

How to Create Your Own Internship

While there is no exact prescription for creating your own internship, the 3 steps below provide a rough framework for approaching what is, by nature, a rather unstructured process. Watch the [video](#) and read this [blog post](#) from an alumni Core Fellow for additional details and context. As the below is general guidance, the MBA Career Advising Team is available to meet with you to create an individual plan. You can book an appointment on [Career Central](#).

1. Know Your Goals

Clarify both what you bring to the table and what you hope to get out of an internship experience in order to identify - and ultimately present yourself as a candidate for - an opportunity that could be a good fit.

- Understand yourself and your goals
- Identify key skills and interests you bring to the table
- Brainstorm a target list of companies that could be a good fit
- Identify a functional area that you can add value to in a company

2. Connect Using an Informational Approach

It's ideal to connect with a company through informational interviewing so you can build the relationship, demonstrate your candidate quality through your conversations, and get to know their needs so you can identify how you can contribute and broach the idea of a potential internship. (That's typically not done in the first meeting when taking this approach.) That is what we recommend, but it's not the only way; students have also reached out and asked in their initial email if there is interest in discussing a potential internship - success with this approach depends on who you're reaching out to and the quality of your message content.

- Get introduced via a warm connection: [LinkedIn Alumni](#), [Sloan Industry Advisors](#), Faculty, peers, etc.
 - [Sample Outreach Email](#)
- Build a relationship and feel out the natural time for making an ask
- Ask if they're open to discuss a project
- Research the company and industry using [Pitchbook](#), [Plunkett](#), [Crunchbase](#), etc.
- Get to know their challenges and priorities while demonstrating your insight and value

3. Create a Proposal

Take the lead on creating the job description so the burden is not on the employer. Specify what you'll work on and deliver, and you can work out the details with the employer.

- Take the initiative on creating a proposal
- Create a short proposal that includes the project definition, outcomes, deliverables, etc. Create your own from scratch or see the two Sloane examples below:
 - [Sample Proposal](#)
 - [Sample Project Proposal](#)
- Use the [Employment Report](#) to gauge compensation. This may/may not be included in the proposal based on the situation (use your judgment).