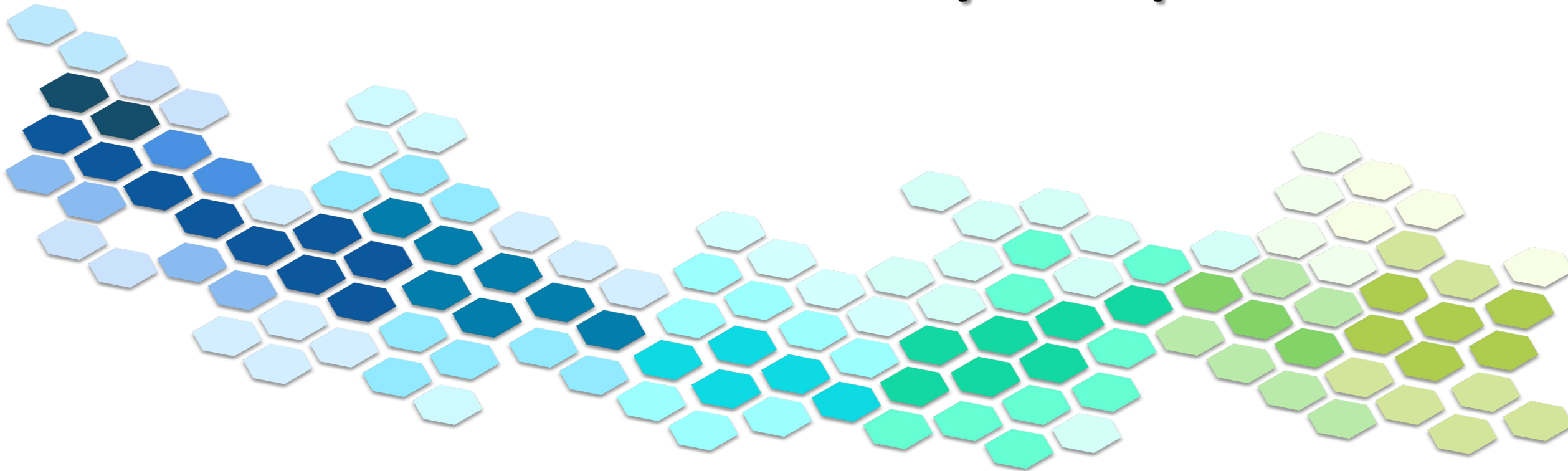




MENDOZA COLLEGE
OF BUSINESS

Graduate Business Career Services

Student Journey Maps



Pre-Matriculation - August

- Review Industry and Functional Snapshots on Becoming Irish
- Look at Career Pages of top companies of interest, specifically University or Student pages

After arriving on campus:

- Attend all Career Leadership Class Deep Dives
- Update DOME profile and become proficient in Research Tools
- Look in DOME Resource Library for role overviews of major Mendoza employer partners

September

- Get involved in academic clubs to learn more about paths
- Decide if National MBA Conferences make sense; if so prepare for attendance
- Finalize resume and update in DOME
- Review 2019 Internship List and begin connecting with 2nd Years

October

- Build network with ND alumni, maintain existing contact and add 5-10 new contacts
- 3 behavioral interviews with 2nd years or career services
- Determine what treks make sense for you
- Don't forget about a Plan B

November

- Ensure saved searches exist in DOME, Careershift, and other job sites
- Maintain and grow network
- Think about which firms match your "best fit" criteria
- Apply to jobs with early application deadlines
- Practice behavioral interviews
- Check in with Career Services on all application materials, if needed

December

- Maintain your network, add to it if possible
- If doing case prep, continue with high-quality feedback coaches
- Apply to additional job opportunities, not forgetting about Plan B
- Use DOME Interview Database (among other resources) when preparing for interviews

January – April

- Manage your schedule proactively
- Verify interviews both on- and off-campus
- Send thank-yous
- Update DOME with interview insights, feedback and offers
- Don't get caught flat footed, meet with Career Services and push harder on multiple plans, if needed

Things to remember

- Timing can be everything
- Don't take rejection personally, it's part of the process
- It's ok to ask for help- leverage every tool in the toolkit
- Avoid burnout – this is a marathon, not a sprint; don't forget to come up for air



Early Prep

Setup for Success

Interview Season



Decision Point:

Should have already decided to pursue Investment Banking. Read up on banking and seek out personal contacts prior to matriculation.
August – 4 hrs/week



Networking Day & Night:

Fly out to major NYC banks to meet alums or go to Chicago. Call, call, and more calls.
Mid-Late September/early October
5-6 hrs/week



Technical Prep & Calls:

Begin to study the 400 I-Banking interview questions. Call alumni at target banks, work towards developing strong relationships. Work with 2nd years on mock interviews.
Early September – 4-5 hrs/week



Wall Street Trek & Super-Days:

Wall Street trek is not optional for those with an NYC focus. Bulge bracket banks begin inviting for super-days.
October – 10-12 hrs/week plus trek



Phone Screens & Super-Days:

Many firms doing phone screens, super-days, and more networking.
November – 10-12 hrs/week



Non-NYC Bank Ramp-Up:

Now you must extend your search beyond NYC. Many NYC I-Banking Roles are filled by Christmas.
November/December – 4-10 hrs/week



Phone Screens and Super-Days for Non-NYC:

For the non-NYC banks phone screens are often critical.
January – 5-8 hrs/week



Finals:

Everyone is essentially done by mid-February.
February
2-4 hrs/week
All Positions Filled.



INVESTMENT BANKING INTERNSHIP STUDENT JOURNEY

Begin

ILD

Begin Mod 1

Mid-Terms

Finals Mod 1

Begin Mod 2

Mid-Terms

Finals Mod 2

Begin Mod 3

August

September

October

November

December

January

February

Pre-Matriculation - August

- Discussion with Career Services about I Banking
- Discussion with a 2nd year or alumni about I Banking
- Read Investment Banking by Rosenbaum and Pearl
- Start developing target list of banks and cities
- Familiarize yourself with “400 Investment Banking Questions”
- Stay up-to-date with WSJ, FT, and Finance Websites

September

- Get Involved with Finance Club
- Meet with Career Services
- Meet with 2-5 second years
- Contact 8-12 ND I Banking alumni
- Attend Finance Club training sessions and start doing mock interviews
- Work on “Why I Banking?” responses

October

- Keep growing network, maintain existing contact and add 5-10 new contacts
- Mock interviews with second years or career services
- If targeting Chicago, go to banks on Friday to visit alumni
- Make travel plans for NYC Trek
- Consider one trip to NYC before the October
- Wall Street Trek over Fall Break
- Apply to jobs with early application deadlines

November

- Follow-up visits to NYC/CHI
- Maintain and grow network
- Think about which banks match your “best fit” criteria
- Dial-in stories for:
 - “Walk me through your resume”
 - “Why I Banking?”
 - “Why you?”
 - “Why this Bank?”
- Banks start Super Days

December

- Maintain your network, add to it if possible
- Maintain interview prep with high quality feedback from coaches
- Apply to additional job opportunities in Finance
- Network with Banks outside NYC/CHI
- Acknowledge things will be quiet over holidays

January – February

- Manage your schedule proactively
- Update Career Services with feedback
- Pay attention to banks in smaller markets
- Don’t get caught flat footed, decide what your secondary plan is and begin that checklist

With Offers

- Discuss with Career Services
- Discuss with 2nd Years





Finance Discovery:

For career switchers, focus on coursework and understanding the accounting fundamentals.
August – Class Time Plus 2-4 hrs/week



Understand the Landscape:

Two types of Corp-Fin roles exist: hit-ground-running and switchers. Determine if your resume fits the HGR profile by meeting with career coaches. If not, target companies with a track record of accepting switchers. Begin networking.
Late September – 8-10 hrs/week



Deep Dives & Peer Discussion:

Attend the Corp-Fin Deep Dive. Talk with 2nd years about their internship experiences. Take advantage of Finance Club offerings. Continue to focus on Accounting and Financing hard skills.
September – 8-10 hrs/week



Case Prep:

Corp-Fin cases are common. Begin prepping. Many competitors for Corp-Fin jobs do full consulting-level case prep.
October – 4-8 hrs/week



Early Applications, Networking, & Interview Prep:

Get applications in early on Go-Irish. Begin networking with practitioners and managers at target companies. Get serious about behavioral interview preparations. Try to practice 2 per week.
November – 5-10 hrs/week



The Extras:

Know Finance. Read the business periodicals; keep current. Do some networking over the holidays if practical.
December – 5 hrs/week



On/Off-Campus Interviews:

Interviews begin as soon as you start classes. Be prepared for potential of up to 3-4 interviews per week for 3-4 weeks.
January – 10-15 hrs/week



Offer Selection:

Interviews continue through February, but the deadline for decisions is typically Feb. 28th.
February 10-15 hrs/week



CORPORATE FINANCE INTERNSHIP STUDENT JOURNEY



Pre-Matriculation - August

- Discussion with Career Services about Corporate Finance
- Seek out contacts (friends, alums, relatives) performing finance functions at firms
- Follow finance-related news stories
- Brush up on accounting and finance skills before classes commence

September

- Get Involved with Finance Club, stay active
- Meet with Career Services
- Meet with 2-6 second years
- Develop target company list during career leadership class; give thought to cities you prefer
- Start reaching out to contacts and network for information
- Work on behavioral questions, C-A-R stories, and how to pitch yourself

September (cont.)

- Attend Recruiter Kickoff to initiate networking with key recruiters
- Start to think about prep for case portion of Finance interviews
- Consider attending MBA diversity conferences in September
- Attend consulting club case-interview training sessions during the Fall

October

- Step up networking efforts with ND alums and personal contacts
- Pay attention to firms starting to post internship jobs
- Think about utilizing Fall Break to do face-to-face networking in target cities

November

- Use career services staff and second years for mock interview help
- Attend Internship Showcase
- Should have behavioral questions and C-A-R stories down cold

December

- Be on alert for on campus application deadlines for January interviews
- Holiday season will impact availability of outside contacts to help with networking
- Continue to develop target firms not typically carrying out campus recruiting

January – February

- On campus recruiting kicks off soon after MOD 3 starts
- Allow sufficient time to prepare for interview by doing company research and fully understanding the role and why you would be good at it; no 10 minute Google search on the company in question
- Allocate time for identifying a broad assortment of target firms even if getting on campus interviews
- Stay in touch with Career Services re. offers, roadblocks, or continued lack of success
- Diligently utilize MBA job sites
- On campus interview season winds down early/mid February; shift is to other sources for internships

With Offers

- Discuss with Career Services
- Discuss with 2nd years
- Give yourself time to take long term view with regard to multiple internship offers





Decision Point: Must decide to pursue Consulting. Read the primary texts; e.g., Case Interview Secrets. *August – 2 hrs/week*



Case Prep & Networking: Attend Consulting Club case-prep seminars. Begin alumni networking. May also attend National Black, etc. Practice 6 Market Sizing Cases & 4 Profitability. Develop 3 CAR stories for behavioral interviews. *September – 5-10 hrs/week*



Case Prep Ramp Up: Work on structure, quality, and creativity during case execution. Begin behavioral interview prep with 2nd years. Aim for 10 completed cases and 3 behavioral interviews. Practice 2 Marketing Sizing, 4 Profitability, and 4 Market Study cases. Work on 3 additional CAR stories. *October – 10 hrs/week*



Steady As She Goes: Begin working on more advanced cases. Maintain your network of contacts and decide which groups are “best fit.” Practice 2 Profitability, 4 market Study, and 2 M&A cases. Work on “Walk me through resume” “Why Consulting?” “Why You?” Apply to jobs with early application deadlines. *November – 10 hrs/week*



MBB Interviews: You need 50-60 cases and 10ish behavioral interviews under your belt to reliably perform for an MBB interview. Practice 2 Market Sizing, 3 Profitability, 3 Market Study, and 3 M&A cases. Work on “Greatest strengths” and “Where you will be in 5 years” Recruiters start to schedule interviews. *December – 3-20 hrs/week*



Finals: Begin taking interviews with corp. finance or LDP options. *Late-Jan.-Feb. 10-20 hrs/week*



On Campus & Big Four: Most consulting interviews happen in January. Expect to fly every weekend for super days. Not much time for additional prep. Get plenty of rest, when you can. **MBB opportunities filled.** *January – 10-20 hrs/week*



CONSULTING INTERNSHIP STUDENT JOURNEY



Pre-Matriculation - August

- Discussion with Career Services about consulting
- Discussion with a 2nd year or alumni about consulting
- Read *Case Interview Secrets* by Victor Cheng
- Read *Case In Point* by Marc Cosentino
- Begin practicing “consulting math”
- Research 5-6 firms, dive into Career Services firm profiles
- Research types of consulting engagements, sectors, etc. (Generalist and Specialist)

September

- Get Involved with consulting club
- Meet with Career Services
- Meet with 2-3 second years
- Contact 5-10 ND consulting alumni
- Practice 6 market-sizing cases
- Practice 4 profitability cases
- Develop 3 CAR stories
- Attend consulting club case-interview training sessions

October

- Build network with ND alumni, maintain existing contact and add 5-10 new contacts
- 3 behavioral interviews with second years or career services
- Practice 2 market sizing cases
- Practice 4 profitability cases
- Practice 4 market study cases
- Develop 3 additional CAR stories
- Chicago Consulting Trek

November

- Identify case weaknesses, begin working on advanced cases
- Practice 8-10 targeted cases
- Maintain and grow network
- Think about which firms match your “best fit” criteria
- Apply to jobs with early application deadlines
- Dial-in stories for:
 - “Walk me through your resume”
 - “Why consulting?”
 - “Why you?”
 - “Why this company?”

December

- Maintain your network, add to it if possible
- Maintain case prep with high-quality feedback coaches
- Dial-in stories for:
 - “Greatest strengths?”
 - “Greatest weaknesses (2-3)?”
 - “Where will you be in 5-years?”
- Apply to additional job opportunities

January – February

- Manage your schedule proactively
- Verify interviews
- Send thank-yous
- Update Career Services with feedback
- Don’t get caught flat footed, decide what your secondary plan is and begin that checklist

With Offers

- Discuss with Career Services
- Discuss with 2nd years
- Give yourself time to get over excitement and make the right choice





Prematric Options:

Develop preliminary resume, work with career coach and polish basic CAR stories. Research which companies plan to attend the national career conferences; e.g., National Black. Begin networking with alumni.
June-July – 2-5 hrs/week



Conferences:

Have 3-7 round-one interviews setup. Polish CAR stories and case-prep. Do mock interviews with 2nd years, alumni, and career services. Continue networking with alumni.
September – 2-5 hrs/week



Keep Up the Good Work:

Polish technical and research skills in addition to keeping up with interview prep. Apply to positions, many applications are due before December.
November/December – 5 hrs/week



The Offers and the Grind:

Some candidates receive offers from conferences, but if not, pivot into the Jan-Feb recruiting cycle. Network with 3-5 contacts per target position. Continue case-prep and mock interviews. Apply early for OCR opportunities and seek out non-core opportunities.
October – 4 hrs/week



Finals:

Get ready for travel and back-to-back interviews. Expect phone screens and in-person interview opportunities
January/February – 5-12 hrs/week



Applications:

Get heavily involved with Marketing Club, begin case-prep, polish applications and apply to companies attending National Black.
August – 5-8 hrs/week



BRAND MANAGEMENT INTERNSHIP STUDENT JOURNEY

Begin Mod 1

Mid-Terms

Finals Mod 1

Begin Mod 2

Mid-Terms

Finals Mod 2

Begin Mod 3

July

August

September

October

November

December

January

Pre-Matriculation - August

- Discussion with Career Services about marketing careers and your preliminary interests/goals
- Discussion with 2nd years and alumni (particularly those working for companies that interest you)
- Research types of marketing roles (brand manager, marketing analytics, customer insights)
- Research 7-10 companies (or more, depending on bandwidth), gain deeper understanding of mission, products, customers, and competitors
- Research attending companies and register for early fairs: Prospanica and National Black
- Begin familiarizing yourself with general principles of behavioral and case interviews, and gather preliminary intel on questions commonly asked in marketing interviews
- Brand Camps

September-October

- Meet with Career Services
- Get involved with Marketing Club and attend all interview prep events
- Meet with second years who interned in marketing roles
- Contact 5-10 ND alumni working in a variety of marketing roles (more if you have the bandwidth)
- Finalize resume for early career fairs
- Develop/refine elevator pitch and tailor it based on target companies
- Continue to research Prospanica/National Black companies
- Attend Prospanica and/or National Black and aim to secure several interviews

November-December

- Adjust search plan and company targets based on interview success rate at National Black and/or Prospanica career fairs
- Work with Career Services to expand list of target companies
- Maintain and grow network of alums working in marketing roles
- Attend relevant on-campus presentations by companies with marketing opportunities
- Continue to refine interviewing skills, focusing on questions/themes relevant to marketing-focused careers (in preparation for on-campus interviews in January)

January-April

- Broaden your target list even further if necessary. Be open-minded to different industries, locations, company sizes, etc. (even functions)
- Research companies attending Day in the Bay and Day by the Lake and submit applications
- Continue to submit strong, customized applications augmented by effective networking and relationship building with Mendoza and Notre Dame alumni.
- Continue working with Career Services for guidance and support
- Continue to work the process. An internship search more closely resembles a marathon than a sprint, so incorporate some grit into your search and keep moving forward until you find success!



**Build a Foundation:**

Focus on the fundamentals (resume, target tech company list) while familiarizing yourself with Product Management as a discipline. This will require a considerable amount of individual research (refer to checklist).
July/August – 2-4 hrs/week

**Early Applications/Interviews:**

Recruiting timelines for PM internships will vary *considerably*. Tech companies aren't as reliant on national job fairs and/or on-campus recruiting to fill these roles, and much of the recruiting activity will occur in the Spring. Be aware of this, but at the same time, work with career services to develop a strategy that focuses on potential early PM internship opportunities.
October/November – 5-10 hrs/week

**Spring Semester Pivot:**

If you don't secure an early PM offer, don't panic -- simply focus on preparing for the Spring semester recruiting cycle (Jan-May), which is typically more robust in terms of the volume of PM and tech-focused internships.
January/February – 5-10 hrs/week

**Broaden Your Targets:**

Don't focus solely on larger, well established tech companies -- begin targeting smaller tech companies or startups. Be open to other roles that are an integral part of the typical product lifecycle: Product Marketing, Product Strategy, Customer Analytics, etc.
March/April/May – 5-10 hrs/week

**The Real Work Begins:**

Get involved with Tech Club and other relevant Clubs. Network with Mendoza/ND alums working as Product Managers. Have your resume in great shape so you can begin to target PM opportunities with early application windows/recruiting cycles. Take your interview prep efforts to the next level through multiple mocks.
September – 5-10 hrs/week

**PRODUCT MANAGEMENT INTERNSHIP STUDENT JOURNEY**

Begin Mod 1

Mid-Terms

Finals Mod 1

Begin Mod 2

Mid-Terms

Finals Mod 2

Begin Mod 3

Begin Mod 4

July

August

September

October

November

December

January

February

March

April

May

June

Pre-Matriculation - August

- Discussion with Career Services about your goals and Product Management as a post-MBA career
- Identify 2nd-year Mendoza MBA students and Mendoza/ND alums currently working as Product Managers (using LinkedIn), paying particular attention to the individual paths they followed in terms of landing in a PM role
- Research other types of tech-focused product roles (e.g., Product Marketing, Product Strategy)
- Familiarize yourself with principles of behavioral and case interviews, and gather preliminary intel on questions commonly asked in PM interviews
- Read *Inspired* (Marty Cagan), *Decode and Conquer* (Lewis Lin), and *Cracking the PM Interview* (Gayle McDowell)

September-October

- Once you're on campus, schedule mock interviews with Career Services and/or 2nd-years
- Become involved with appropriate Clubs (Tech, Analytics, Marketing, Entrepreneurship) and attend relevant events (Bay Area trek, alumni talks, interview prep)
- Start networking with Mendoza/ND alumni working as Product Managers, aiming to set up 2-3 calls per week
- Finalize resume for PM internships that may have early recruiting timelines
- Identify visible PM internships through most effective job boards (see Mendoza student pages on InsideND)

November-December

- Work with Career Services to expand list of target companies
- Maintain and grow network of alums working as Product Managers (or those working in related tech-focused roles)
- Continue to refine interviewing skills, focusing on questions/themes relevant to Product Management
- Continue working with Career Services for guidance and support

January-May

- Broaden your target list even further if necessary. Be open-minded to different industries, locations, company sizes, etc. (even functions)
- Research companies attending Day in the Bay and Day by the Lake and submit applications
- Continue to submit strong, customized applications augmented by effective networking and relationship building with Mendoza and Notre Dame alumni
- Continue to work the process. An internship search more closely resembles a marathon than a sprint, so incorporate some grit into your search and keep moving forward until you find success!



Self Discovery:
Investigate the MBA hiring landscape. Look at University Career pages at companies of interest. Join clubs to open doors for networking. Attend all of the career deep dives, just to learn.
August – 2-4 hrs/week

Begin to Focus:
Polish resume, and consolidate club activities surrounding the chosen path.
Late September/Early October – 2-5 hrs/week

Don't Relax Over Break:
When you leave for Winter Break, use the opportunity to do company research and practice interviewing with your peers and alumni. Ensure you've applied for all OCR opportunities!
Late December – 2-5 hrs/week

Peer Discussion & Decision Point:
Take as many opportunities to talk with 2nd years and alumni about their choices. Reflect on your learnings from ILD and the Career Leadership Course and choose your Path A.
Early September – 5 hrs/week

Applications, Networking, & Interview Prep:
Get applications in early on DOME. Begin networking with practitioners and managers at target companies (3-4 per each). Get serious about behavioral interview preparations. Try to practice 2 per week.
November – 5-10 hrs/week

On-Campus Interviews:
Interviews begin as soon as you start classes. Be prepared for up to 3-4 interviews per week for 3-4 weeks.
January – 10-15 hrs/week

Case Prep & Treks:
Earlier is better, but for Finance, LDP, and Marketing programs you must start case prep by October. Leverage Fall Break for treks or informationals.
October – 5-8 hrs/week

Offer Selection:
Interviews continue through February, but the deadline for decisions is typically Feb. 28th.
February 10-15 hrs/week



ON-CAMPUS RECRUITING INTERNSHIP STUDENT JOURNEY

