

career connections

The background features two hands, one from the top left and one from the bottom right, both rendered in a light blue color. They are positioned as if holding two yellow gears. The top hand is above the top gear, and the bottom hand is below the bottom gear. The gears are interlocking. The background is a dark blue with a fine, light blue dot pattern.

creating
synergies
between
university of
delaware
students &
employers



**Alfred Lerner College
of Business & Economics**

CAREER SERVICES CENTER



Employer Relationships

The Lerner College Career Services Center can help your organization recruit undergraduate and graduate students in business administration, accounting, finance, marketing, management, operations management, entrepreneurship, information systems, and hotel, restaurant and institutional management. We offer a variety of services for employers to connect with our business students:

- » Conduct resume reviews and mock interviews
- » Host an information table in Purnell Hall lobby
- » Connect with a student organization
- » Present in a class about your company or a specific business topic
- » Sponsor a case study
- » Co-present on a career topic such as networking and interviewing
- » Recommend colleagues for the Executive Mentors Scholars Program (see page 2)
- » Hire a Corporate Associate (see page 5)



We want to make recruitment easy for our employers, which is why many of our employer services are centralized with the Career Services Center including:

- » On-campus interview program
- » Information sessions
- » Posting job and internship opportunities
- » Career fairs
- » Partnership opportunities

We understand that every organization's needs are different and encourage you to contact us to discuss your Lerner College recruitment plan.

Executive Mentors Scholars Program

The business community has long recognized the value of mentoring as a means of developing both its leaders and its future workforce. The Executive Mentors Scholars (EMS) Program is leading the way in developing this unique educational resource. By pairing the professional backgrounds of executives with student career objectives, the Lerner College gives undergraduate and graduate students the opportunity to hone their skills in preparation for successful employment.

STUDENT BENEFITS

- » Develop a one-on-one relationship with a public or private-sector business executive
- » Gain insights on the relevance of academic studies to the business world and specific career objectives
- » Obtain an insider's view of a company and the industry in which it operates
- » Learn valuable networking skills

MENTOR BENEFITS

- » Utilize coaching skills while assessing the talent of potential employees
- » Establish a closer relationship with the University of Delaware and the Lerner College
- » Serve as a role model by sharing expertise through conversations and actions

MENTOR COMMITMENT

- » Complete a Mentor Profile Form.
- » Commit to mentoring your student for two years. If you are paired with an undergraduate student, you will mentor that student for their junior and senior years. If you are paired with a graduate student, you will mentor one student for the first year and a different student for the second year.
- » Work together with your mentee to establish a schedule and develop an agenda with objectives for the academic year.
- » Be receptive to working with your student to schedule meetings that might range from breakfast or lunch, attendance at a staff meeting or a company tour, to interaction with colleagues or attendance at a business conference or seminar.
- » Complete a brief questionnaire at the end of the mentor experience.

My mentor helped me with interviewing tips, things to look for in choosing a firm, and personally connecting me with recruiting staff. I honestly feel that the EMS Program has had a lot to do with my success interviewing last year and interning this summer.

—Kelli McDonald,
Accounting



UNIVERSITY OF DELAWARE
Ed Stegemeier

Jaclyn Williams, with mentor Ed Stegemeier, Senior VP Strategic Development, Southern Wine & Spirits, New Castle.

SAMPLE MENTOR-MENTEE ACTIVITIES

- » Job shadow for day/half day
- » Resume review
- » Interview training
- » Discuss and offer advice on career and life objectives
- » Networking with mentor's colleagues
- » Meet for lunch or dinner
- » Attendance at conferences or meetings

EMS PARTNERS

- » President & CEO, Christiana Health Care System
- » Senior Vice President, J.P. Morgan
- » Senior VP of Business Development, NBC Universal
- » President, Iron Hill Brewery & Restaurant
- » Senior VP of Communications, American Pharmacists Association
- » Partner, Ernst & Young
- » Vice President of Marketing & Sales, Verizon
- » Vice President & Counsel, Deutsch Bank

The program has been going very well for me over the past year. I've met with my mentor multiple times each semester and communicate through email/phone at least once a month. My mentor has been extremely helpful with career advice and as a contact to bounce ideas off of when going through the interview and internship process.

—Meghan McNulty, Finance

I think that it is a wonderful program and I am so happy that I decided to do this... I am shocked by how beneficial this program is for UD students. I had no idea how much insight and how many connections in my field I would create through this program. It has been, and continues to be, an excellent opportunity for me.

—Jerica Henry, Management

Corporate Associates Program

Established in 1997, the Corporate Associates Program (CAP) is an elite internship program that gives top Lerner College graduate students an opportunity to gain valuable on-the-job experience with a corporate sponsor. These positions pay a stipend and include a 50 percent tuition scholarship. While completing their degree work, participating students are able to apply their finance, marketing and management skills to an industry setting. This experience gives our Corporate Associates (CAs) an advantage in the career search process and provides organizations immediate access to talent for a variety of positions.

EMPLOYER INFORMATION

The CAP enables participating employers to acquire top graduate-level talent at an affordable price without long-term hiring obligations. Benefits include:

- » Top graduate students (MBA, MS in Accounting & MIS, Finance, Economics, Information Systems, Hospitality Management and International Business) in the Lerner College who are eager to apply their experience and academic skills to an industry setting
- » Each CA works 20 hours per week for the fall semester (September 1-January 15) and spring semester (January 16-May 31)
- » Summer CAs work 40 hours per week from June 1 through August 31
- » Possible CAs from other countries with knowledge of international markets and business practices
- » A "first look" at the CA, allowing the employer to develop a relationship to further the possibility of obtaining a full-time employee
- » The ability to submit formal performance evaluations designed to serve as the basis to retain the CA for the next term
- » Strengthen your organization's competitive advantage while the CA extends your research and problem-solving capabilities
- » Gain visibility and interaction with top Lerner College graduate students and faculty

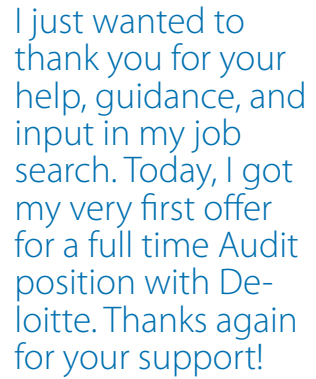
For more information about the
Corporate Associate Program, please visit
www.lerner.udel.edu/satelliteCSC/CAP



Chris Reese and Torleif Garlid take a break from their Corporate Associate responsibilities at AAA.

EXAMPLE ASSOCIATE ASSIGNMENTS

- » Business Information & Forecasting
 - Analysis of secondary data on markets and products
 - Updating/developing brand and generic forecasting models
- » Financial and Accounting Support Services
 - Collection and organization of daily production activities
 - Financial and operating data analysis
- » Marketing Planning & Development
 - Development, recommendation, and implementation of marketing strategies to achieve marketing goals and objectives
- » Operations & Supply Chain Management
 - Provide direct assistance to supply chain managers, sales and operations process leaders, global and regional planner, and the corporate work process analyst



I just wanted to thank you for your help, guidance, and input in my job search. Today, I got my very first offer for a full time Audit position with Deloitte. Thanks again for your support!

— Ritu Jindal

THE SELECTION PROCESS

- » Employers provide a detailed position description to be marketed to the Lerner College graduate students as well as posted on the Blue Hen Careers website.
- » Students who apply are then carefully screened by the Corporate Relations & Career Management Office.
- » Resumes of the most qualified candidates are then forwarded to the employer for consideration.
- » Employers then conduct interviews with the desired candidates and select the best fit Corporate Associate(s).

WHAT THE ASSOCIATE RECEIVES

- » An opportunity to apply their past career experience and advanced academic knowledge, while developing new skills and enhancing existing skills
- » 50% tuition waiver per semester
- » \$8,325 stipend per semester
- » Beneficial feedback from employers at the end of the semester through a formal performance evaluation

WHAT DOES IT COST THE EMPLOYERS?

- » \$9,900 per Corporate Associate per semester (due upon receipt of the invoice) to help cover the CA's stipend and tuition, which is paid through UD's payroll system.

CORPORATE PARTNERS

Some examples of our corporate partners include:

- » AAA Mid-Atlantic
- » Siegfried Group
- » Artisans Bank
- » DuPont
- » Barclay Card
- » Small Business Technology & Development Center
- » SevOne
- » JPMorgan Chase

Contact Us

Paul Rollison
103 Alfred Lerner Hall
University of Delaware
Newark, DE 19716
(302) 831-1072
paulr@udel.edu

Jill Panté
103 Alfred Lerner Hall
University of Delaware
Newark, DE 19716
(302) 831-3161
jgugino@udel.edu

I wanted to leave you a quick thank you for taking time to meet with me and discuss my career search. The resume guidance and advice was great, as were the networking suggestions. It's comforting to know that seven years after graduation the University of Delaware family can still be counted on.

— Dan Newman







**Alfred Lerner College
of Business & Economics**

CAREER SERVICES CENTER

103 Alfred Lerner Hall
Newark, DE 19716
lerner.udel.edu | (302) 831-2221