



▶ LCB STUDENTS VISIT LOCAL COMPANIES GARAGE GAMES & NIKE2



▶ FIND RELEVANT INTERNSHIP SEARCH SITES AND LEARN TO MAKE THE MOST OF YOUR INTERNSHIP...3

A LOOK BACK AT AN ACTION-PACKED WINTER TERM

LCB Career Services *Highlighter*



▶ ACCOUNTING FIRMS MEET THE STUDENTS & MBA'S MIX & MINGLE4



▶ NYC OPPORTUNITIES & OUR "ASK THE RECRUITER" MOCK INTERVIEW EVENT ... 5



▶ LCB STUDENTS' SUCCESS AT THE INTERNSHIP & CAREER FAIR, AND HOW THEY PREPPED FOR IT6



▶ INSIDE THE MBA CAREER FAIR, AND INSIDE THE INTERVIEW PROCESS7



▶ JOIN US ON FACEBOOK, AND FIND OUT ABOUT UPCOMING EVENTS... 8

Helping You Achieve Your Internship Goals



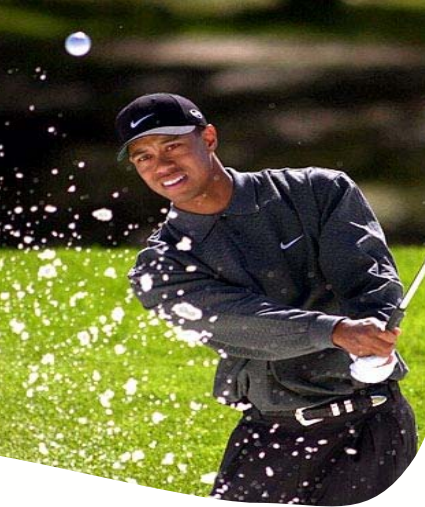
Winter was peak internship season at LCB Career Services, and Winter Term 2008 was busier than ever!

This term, the Career Services team provided undergraduate, MBA and MAcc students alike, with an abundance of opportunities to plan, prepare for and engage in the internship search process. Leveraging employer site visits in Portland, Eugene and NYC, our office sought to find unique opportunities for students to gain valuable experiences.

This term, LCB Career Services also hosted a wide range of employers on campus, to provide students with career guidance, interesting insights, and of course interviews!

Engaging with students is of utmost importance to our team. As such, an LCB Career Services fan site was created on Facebook, and the Blackboard site is continually adapted to provide up-to-date information to business school students.





Nike Days: It's in the Air

Did you feel it? The tingle in your spine you experience when you witness an amazing sports feat. On January 10th the Oregon MBA class experienced just that, as part of Nike's Campus Trek event, where MBA students from select schools were invited to take a look inside!

Walking onto the Nike campus is an experience in itself. For Oregon students, Nike is much more than a shoe company, it is a home grown, global brand at the heart of athletes around the world. At Nike's core is a proud history and strong culture which was evident throughout the organization, from Strategic Planning to Corporate Responsibility to Tax.

Throughout the day, students were led through career paths of a variety of Nike executives, with the message of 'you gotta love what you do.' One point of entry for students is Nike's Adrenaline Internship program, which provides the opportunity to learn and grow in a dynamic, interactive setting. A weekly speaker series allows students to hear from top Nike executives, and 'Thirsty Thursday' events encourage networking and relationship building.

Common themes of passion, love for sport, and importance of the team were prominent throughout the day. From the Lance Armstrong fitness center to the Ronaldhino soccer greens to the Tiger Woods putting green, Nike truly is committed to fulfilling its mission of 'bringing inspiration and innovation to every athlete in the world.' And according to Nike, 'If you have a body you're an athlete.'

PASSION, INNOVATION AND SPORT



Nike+ welcomes customers to 'the new running experience' - this innovation is a direct result of the Nike spirit seen by MBA students this winter

Current GarageGames CEO, Josh Williams, started as an intern!

Check garagegames.com for available opportunities

Get in the Game: GarageGames

Undergraduate business students had the opportunity to explore local career possibilities on January 25th when GarageGames hosted their annual LCB business trip. GarageGames is a Eugene-based startup, founded by a group of programmers looking for change. GarageGames produces a number of game engines that facilitate the development of video games for popular consoles and operating systems.

Oregon MBA '07 Alumna Deborah Marshall, a Product Group Manager, showed students around and introduced them to the exciting career opportunities available right here in Eugene. Deborah was offered a full-time position following a summer internship with GarageGames. She enjoys the creative and driven environment and jumped at the chance to do something different every day.

GarageGames offers an intensive internship program for both undergraduate and MBA students. In fact, their current CEO, Josh Williams, was originally an intern with the company and quickly worked his way up through the ranks. Anyone interested in connecting with GarageGames should check out their website or come see us in LCB Career Services.

Stay tuned for exciting opportunities to connect with fascinating companies from our office!





Making the Most of your Internship: Employers Tell All

From left to right: Taryn Stastny, Northwestern Mutual Financial Network; Kate Salyers, Pacific Continental Bank; Ashley O'Hollaren, Portland Trail Blazers; Jacqui Low & Amanda Martinez, Target; Bill Sherman, LCB Career Services

By now, you've probably heard from faculty and friends that there is value to having a summer internship—so get off your couch and get in the game! On February 13th, five LCB alumni visited campus to share insider tips for finding the right internship and making the most of it.

Some key takeaways from the discussion were:

- An “internship” is any experience that helps give you professional credibility. Don't overlook volunteer and club leadership opportunities—they'll do wonders in building your resume.
- Don't submit generic resumes to online application systems. You have a better chance of making it past the 1st cut by including key words in your application.
- In many industries, who you know matters, so take time to network! Everybody knows somebody, so start reaching out to family, friends & faculty, letting them know you're looking for a summer internship in _____ (be as specific as you can).
- If a company doesn't have internship opportunities posted, don't be discouraged! Reach out to the company and let them know you are willing to work on projects for them. Great opportunities are created this way!

Internship Search Sites

These search sites provide a wide range of internship opportunities that help answer frequently asked internship search questions.

Each site is constantly being updated, so make sure to bookmark your favorites and check back often!

Find **General Opportunities** with Monstertrak.com

- *Snapshot of Opportunities:* Disney College Program; R.V. Kuhns & Associates Investment Analyst; Kmart Management Trainee

Get **Sustainable** with Greendreamjobs.com

- *Snapshot of Opportunities:* HIP Investor; US Fish & Wildlife Service; SURELY Green and CleanFish

Finance & Accounting students browse **Jobsinthemoney.com**

- *Snapshot of Opportunities:* Converganz Financial Planning Analyst; Countrywide Personal Banker; Robert Half Finance & Accounting

Intern **Internationally** with ie3global.ous.edu

- *Snapshot of Opportunities:* June Chocolate and Licorice Factory in Australia; Cape Town Film and Advertising Industry in South Africa; Grassroots Community Development near Mumbai in India

Check for **Active Recruiters** at uo-career.uoregon.edu

- *Snapshot of Opportunities:* The Late Show with David Letterman; Apple Computer, Inc.; Portland Rose Festival

And of course, stop by LCB Career Services for more internship search tools

Thank You to companies visiting LCB Career Services this Winter





Accounting Firms Meet the Students



The annual "Meet the Students" event, hosted by Beta Alpha Psi, is a perfect opportunity for internship-hopefuls to really get a feel for what the different firms have to offer.

Key Take-Aways:

Try to get acquainted with as many representatives from each firm as possible. Not only will you learn about what type of people work at each firm, but the more people you meet, the more likely you are to be considered for that internship. When firms are making hiring decisions, the partners and shareholders solicit opinions from all their staff.

After each conversation, ask for business cards, and write down key take-aways about each representative – whether it's related to a hobby or the position. Students engage with a lot of different people in one evening, and personalized follow-ups are a great method to show your excitement in the firm.

More Tips & Tricks:

- If you feel uneasy in this situation, find a faculty member or a Career Services advisor to introduce you to a firm of interest
- Bring a resume – smaller or private firms often look it over on-site, and most firms will contact you later to talk
- To prepare for the event, research firm values as well as specific member profiles
- Consider questions and discussion topics that help you achieve your decision criteria

Unlike "Meet the Firms" focus on full-time job search, "Meet the Students" consists of more casual conversation with recruiters who are genuinely interested in getting to know each student on a more personal level – so get ready and just go for it.

Consider This: You're sitting in a lounge watching the Blazers & Golden State battle for a play-off berth when you strike up a conversation with the woman next to you. After a quick introduction you realize that she is the Vice President of Marketing for sustainability powerhouse Clif Bar – the company you would love to intern for this summer!

MBA's Mix & Mingle

This situation is what 1st and 2nd year MBA's were asked to consider at a Networking Event on January 8th.

So, what would YOU do? ...here's some advice from the MBA class on navigating this tricky situation:

- Try several avenues of conversation, both professional and personal, and let the Exec choose to pursue the directions. How long have you lived on the West coast? How long have you been with Clif Bar? I was skiing last weekend at Mt. Bachelor...
- Focus on the relationship, not on the job: Building relationships help build your network and make it easy to follow-up to discuss potential opportunities. So, sit back, relax and enjoy the game...together!
- Begin with a common topic of discussion that leads into a strategic area of interest: Did you hear about the NBA Cares campaign that took place at this year's All Star Game? OR I was in Portland last weekend and saw the Blazers new marketing campaign - it was great!
- And remember! Any outing has the potential to turn into a networking opportunity, so act appropriately and engage those around you! – before you get up to dance on the pool table!

The down side? She just expressed to you that she is exhausted after a long day of meetings and is excited to just sit back, relax and watch the game. You want to make a great impression, but also don't want to impose on her personal time! How do YOU make the most of this chance meeting?





NYC: Bill & James' Excellent Adventures

I-Banking

Who we saw: Bloomberg, BOA, CIT, Citigroup, Global Partners, Longacre Fund Management, and Pequot Capital.

What you should know:

- To compete against the best, you need to start early. Job deadlines often appear before fall term even gets started!
- Leverage your networks. Sometimes it takes a personal referral to get your resume on the recruiter's desk.
- If you are hired, the earning potential is exciting. But be prepared, for long weeks (sometimes 70-80 hrs).

Each time Bill Sherman and James Chang go to New York City, they learn something new about the city, the people, and the great industries that drive the 11th largest economy in the world. During this trip, James and Bill set out to learn the career secrets of two professions which are quintessentially New York: investment banking and sports business.

Sports Business

Who we saw: Relay, ESPN, NBA, and NFL.

What you should know:

- This is the field that everyone wants to play on. As a result, competition is high and wages are often modest in the beginning.
- You need to communicate more than passion for sport—your skills, knowledge & accomplishments are just as important.
- Interviews are meant to assess your overall *fit* with the organization and the culture, so do your homework on both and sell yourself with confidence!

LCB Finds Opportunities



Each term, our own Bill Sherman scours the land looking for cool companies that match up with student interests in marketing, accounting, finance, IT, operations, sports business and entrepreneurship. Here are some of his recent discoveries, along with a few names you'll recognize:

- Adidas
- Apple
- Bank of America
- Chevron
- CIT
- Citigroup
- Clear Channel
- DataLogic
- Education Pioneers
- ESPN
- House Spirits Distillery
- Fischer Investments
- GarageGames
- Global Partners
- Google
- Jefferies & Company
- Jibe Consulting
- Legacy Health Systems
- Liberty Mutual
- Longacre Fund Management
- NFL
- Nike
- Northwest Mutual Financial Network
- Northwest Natural Gas
- Oregon Entrepreneurs Network
- OsoEco
- Pacific Continental Bank
- Pepsi Bottling Group
- Pequot Capital
- Portland Trail Blazers
- Regence
- Relay Worldwide
- Sterling Savings Bank
- Stewardship Properties
- Symantec
- Sun Microsystems
- Target
- Wolseley/Ferguson
- Yahoo!

LCB Career Services turned their signature 'Ask the Recruiter' event on its head this term, and had the recruiters ask the questions in mock interviews! Students took advantage of the unique opportunity to practice their interviewing skills, Career Fair approach and receive general career advice. They were able to network with industry professionals, including executives from Northwestern Mutual Financial Network and Regence Healthcare.

Mock Interviews with Industry Professionals? What an Opportunity!

Strategically timed for the day prior to the campus-wide Career & Internship Fair, this event provided students with the chance to receive last-minute advice and get rid of their Career Fair jitters, while making a lasting impression on employers. And make an impression they did! Employers were enthusiastic about the chance to interact with students in a meaningful way

and to truly add value to the students' career or internship search.

Recruiters were thrilled with both undergraduate and MBA LCB students and commented on how prepared our students were for the job/internship search.

Don't miss these great career development opportunities in the future! Check out upcoming events on BlackBoard, under Career Services today, and see page 8 for upcoming spring events!



LCB Sophomore Richard Reynolds, practices his interview skills with Melissa Mackie from Regence Healthcare





LCB Students Successful at the Winter Internship & Career Fair

The Winter Internship & Career Fair was held on February 27 and featured over 60 firms. Students were offered a fantastic opportunity to engage with employers and learn more about a wide range of fields, companies and career opportunities.

Undergrad and Graduate business students were well represented at the event, with employers commenting on how impressed they were with the professionalism and preparation of our students.

A large number of our LCB students were also asked to return on Thursday for interviews—several of whom attended the Career Fair simply to gather information and build their networks!

Career Fairs can be exciting and challenging, especially the first time you attend one. Some tips from these successful students for maximizing the Career Fair experience:

- Remember that employers are here to meet you, so don't be shy!
- Don't know who Aerotek is? Ask! They're more than happy to talk about their business!
- Want to learn about 'The Day in the Life of a Personal Banker?' Who better to ask than the representative in front of you!

- Don't forget your resumes! Networking opportunities abound and you will want to leave a lasting impression—like your resume!
- Ask for a business card—the key to networking is the follow-up, and the business card is your key to success.
- And finally, 'The Approach:' find that smile, extend your hand and introduce yourself confidently. Follow-up by asking about an area of interest and/or discussing why you are excited to talk to them.

Keep these tips in mind and start preparing for the Spring Career Fair, Non-Profit & Public Service Career Fair, and Professional & Graduate School Fair all taking place Spring Term. See you there!

Winter was peak internship season at LCB Career Services



here's how we helped LCB students prepare!

WANTED: Undergraduate Internships

To assist our students in their quest for the perfect internship, LCB Career Services developed and hosted 3 specialized workshops for Undergraduate Business students. This Winter, an unprecedented number of students took advantage of these opportunities to consider and plan their internship search.

How to Find an Internship gave students a chance to get a leg up on the process! Participants gained strategies and resources to help them find the internship of their dreams.

Internship Cover Letters provided students with a model for writing an engaging cover letter to appeal to internship employers.

Interviewing Skills: How to Land the Internship! identified commonly asked questions to help prepare students for the internship interviewing process, while creating a favorable impression.

LCB students certainly understand the importance of the internship experience and effective preparation. Overall, **83 students** participated in this year's internship search sessions—**an increase of 88% from last year!**





Students Get Connected at the 2008 NW MBA Consortium Career Fair

27 regional and national organizations came together at the Portland World Trade Center on February 1st to meet and recruit Oregon MBA students. This annual LCB event is held in partnership with the MBA programs at Oregon State, Portland State, Willamette, Washington State, Washington, and U of Portland.

This year's Career Fair brought together the largest number of employers and students in recent memory.

The event started with a recruiter panel, during which employers gave recommendations to career changers and MBA's with less work experience on how to best position their strengths and set realistic job or internship expectations.

Key topics included focusing on transferrable skills and being confident throughout your search.

They also shared insight about how online applications are screened and how to combine networking and personal contacts with the impersonal electronic application process for optimal impact: use key words and always follow-up with contacts.



Companies participating in the 2008 NW MBA Consortium Career Fair:

- ◇ Bonneville Power Administration
- ◇ Cintas
- ◇ City of Portland/Office of Management & Finance
- ◇ Columbia Sportswear
- ◇ Daimler Trucks North America LLC (Formerly Freightliner)
- ◇ Harry & David
- ◇ Hitachi Consulting
- ◇ Kaiser Permanente
- ◇ Knowledge Learning Corporation
- ◇ Legacy Health Systems
- ◇ MassMutual/ Oregon Financial Services Group
- ◇ Northwest Mutual Financial Network
- ◇ Oregon Department of Administrative Services
- ◇ PCC Structural
- ◇ PepsiCo - Frito Lay
- ◇ Point B Solutions Group, LLP
- ◇ PPM Technologies
- ◇ RealNetworks
- ◇ Regence Healthcare
- ◇ Secretary of State Audits Division
- ◇ State Farm Insurance Company
- ◇ Stockamp and Associates
- ◇ Sun Microsystems
- ◇ Symantec
- ◇ Tektronix, Inc
- ◇ The Standard
- ◇ Walgreens

Inside the Interview Process

One of the first success stories from the MBA Class of 2008 comes from Finance Major, Dan Jolicoeur. Dan was proactive and energetic in his job search, and it paid off with dividends!



Dan Jolicoeur, MBA '08
Intel Finance

- Prioritization of projects - how would you go about this process and how would you get information?
- Proven leadership - how would you make decisions, and sell these ideas?

Preparation Tactics:

- Consider past experiences and relevant stories that can be tailored to multiple interview questions
- Research the company to find relevant skills/goals & learn key facts, ie: sales, stock prices and overall financials

Insight into Intel's Interview Questions:

- Finance & Accounting questions were predominant: how financial statements are related, the impact of the Sarbanes-Oxley Act, and the result of a change in the depreciation schedule

LCB Undergraduate student Sasha Welka reflects on her journey into Yahoo! Search's Platinum Sales team, and offers tips to help you get through the interview process.



Sasha Welka, UG '07
Yahoo!

- Effective communication skills are critical in this position—Yahoo! wanted to know how Sasha has handled difficult clients and teammates

Preparation Tactics:

Insight into Yahoo!'s Interview Questions:

- Be ready to talk about relevant experience and the online realm
- Be ready to say how you can 'move and shake' Yahoo!
- Online Experience - Sasha walked recruiters through a website she worked on over the summer to demonstrate her online savvy
- They're looking for people that can 'Think Big'
- Know the market—Sasha researched and compared competitors to prepare





Upcoming Events @ Career Services

APRIL

Week 1:

- Beyond Websites—Job Search Workshop
- Sustainability Luncheon in Portland

Week 2:

- Applying to the Major: Resume Workshop
- Job Search Cover Letter Workshop

Weeks 3 & 4

- MBA Trip to San Francisco
- MBA Breakfast Club

Week 4

- Non-Standard Resume Workshop
- Health Professionals & Grad School Fair
- Non-Profit & Public Service Career Fair

MAY

Week 6:

- Careers in Banking Event
- Spring Career Fair
- Business Etiquette & Dress 4 Success Fashion Show

Spring is near & so is graduation...

Get prepared with Spring Term's Career Services Events!

Spring is job search season at LCB Career Services! This term we have lined up a wide variety of events for all business majors.

A brief list of events can be seen to the right, but be sure to check Blackboard, Facebook, or visit us in 240 Lillis for all your career development needs.



Career Services is now on Facebook!

What better way to engage with our students than to join the digital world of Facebook?

with one another, as well as with the Career Services team, about relevant topics of interest.

The LCB Career Services fan site allows students to learn more about upcoming events from the comfort of home. Beyond event dates, students can also register online for events such as 'Employers Tell All.'

LCB Career Services posts jobs and internships frequently, and using this new medium, students can easily link to the LCB Blackboard site which showcases these opportunities.

Students are able to interact

Become a fan of LCB Career Services today, to take advantage of these opportunities.



Search 'LCB Career Services' to become a fan today!

