

Transcript of the February 16, 2009 UNC's Kenan-Flagler Business School The Career Search Chat

Aggor_KFBS2010 1.: Good morning, afternoon or evening depending on where you're joining from. Welcome to "The Career Search" chat for prospective Kenan-Flagler Business School students. I am Elom Aggor, a first-year student concentrating in marketing. I'm hosting this chat. If you have not participated in a previous session, it's very informal and we will try to answer all questions in a timely manner. Please remember that while we welcome any and all questions, the focus of this chat is the career search. We recommend that you take advantage of our guests to ask questions related to the topic. Before we start taking questions, we will have the panelists introduce themselves

Susanne H.: I am a 2nd year student. I interned with Deloitte Consulting this past Summer, and I will be returning to Deloitte full-time after graduation. Prior to business school, I worked for Ernst & Young in finance.

Danielle_KFBS 2. : Hi all! I'm Danielle and I'm a 2nd year at KFBS. Before business school, I was a middle school teacher and an entrepreneur. I interned at Kraft Foods this past summer and I will be return to Kraft full time as an Associate Brand Manager.

Buki_KFBS2009: I am a 2nd year student as well and I also interned with Deloitte Consulting. Before business school I worked in Technical Support for a company that manufactures lab instrument products.

Peggy T.: Hello, I am Peggy Tate from the Admissions office.

Aggor_KFBS2010 : Jennifer Brooks, the COO of the Career Management Center and Mollie Frail who is responsible for Corporate Finance will be joining shortly

Matthew L.: Congrats Susanne. That's awesome. Did you get your offer right after the summer?

Susanne H.: Yes. I actually received my offer on the last day of my internship. Most of the consulting firms will tell you on your last day whether you receive an offer.

Jonathan S.: Congrats Susanne and Danielle! Susanne, what steps did you take to land an internship at Deloitte Consulting?

Susanne H.: In my opinion the key to getting a consulting internship is the networking. The consulting companies come on a campus a lot in the Fall. It's important to attend the events and really get to know their recruiting team. I also did some informational interviews with people outside of the on campus events. Beyond

that once you get the interview casing becomes critical, so it's important to start casing early in the Fall to be prepared.

Jonathan S.: Thank you Susanne!

Gary R.: Hi Elom, as a first year, what's your internship search been like? Can a 2nd year offer any year over year comparisons to get an idea of what to expect when we look next fall?

Aditi: Hi Susanne, I have a question for you, I am a IT consultant and will join bschool after 3 years of experience, my target industry post mba would be management consulting, what can I do in the time that I have to strengthen my candidature for consulting jobs post mba? Is GMAT a hurdle? I have a score of 710? Does it make sense to go over GMAT again to position myself better in the competition. Also please elicit any certifications / courses which would help me know more about the industry. Thanks.

Susanne H.: GMAT is generally important especially for the big firms. In general, they look for you to have over a 700 but there's always exceptions. In terms of preparing now, there aren't any certifications or anything you need. If you have time and the desire, you could begin reading up on how to case. There are many books out there. The one we mainly work from here is Case in Point. Once you get a consulting interview your casing skills will be important.

Aditi: Thanks Susanne

Rakesh: Susanne, what is casing? pardon my ignorance please

Susanne H.: Casing is where you get a short business problem in an interview and are asked to solve the problem. In general, the consulting firm wants to see how you think. Every consulting firm will give a behavioral interview and a casing interview.

Susanne H.: Ideally, I would advise beginning to case in September. Many times, first years wait until later in October to begin, but I would not advise waiting this long. The key to casing is practicing a lot. Typically companies begin coming to give presentations at the end of September and go through the beginning of November. On campus internship interviews then begin in January.

Junaid S.: Thanks Susanne.

Matthew L.: What happens if you don't get an offer after your summer internship? Are you in a lot of trouble? Or are there plenty of other opportunities for 2nd year students?

Buki_KFBS2009: Hello, Matthew. There are lots of opportunities for students who return without an internship offer. Of course it's best to have an offer as a bargaining

chip, but students with and without offers go through the recruiting process in the 2nd year.

Matthew L.: Thanks Buki.

CfosterDC: Good afternoon. Elom & Danielle, I have marketing-focused aspirations for bschool. Danielle, I'm curious as to what your most valued strengths were/are to Kraft when they interviewed and hired you as an intern? Why did they choose you? (brag!!)

Danielle_KFBS 2.: CFosterDC - many of the CPG marketing companies are looking for candidates with a passion for the consumer and for uncovering consumer needs. Creativity and personality are a plus, but I know that my summer internship was both creative and analytical. Networking before the interview and understanding the company culture and values is an important part of the internship/job search process. You want to be a fit for the company, but you also want the company to fit your expectations!

CFosterDC: Thank you, Danielle. I've been in hospitality PR for a few years (launching restaurants, hotels, foodservice distributors, menu trends, etc), so my passion to better understand the analytical side of the CPG/food and beverage industries drives me to bschool! Very excited for you.

Danielle_KFBS 2.: Thanks Foster! I think your background lends itself well to the CPG world.

Jennifer_KFBS_CMC: Hello, this is Jennifer. I'm with the Career Management Center.

Meleata: Ms. Brooks, can you please describe some of the ways the Career Management Center assists students who are pursuing career in non-traditional fields? For example, I am interested in entertainment marketing.

Rakesh: Hi Meleata, me too into interested into entertainment, but corp finance

Jennifer_KFBS_CMC: Meleata, hello. Entertainment marketing is a tough one as there is virtually nothing on campus for that industry. A self-directed job search, using our resources, would be in line. We would first make sure your communications are in order, then help you find people-- oftentimes alumni-- in the field to do informational interviews and begin networking.

Meleata- Thank you. What do you feel are the most critical aspects to ensuring a successful independent career search?

Jennifer_KFBS_CMC: Meleata, start early and stay focused. Have a good story as to why you are looking in this industry, what you want to do, and what you bring with you (skills, experience, passion).

Meleata: Thanks again, Jennifer.

Rakesh: Hi Buki, How does career center help in internship/job search for career switchers? I am a IT consultant switching into corporate finance.

Buki_KFBS2009: Hello, Rakesh. For career switchers like you and me, there are career clubs and the Career Management Center to help us prepare to enter a new field. For instance, in my case, the Consulting Club was very useful in preparing me for consulting interviews. The Finance Club would have programs to prepare students from a variety of backgrounds for Finance jobs. The Career Management Office organizes mock interviews and training sessions as well.

Buki_KFBS2009: Rakesh, another aspect of entering a new field is tailoring your resume to that field. The Career Management Center (CMC) helps with this as well.

Ron R.: Hello, what would be the best way for a OneMBA student to engage with the Career Management office?

Jennifer_KFBS_CMC: Ron R: The Executive MBA program has its own career advisor and he works with our office directly to coordinate joint programs.

Ron R.: Thank you Jennifer

Rajat S.: Hi Jennifer. I aspire to work in Sports industry post MBA. Does the college offer assistance in this field?

Jennifer_KFBS_CMC: Rajat, please see my answer to Meleata. It is a similar aspiration to entertainment.

Rajat S.: Thanks Jennifer

Junaid S.: Susanne, when you say early how early do students start after joining school? When do companies normally start coming to school for recruiting students for intern positions?

David: Aggor: - I'm curious about your current internship search. What have your experiences been like? Also, could you please estimate what percentage of your class is aspiring to work in Investment Banking, and what percentage is aspiring to work in consulting

Aggor_KFBS2010: Hi David, I don't have an internship yet but I'm sure I'd get one by the end of March. I have no details on Investment banking internship numbers

Atulpt: Hi, Jennifer,

Matthew L.: What is the general sense on campus - Are there a lot of job opportunities? Are companies coming to campus? Or has there been cut backs?

Jennifer_KFBS_CMC: Matthew, there are opportunities through on-campus recruiting. The mix of companies and jobs would be very similar to a "boom" economy except it's smaller. Companies can be very selective, so students must spend more time prepping for interviews.

Matthew L.: Thanks Jennifer. Makes sense.

Candi R.: What type of support is offered by the CMC for students looking to pursue a career with a social business/non-profit/NGO?

Jennifer_KFBS_CMC: Candi, for all off-campus recruiting, whether it's sustainability, entertainment, sports, etc. the CMC will work with each individual student on his/her communication (resume, cover letter), interviewing skills, networking, etc. For the types of positions you are describing, we are also fortunate to have an alliance with the Center for Sustainable Enterprise which has a wealth of information available to students and employers.

Danielle_KFBS 2.: Candi R. - we also have a very active Net Impact chapter here at KFBS that serves as both a career club and a interest club. I attended the Net Impact conference this year and last - the conference includes a career fair with sustainability focused job opportunities.

Candi R.: Thanks Jennifer and Danielle!

Atulpt: I am a recent admit and a permanent resident in the US looking at doing a career switch from finance to marketing or general management (leadership programs. Have there been any instances where permanent residents have been able to make the switch?

Sam: Hi Jennifer, what MC firms have conducted/or will conduct information sessions at KFBS this year? Also, in addition to info sessions, what other ways to students connect with MC firms. I've heard of resume drop-offs what are those? Thanks

Jennifer_KFBS_CMC: Sam, we have the major management consulting firms on campus-- Bain, BCG, McKinsey, Deloitte plus more relationships with others (Booz, Accenture, etc.). Resume drops are coordinated by CMC so that students can drop

their resumes with us for specific job opportunities with companies that are not currently scheduled to come to campus.

Sam: Thanks Jennifer. Just a follow up...after your resume has gone to the firm, what are the next steps and timeline in the process? I mean how and when do you hear back from the firms. Should a first year be looking for internships in other areas...say supply chain positions in industry along side MC internships in operations?

Jennifer_KFBS_CMC: Sam, if I were a first year student, I would definitely have a Plan B that I would work in addition to my first choice. It requires time management and focus, but you will be more pleased with the results of your search. Supply chain is a great skill to have for consulting.

Rahul A.: Hi Jennifer, is the "general sense" on campus in the light of the current economic scenario especially hard for international students?

Jennifer_KFBS_CMC: Rahul, yes, the current economic situation has hit our students hard, including international students. Many students are considering home-country employment.

Amrinder_KFBS2009: Rahul A: It is certainly more challenging for international students to get a job in the US at this point but a number of my classmates were able to get job in the US, so it is certainly possible.

Rahul A.: Thanks Jennifer and Amrinder..

Samir V.: Hello all! Danielle, my question is for you: I come from a family-managed entrepreneurial background and I myself intend to pursue brand management post-MBA, I'm glad to see a Kenan-Flagler student with a similar track! I'd like to know how and why you forayed into marketing and bagged a position at Kraft, considering you were an entrepreneur earlier. How did the UNC Career Management Center help you in this regard?

Danielle_KFBS 2.: Hi Samir - great question. As a founding member of the business, I had a lot of opportunities to interact with our consumers and tailor our services to meet their needs. I was also responsible for our web and print communications. When I came to school, I wasn't 100% certain what I wanted to do with these skills, but I knew what I enjoyed at my prior jobs. I met with several peer counselors through the CMC who were able to help match my strengths and past experiences with industries and job functions. Marketing seemed like a natural fit! I met with many companies on campus and was drawn to Kraft because of the powerful brands and their structured, analytical approach to brand management. Did I fully answer your question?

Samir V.: Yes, you did, Danielle, thanks! I have another question though: How difficult (or easy!) was it to convince Kraft of your credibility as a brand manager, considering you had no previous experience in that field?

Danielle_KFBS 2.: Samir - I think it would have been much more challenging to convince them without the relevant coursework at school and the sincere interest. The networking was a huge piece for me and I had to do my homework. There will be other students with more "relevant" backgrounds, but you will find many career switchers in b-school. So I wouldn't say that it was extremely difficult, but you have to put the time in up front.

Samir V.: Thanks, Danielle! I've applied for Kenan-Flagler's MBA Class of 2011. I'll definitely be coming to you for pointers if that rare possibility of me getting admitted actually occurs. :-)

Danielle_KFBS 2.: No problem Samir! Best of luck to you!

Samir V.: Thanks again, Danielle, I'll need it! And a big thank you to everyone here. The answers as well as the questions gave a great insight. My best wishes to all.

Jessica M.: Hi, all. How have second-year students and alumni supported you as first-year students?

Buki_KFBS2009: Hello, Jessica. I am a 2nd year student and the support I give to 1st years now is similar to the support I received when I was a 1st year myself. I am a Peer Counselor so I work with the CMC to review resumes, perform mock interviews. I also assisted with mock cocktails so students could practice how to network in social settings. Besides this, I am part of the leadership of the Consulting Club so I led training sessions to prepare students for interviews. The relationship between 1st and 2nd years is such that 1st years are comfortable enough to ask 2nd years to meet with them for practice even after interviews have begun.

Jessica M.: Thanks, Buki.

CFosterDC: Jennifer/Danielle/Elom -- How has CPG and brand marketing recruiting ebbed (or flowed perhaps?) with the current economy? Ditto to Samir's question, too!

David: What influence has the recent economic downturn played on internship opportunities?

Jennifer_KFBS_CMC: David, internship opportunities have not been hit as hard as full-time, at least through on campus recruiting. In a buyer's market, though, students should view the job search as a two-year process as it may take both years to make a complete career transition.

John F.: Danielle, with similar interests to Candi, I am curious to know what kinds of companies came to the Net Impact conference?

David: Is there an Investment Banking club? Do several Investment Banks recruit on campus?

Amrinder_KFBS2009: David: There's an Investment Management Club. You can refer to their activities over here: <http://www.kenan-flagler.unc.edu/Programs/...>

Jennifer_KFBS_CMC: David, also there is a very large Finance Club, in which investment banking is a force.

S.Dawes: Hello Danielle -congrats on the Kraft position! I am interested to learn more about the sustainability aspect of brand management - did your internship include sustainability work? Do you anticipate Kraft brand management to involve product stewardship?

Danielle_KFBS 2.: Thanks, SDawes! While my specific internship project did not include sustainability, it seemed to be weaved into many of the processes that I saw. There was one intern this summer whose whole project revolved around sustainable practices. I feel that Kraft is trying to be proactive in the area of sustainability and they listen to interns! The projects from this summer were taken really seriously and, if you can make the business case for sustainable changes, there are opportunities to make a difference.

S.Dawes: Thank you, Danielle. Did you encounter FT positions at Kraft focused exclusively on sustainability or is your sense that brand management will -over time- increasingly incorporate product stewardship?

Danielle_KFBS 2.: S.Dawes: My sense is that sustainability will continue to be weaved into the fabric of the brand manager role. I did not encounter a full time sustainability role this summer, but it may exist!

Rakesh: Amrinder, as for international students, do the companies sponsor H1B visa , or do they relocate employees to international destinations?

Amrinder_KFBS2009: Rakesh: It depends on the companies. Some companies such as Johnson & Johnson will relocate you to your home country / countries where you have residency but some will apply an H1B for you.

Rakesh: Thanks Amrinder. The economic situations like these as well as visa regulations have been a major worry for me as an international student.

Meleata: Can you describe the general timeline for securing an internship? I've gotten the impression that once classes start, students immediately begin searching for the summer internship. When do students typically secure internships for the summer?

Susanne H.: Meleata, Classes start end of August, and you have about a month to prepare your resumes and perfect your story with Peer Counselors (2nd years). End of September, companies begin coming on campus to give company presentations and this lasts through November. Companies are not allowed to interview on campus until January. This gives students all of Fall to prepare for interviews.

Jennifer_KFBS_CMC: Meleata, students will indeed start on their job search during their first semester. Resumes must be done first, followed by interview training, mock interviews, networking, etc. You will not actually begin applying for jobs till around November, unless it's a special circumstance.

Meleata: Thank you Susanne and Jennifer.

Jessica M.: Why do interviews not begin until January?

Jennifer_KFBS_CMC: Jessica, 2nd years will interview in the fall; first years in the spring. This timeline allows you to acclimate to your classes, prep for the interviews in a new field, and get new coursework under your belt so that you sound like an MBA instead of a new student. Given the amount of coursework you have during Mods 1 & 2, you will be glad not to interview till January!

Susanne H.: The school mandates that interviews do not begin until then, so first years have all of the Fall to prepare (resumes, mock interviews, etc) Many students are also career changers, so this gives them time to go to company presentations and attend all the Core classes to get a feel for what areas they want to interview for. Also, this gives you the ability to take all your Core classes which helps prepare you more for interviews.

Jessica M.: Thanks, Jennifer.

Jessica M.: Thanks, also, Susanne!

Aggor_KFBS2010: A warm welcome to you if you just joined. We have some students and the COO of our Career Management Center (CMC) available to answer your questions. For those of you who missed early parts of the chat, the transcript will be posted within the next 14 days. The link to transcript is the same one used to reach this chat. <http://www.kenan-flagler.unc.edu/Programs/...>

Junaid S.: Are there facilities available for students to intern or find full-time positions outside of the US?

Amrinder_KFBS2009: Junaid: As far as I know, to get an outside US internship, it is most likely through alumni contact or through other announced internship. Kenan Institute may have some outside US internship. You also need to work on your own to find an outside US internship.

Junaid S.: Thanks Amrinder.

Rahul A.: Amrinder, do small entrepreneurial firms such as those at the RTP usually sponsor H1 visas to internationals? Or are H1 sponsorships usually given out by the big firms?

Amrinder_KFBS2009: Rahul A: It depends on the company. One of my international friends got a job at a company in RTP.

Rahul A.: okay, thanks Amrinder..

Atulpt: Jennifer--I am a recent admit and a permanent resident in the US looking at doing a career switch from finance to marketing or general management (leadership programs. Have there been any instances where permanent residents have been able to make the switch?

Jennifer_KFBS_CMC: Atulpt, yes, of course career switching is possible for all students. With permanent residency, more companies will probably be interested. All career switchers need to prep heavily for the change-- know why you are interested in marketing (for example) and what skills you bring to the employer. Recruiters will need to be convinced that you see yourself as a marketer.

Marcus H.: Susanne mentioned that the MC firms--particularly the big ones--tend to favor GMAT scores of 700 or above. Have any of the current students found this to be the case in other industries, particularly CPG?

Danielle_KFBS 2. Marcus - as far as I know, CPG does not ask for GMAT scores.

Marcus H. : In my experience working in CPG, I've not found that to be the case either. I appreciate your input.

William L.: Hello

Aggor_KFBS2010: Hi, William

Buki_KFBS2009: Hello, William. Thanks for joining us.

William L.: I have recently graduated from College and am working at Prudential as a Financial Services Associate (sell insurance). This is frankly not a position I had interest in during college -- I had interest in Management Consulting or Corporate Finance. The

economic condition was such that I was precluded from the possibility of even being an interview to these firms. Given my sales position at a Fortune 100 company, will my chances of admission to your program be hurt greatly? I expect to become a Manager within 2 years.

Peggy T.: William L, we have many applicants who are interested in a career change. We are most interested in looking at your accomplishments to date, your leadership experience, community service, and clarity of your career goals in assessing your application.

William L.: Thanks, Peggy.

CFosterDC: Thanks for your input today. It was extremely helpful. Back to work!

Sam: Jennifer, one more question. I am a more experienced candidate than most ft mba students. my years of experience of the pharma industry will be valuable in my future role as strategy consultant to pharma companies. but how do consulting companies view experienced candidate? but i have heard that they prefer younger candidates for mba consultant/associate positions since they can rise to level of principal or partner by their mid 30s. Thanks again for your help in this info chat.

Jennifer_KFBS_CMC: Sam, if a consulting company is specifically working for pharma/healthcare, your background would be most interesting to them. If it is a general strategy consulting role and they do not have significant pharma clients, you may have to explain yourself a bit more. It is not a detriment to have more experience, but you may feel a little frustrated at times if you think that your background doesn't count for more.

Meleata: Jennifer - It sounds like the first semester can be overwhelming. What, if anything, do you wish first year students would do (in terms of career search preparation) before Mod 1 begins?

Jennifer_KFBS_CMC: Meleata, having a career focus, putting a storyline together ("why I'm here at business school, what I hope to do when I get out") getting a jump on the resume-- all are really good to nail down before Mod 1 begins. We actually do training to students who are here for ASW on resumes and storylining.

Meleata: Great! Thanks, Jennifer. I didn't realize that CMC offered additional training during ASW.

Candi R.: Jennifer what is the percentage of students who secure paid internships?

Jennifer_KFBS_CMC: Candi, we always have a few students do unpaid internships, but not many. I would say less than 10 each year. They can get academic credit, so at least they can accumulate credit hours.

John F.: Danielle, you mentioned the sustainability concentration and Net Impact conference earlier. Can you remember any of the companies who were present and recruiting there? Thanks

Danielle_KFBS 2.: John F - There were tons! Some were more traditional - J&J for instance - and others were very focused on areas like education, energy, microfinance, etc. I would recommend checking the net impact website <http://www.netimpact.org/displaycommon.cfm...> to find a complete list of companies that were at the conference this past year.

John F.: Thanks to Danielle and others. A lot of helpful information here!

Jonathan S.: Thank you all for the information!

S.Dawes: Many thanks to you all.

Junaid S.: Are there consulting firms in the RTP that recruit Kenan students?

Jennifer_KFBS_CMC: Junaid, we have a few local consulting firms recruiting on campus or through alumni contacts. The big strategy firms will require you to move out of the area, at least for a while.

Susanne H.: Junaid - I know of a couple like Scott Madden and CMG Partners (marketing consulting) recruit here.

Junaid S.: Jennifer and Susanne, thanks!

Jessica M.: Can it be a liability if companies cannot interview at Kenan Flagler until the winter, but can interview students at other schools earlier for the same position?

Jennifer_KFBS_CMC: Jessica, most schools do not permit first year recruiting during the fall semester.

Jessica M.: OK, thanks, Jennifer. I wasn't sure how Kenan Flagler compared.

Jennifer_KFBS_CMC: Jessica, we speak with our colleagues across campuses regularly, so if there is a movement afoot for earlier intern recruiting, I hope we would hear about it!

Jessica M.: Good to know, Jennifer.

Murat: I am a career changer and currently I have very little experience in the career field I am targeting. In this respect, apart from summer internship, what should I do to enrich my resume?

Danielle_KFBS 2.: Murat - I am also a career switcher and I thought I had little relevant experience. As it turns out, if you have a sincere interest in the field, a desire to learn, and network throughout the recruitment process, you should be fine. Peer counselors and the Business Communication Center are great resources to help you word your resume just right to attract the types of companies you are looking to target.

Murat: Thank you Danielle. Specifically, my career target is corporate finance but at the moment I do not have a specific target industry. When you think of corporate finance should I have industry specific knowledge or is corporate finance a field which does not require specific industry knowledge and one can work in every corporate finance position regardless of industry as long as have technical knowledge on corporate finance subjects

Danielle_KFBS 2.: Murat - For corporate finance, your target does not necessarily have to be industry specific, however there may be industry specific questions in the interview and you will need to prepare in that respect.

Murat: Danielle, thank you for the insights you provided. Have a nice day to all.

Danielle_KFBS 2.: You too, Murat!

Aggor_KFBS2010: We have 15 minutes left in today's chat. The entire transcript will be available within the next two weeks. [http://www.kenan-flagler.unc.edu/Programs/...](http://www.kenan-flagler.unc.edu/Programs/)

Danielle_KFBS 2. Only 15 minutes!! Last chance to get in those questions!!

Meleata: When students have a non-traditional interest, do you encourage them to pursue a Plan B as well? As I stated above, I am interested in entertainment marketing, but think my Plan B will be CPG marketing. How do you advise students to manage two separate goals?

Jennifer_KFBS_CMC: Meleata, I would encourage all students in today's economy to think of multiple plans of attack that will ultimately get them to where they want to be. It may take a few years for the "ideal" job to happen, but everyone should know how each step fits into the plan.

Buki_KFBS2009: Hello, Meleata. It's wise to have a Plan B, maybe even a Plan C. If your back up plans are similar to your main career goal, it is manageable to work on both at the same time. For example, lots of students look at Consulting and

Marketing. However, it would be rather difficult to focus on Consulting and Investment Banking because both careers involve specific interview preparation.

Meleata: Thanks, Jennifer and Buki. That's very helpful! I have a specific goal in mind, but realize I may not get there right away. Therefore, I wanted to make sure I had other options to reach my ultimate goal.

Atulpt: Hi Danielle - How many CPG/FMCG companies do recruit at Kenan Flagler? Do they look specifically for domestic students?

Danielle_KFBS 2.: Hi Atulpt - there are quite a few CPG companies that recruit on campus and many of them appear on the external KFBS website. My experience has been that most are recruiting for domestic students.

Adam H.: For real estate concentrators, are internships / jobs typically found via more traditional routes (i.e. CMC, on-campus interviews, etc.) or through self-directed searches? Thanks.

Susanne H.: Adam, I'm not a real estate concentrator but from my friends, I would say it's a mix of on-campus and off-campus searches. I would say in the past year the real estate search has been more of an off-campus search, but there are still a few real estate companies coming on campus.

Adam H.: Thank you.

Gary R.: Are the two Charlotte banks still recruiting heavily on campus?

Gary R.: Do you anticipate that to slow down significantly or for them to move any remaining securities positions to New York or St. Louis, depending on the brokerage they bought?

Jennifer_KFBS_CMC: Gary, Bank of America is still recruiting actively but is very tentative on extending offers just yet. Wachovia and Wells Fargo are in reorg, so we haven't seen either this spring (and didn't expect to).

Amrinder_KFBS2009: Atulpt and Gary: Here are the list of some of the companies recruiting at KFBS: <http://www.kenan-flagler.unc.edu/Programs/...> BOA certainly recruited some of my classmates last year.

Gary R.: Thanks, for asset management, are there more boutique outfits that recruit?

Gary R.: Smaller fund shops or hedge funds?

Jennifer_KFBS_CMC: Gary, I believe the finance chat is tomorrow, so there may not be experts on line today to answer your specific questions. The CMC director, Jeff

Fischer, is a former Wall Street guy and he is handling all of the finance outreach to boutique firms and hedge funds. They are all on his radar, that I can assure you!

Adam H.: Gary R., I cannot speak for BoA but as a current Wachovia investment banking employee, I can tell you that our hiring has slowed considerably. Whether that will pick up or not remains to be seen (depends on a lot of factors).

Gary R.: Thank you, I appreciate it!

Rakesh: Hi Jennifer, I am interested in starting career treks to LA and NY for students interested in entertainment. How can CMC provide support in such activities?

Jennifer_KFBS_CMC: Rakesh, we work with the clubs on their treks, helping them establish contacts (with alumni or recruiters) and prepping the students on what to expect during the trip. We can also work through logistics with the club like helping with resume books, setting up the meetings, etc.

Rakesh: Thanks Jennifer.

Junaid S.: Can you shed some light on the career treks at Kenan-Flagler? When do they normally happen? Are they organized for internship or full-time positions?

Danielle_KFBS 2.: Junaid - career treks are handled by the career clubs. They are generally for internship searches, though it's really up to the club and the coordinators as to who attends. Many clubs hold their trek during our fall break (usually the 2nd week in October), however there are smaller treks planned based on class schedules and company availability. I can speak more to the marketing treks if there is interest.

Junaid S.: Thanks Danielle.

Aggor_KFBS2010: We have 5 minutes left in today's chat.

Meleata: Danielle, which marketing treks did you attend? What activities were planned? Which companies did you visit? Lastly, what was the length of the trek?

Meleata: Also, how does a student arrange a "new" career trek?

Jennifer_KFBS_CMC: Meleata, you can arrange a new career trek by first working with the appropriate club, or if that isn't an option, pulling like-minded students together and working with CMC to organize. That has happened before.

Danielle_KFBS 2.: Meleata - I planned the fall career trek to NY/NJ. We visited 7 companies over a 3 day period. We had company visits, panel discussions, a happy hour with one company, a soup tasting with another, facilities tours, and other

relevant activities. We worked in conjunction with the health care club, so we visited both CPG and health care related firms. Some of the companies include: Kraft, J&J, Campbell's Soup, Wyeth, Bayer, Bristol Myers Squibb, Colgate-Palmolive, and GE. The length was 3 days (Monday, Tuesday, Wednesday).

MeleataL: Thank you all for the valuable information. I appreciate it!

Jyoti: Hello, I have been working as an IT consultant for the past six years and I am looking for a career in Management consulting after my mba. I can understand there would be a lot of competition in getting a summer internship / placement in a consulting company. Could you please advise me on what do companies look for in a management consultant? I have gone through some of the responses you had for similar queries. You have suggested going through some business case books - Could you suggest any book in particular?

Susanne H. : Jyoti, in terms of what management consulting companies look for, I would say GMAT(especially for the larger firms), casing interview, and how well you've gotten to know them. In terms of books, Case In Point is a good one to start with.

Jennifer_KFBS_CMC: Jyoti, I know that "Ace the Case" has been popular with students.

Jyoti: Great! Thanks Susanne and Jennifer!

Buki_KFBS2009: Hello, Jyoti. Another good Consulting Case prep book is "Crack the Case".

David: What kind of career resources are available for admitted students between now and ASW? I would like to be well researched on the industries and opportunities before stepping on campus.

Jennifer_KFBS_CMC: David, please check with the admissions office on what they deliver to new admits.

David: Thanks everyone for the information.

Aggor_KFBS2010 2.: Unfortunately we are out of time, but we welcome your interest in Kenan-Flagler. If you have further questions, you can email mba_info@unc.edu. The transcript for today's chat will be available within the next two weeks at <http://www.kenan-flagler.unc.edu/Programs/>.... Thank you all for the time today.

Amrinder_KFBS2009: Thanks everyone.

Rakesh: Thanks everyone for all the valuable information. Looking forward to meet you in person.

Danielle_KFBS 2.: Thanks all!

Susanne H.: Thanks and good luck!

Peggy T.: Thanks for joining our chat today. We hope you find it informative.