations. He joined the Cox CMC in February 2005.

DENNIS F. GRINDLE -- Director, MBA Career Management

dgrindle@cox.smu.edu

Dennis' more than fifteen years of MBA counseling experience and five years as a corporate recruiter in the financial services industry only serve to enhance his qualifications as the Director of the MBA Career Management Center. He is responsible for recruiter relationships, providing individual career counseling and training for students enrolled in the Professional MBA and Executive MBA programs, as well as Cox MBA Alumni. Dennis joined the Cox School of Business in May 2000.

BRUCE MOORE -- Associate Director

bmoore@cox.smu.edu

Bruce joined SMU as the Full Time MBA Program Career Counselor. He served in the MBA career advisor role at the University of Texas at Austin and the University of Texas at Dallas. Bruce's corporate career includes 11 years as managing principle/owner of an executive search firm as well as 4 years as Vice President for Partner Development and Western Regional Recruiting Director for IKON Office Solutions, a Fortune 500 organization. Bruce joined SMU in November 2005.

JAN LADUE -- Associate Director

jladue@cox.smu.edu

Jan is often the initial point of contact for MBA recruiters seeking information on best practice recruitment activities. She is responsible for managing the employer's recruiting process and maintaining recruiting stats. Jan joined the Cox staff in November 1999.

TAMARA ENGLISH -- Recruiting Coordinator

tenglish@cox.smu.edu

Tamara assists MBA recruiters with on-site information sessions, campus recruiting, eRecruiting maintenance, job postings, application delivery to employers, and interview scheduling. Tamara joined the Cox Staff in October 2002.

JENNY DARLEY -- Assistant Director

jdarley@cox.smu.edu

Jenny joined the Career Management Center to focus on events, marketing, and corporate relations. In addition to planning the CMC events, she works closely with Alumni Relations to manage the Associate Board Mentoring Program and is the liaison between the MBA Student Clubs and the CMC. Jenny joined the Cox staff in September 2005.

NAN GUNTER -- Administrative Assistant

careers@cox.smu.edu

Nan is responsible for supporting all CMC activities and administrative functions. Nan joined the Cox School in October 2003.

SUZANNE SAGER – MBA Marketing and Corporate Relations

ssager@cox.smu.edu

Suzanne works on special projects for the CMC in marketing and corporate relations.

LOCATION:

The Career Management Center (CMC) is located in the lower level of the Fincher Building in Room 146. On-campus interviewing suites are located adjacent to their offices.

OFFICE HOURS/CONTACT INFORMATION:

Phone: 214-768-6227

Email: careers@cox.smu.edu

Web: www.cmc.cox.smu.edu

Sept – May: Mon – Thurs; 8:30 a.m. – 6:30 p.m.; Fri; 8:30 a.m. – 5:00 p.m.

June – Aug: Mon, Wed & Fri; 8:30 a.m. – 5:00 p.m.; Tues & Thurs; 8:30 a.m. – 6:00 p.m.