Today’s agenda:

- Introduction to the CDO
- How we support the LGO Career Journey
- Next steps
Industry Preferences

Technology 22%
Finance: PE/VC/ HFs 14%
Consulting 16%

<table>
<thead>
<tr>
<th>Industry</th>
<th>Preference</th>
</tr>
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<tbody>
<tr>
<td>Healthcare/BioTech/Pharma</td>
<td>7%</td>
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<tr>
<td>Impact Investing</td>
<td>5%</td>
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<tr>
<td>Non-Profit/Ed/Social Ent.</td>
<td>5%</td>
</tr>
<tr>
<td>Auto/Aero/Transportation</td>
<td>4%</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>4%</td>
</tr>
<tr>
<td>Retail/CPG/Luxury</td>
<td>3%</td>
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<tr>
<td>Oil/Energy</td>
<td>3%</td>
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<tr>
<td>Media/Entertainment</td>
<td>3%</td>
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<tr>
<td>Do Not Know</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>2%</td>
</tr>
<tr>
<td>Investment Management</td>
<td>2%</td>
</tr>
<tr>
<td>Government</td>
<td>2%</td>
</tr>
<tr>
<td>Diversified Financial Serv.</td>
<td>1%</td>
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</tbody>
</table>

Source: MBA Class of 2022 Career Interests Survey (n=415)
MBA CAREER EDUCATION

**Pre-matriculation**

Career Foundations preparation for the MBA career journey
- Self-assessments, industry guides, resume/LinkedIn materials and virtual reviews
- Optional pre-orientation workshops in August

**Core Classes**

Classes with Communications and Organizational Processes faculty
- Two 15.280 Communications classes and one 15.311 OP classes taught collaboratively by the Career Education team and faculty

**Career Classes**

Targeted sessions to customize & deepen learning of career management strategies
- Timely, led weekly on Thursday mornings by the Career Education team
- Ample time for any career questions; recorded

**Career Advising**

Individual career advising and small group meetings
- Career Advisors available for individual coaching, resume/cover letter/LinkedIn reviews, mock interviews, and self-assessment results reviews as well as small group advising by industry
WHERE DO YOU START?

Know Yourself

Understand the Market

Create Alignment
SYSTEMS OF SUPPORT

Career Foundations for Incoming MBA Students

Know Yourself. Understand the Market. Create Alignment.

Career Foundations - Canvas

Your CDO – https://cdo.mit.edu
CAREER CENTRAL

Access via Your CDO

- Company contacts and recruiting history
- On-campus recruiting
- Job Postings
- Event sign-ups
- Advising appointments
- Student Database (including resumes)
CAREER CENTRAL

COMPLETE YOUR PROFILE

› Take 5 minutes to complete your Profile in Career Central
› Update your profile as your interests change during the program
› Employers cannot access 1Y resumes until October
MBA RECRUITING

Recruiting is 100% virtual in the fall

Company Presentations begin October 1
• All events are Tuesday/Thursday; lunch/evening

MBA Networking Night is October 6

CDO Coffee Chats
• We are encouraging employers to offer slots at different times of day, Mon-Sat, to accommodate student schedules.
CORE FELLOWS

- Core Fellows are Orientation Leaders, Career Partners and Supportive Peers
- Dedicated time to meet with your core team as a group, and individually
- Assist with MBA Program, Leadership Center and CDO programs and events
- Full list of Core Fellows is available on Your CDO
MIT SLOAN INDUSTRY ADVISORS

Industries Represented:

- AI/Machine Learning
- Biotech/Medical Devices
- CPG
- Digital Health/Health Tech
- Ecommerce
- Energy
- Entertainment/Media/Sports
- FinTech
- Investment Banking
- Investment Management
- IoT/Mobility Tech
- Marketing Tech
- Mobile/Communications
- Real Estate Tech
- SaaS
- Social Impact Investing/ESG
- VC
ESTABLISHED

*highway*

- Post-scaling sales and marketing
  - 250+ employees
  - “Scale it!”
  - Optimizer, enhancer

ENTERPRISE

*dirt road*

- Post-product / market fit, pre-scaling
  - 50-250 employees
  - “Sell it!”
  - Machine and systems builder

ENTREPRENEURIAL

*jungle*

- Pre-product / market fit
  - 1-50 employees
  - “Build it!”
  - Risk taker, explorer

Source: Bussgang, Entering StartUpLand
LGO ‘22 CAREER DEVELOPMENT TIMELINE – YEAR 1

Aug  
Preparation, Virtual Resume Reviews & Networking

Sept  
Career Core and Career Classes

Oct  
Targeted Career Education Events

Nov  
Advising

Dec  
Company Presentations

Jan  
One-off Presentations

Feb  
Mock Interviews for LGO Fellowships

Mar  
LGO Resume Deadline Sept. 11

Apr  
Information Exchange - learn about employers, ask questions, establish relationships Sept 28 – Nov 6

May  
LGO June Start Interviews Jan/Feb

June 2021  
Fellowships Start
LGO ‘22 CAREER DEVELOPMENT TIMELINE – YEAR 2

- **Aug**: Fellowships
- **Sept**: Preparation, Networking, Advising, Virtual Resume & Cover Letter Reviews, Mock Interviews
- **Oct**: Targeted Career Education and Recruiting Events
- **Nov**: Full-Time Interviews, Additional Applications/Interviews
- **Dec**: Company Presentations, One-off Presentations
- **Jan**: Resume Database Deadline – mid/late Aug
- **Feb**: Information Exchange – Mid-Aug – late Sept.
- **Mar**: LGO Interviews – late Sept - Nov
- **April**: Fall Research Showcase – Late Sept.
STEERING YOUR CAREER

▸ Senior executives, alumni and 2Y MBAs speak about their industry & position
▸ Helpful both for those looking to make a career change and those looking to understand industry timing and opportunities

▸ Topics will be:
  • Consulting
  • Investment Banking
  • Technology
  • Venture Capital
  • Private Equity
  • Retail/CPG
  • Healthcare
  • Entrepreneurship/Startups
COMING UP:

Career Foundations, Virtual Resume Reviews, Career Central Profile, Weekly Newsletters

August 12th: Career Considerations for International Students

September 3rd: Get to Know the CDO/First Session of Career Core

September 10th: Comms 15.280 Telling Your Story

Steering Your Career Industry Alumni Sessions
QUESTIONS & THANK YOU!

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