

CAREER CONSIDERATIONS FOR INTERNATIONAL STUDENTS

MBA, LGO MSMS & MFIN

September 28, 2023

Rose Keating, CDO

CDO TEAM MEMBERS JOINING US TONIGHT



Georgette Arato
MBA Career Advisor



Lindsey Nicholson
MBA Career Advisor



Maggie Luo
MFin Career Advisor



- 01 Networking
- 02 Finding Opportunities
- 03 Work Authorization

AGENDA



A STORY ABOUT NETWORKING



Gary Bergman
Senior Consultant,
Career Management, BU



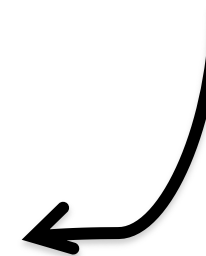
Carla Akalarian
Director Career
Services at Simmons



James Morrison
Director of Career Services, HULT



Jane Russell
Career Services Manager, HULT





4 years at Hult



Karen Phillips, Assoc.
Dean at Hult



Director of Career Management, BU



Christie Reynolds, MIT



A STORY ABOUT NETWORKING CONT.



**Job at
MIT
Sloan!**



Rose Keating

*Director, Career Development, MBA &
Specialty Masters*

Rose Keating serves as Director of Career Career Development, leading the teams supporting the MBA, MFin, MBAn and MSMS programs. She is also an MFin Career Advisor. Rose is also the CDO liaison to the Entrepreneurship Club and Taiwanese Club.

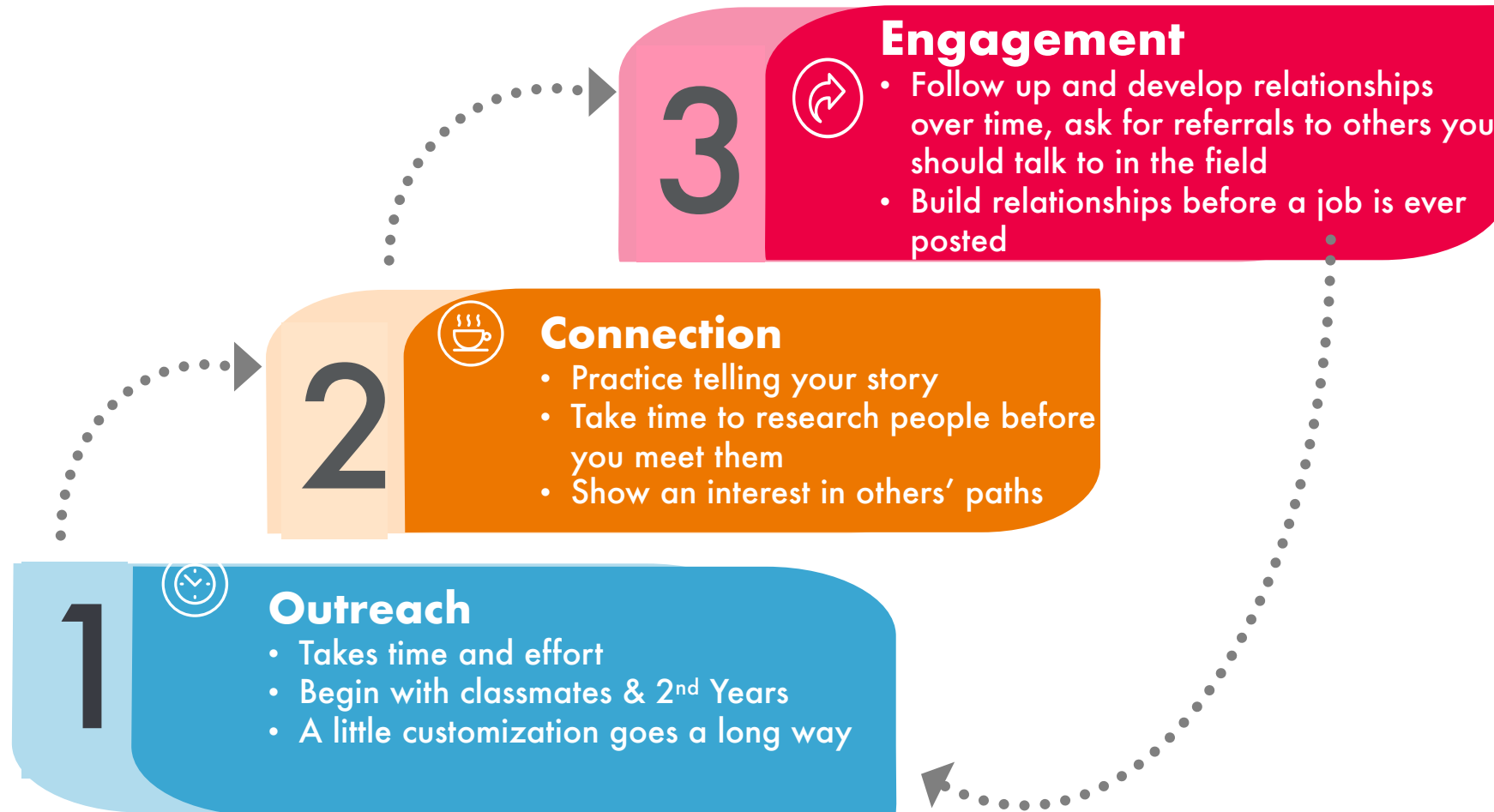
WHAT IS NETWORKING?



As defined by Professor Ahimez:

“Networking is making links from people we know to people they know, in an organized way, for specific purpose, while remaining committed to doing our part, expecting nothing in return.”

ELEMENTS OF NETWORKING



WAYS TO CONNECT



- Education (e.g. same undergraduate school or major)
- Professional experience
- Common upbringing, culture, language



- Weather, current news, travel
- Politics, religion, bad press and controversial topics *should be avoided*

- Skills such as modeling, negotiation, presentation, user-interface design
- Experiences such as launching a product or service, being part of a deal team, lean manufacturing that align with an industry pain point
- Domain knowledge of certain sectors

NETWORKING OPPORTUNITIES



Recruiting Events

- Company Presentations
- Office Hours
- Career Fairs



Industry Events

- Club events
- Treks
- Conferences



Reaching Out

- Email
- Phone
- LinkedIn



Informational Interviews

- MIT Community (2Y MBAs, etc.)
- Alumni
- Company Contacts

USING YOUR STRENGTHS TO NETWORK



Executing

Achiever
Arranger
Belief
Consistency
Deliberative
Discipline
Focus
Responsibility
Restorative

Influencing

Activator
Command
Communication
Competition
Maximizer
Self-Assurance
Significance
Woo

Relationship Building

Adaptability
Developer
Connectedness
Empathy
Harmony
Includer
Individualization
Positivity
Relator

Strategic Thinking

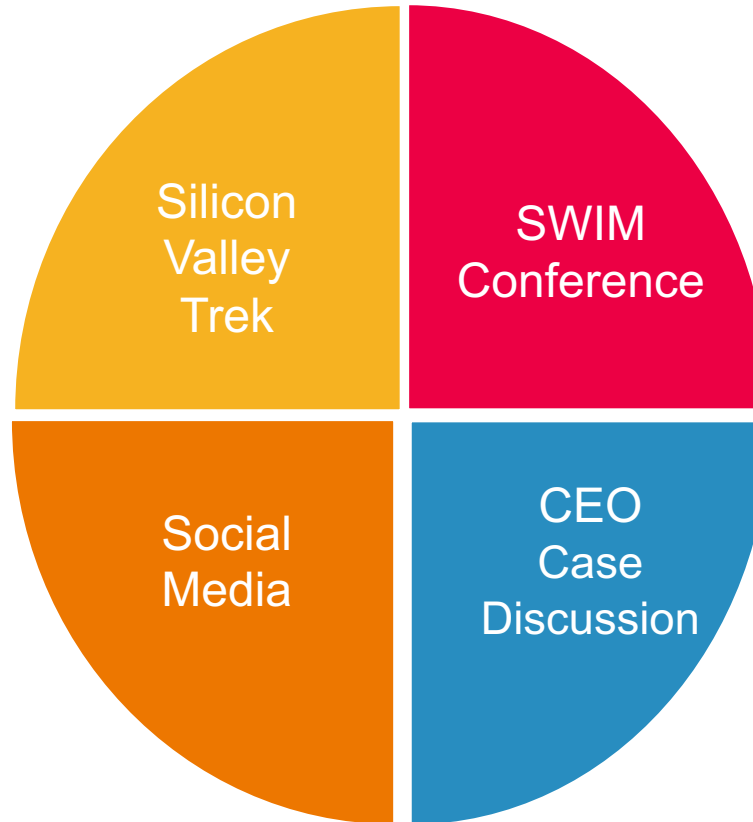
Analytical
Context
Futuristic
Ideation
Input
Intellection
Learner
Strategic

Source: <http://www.gallup.com/businessjournal/113338/what-makes-great-leadership-team.aspx>

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<http://laconteconsulting.com>

SUCCESSFUL STUDENT STORIES

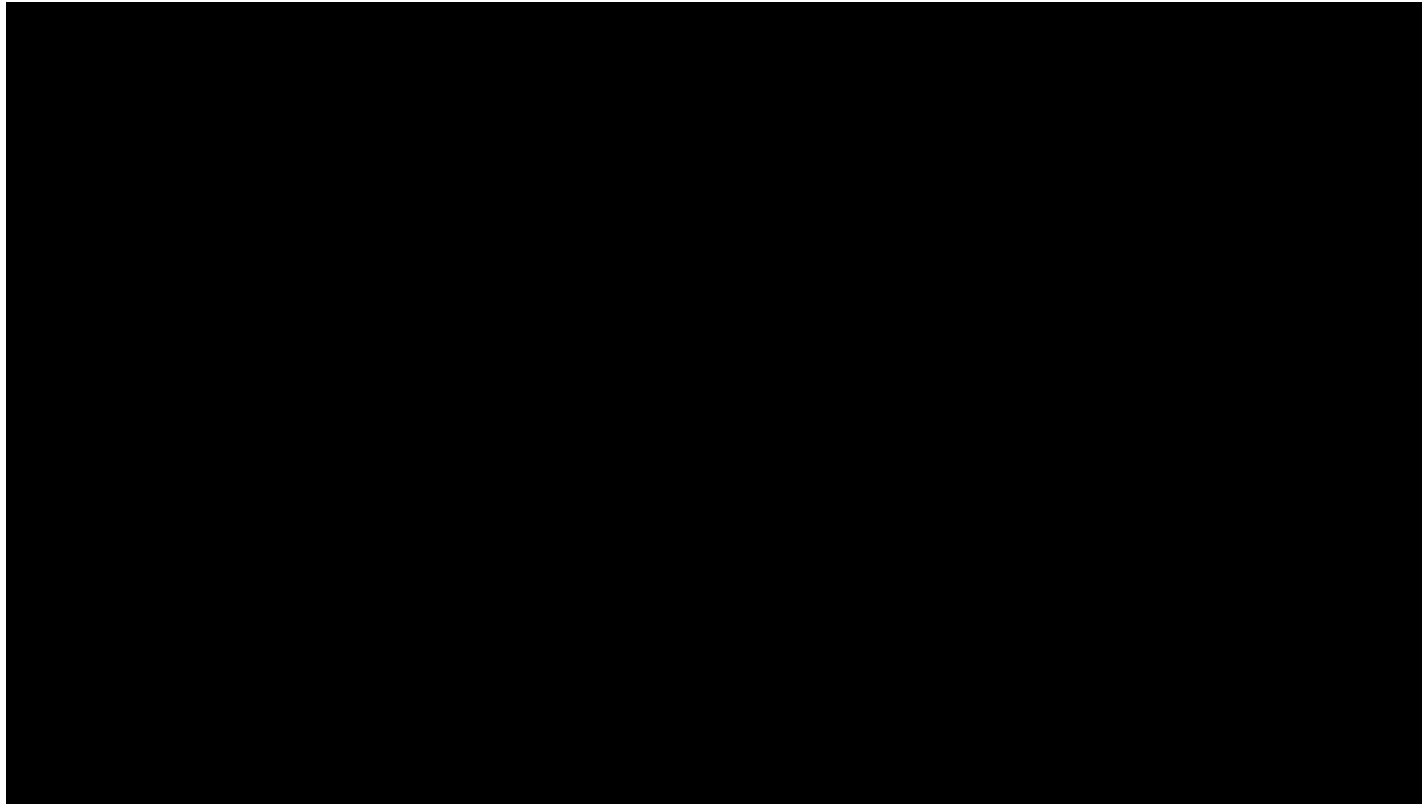
- Student visits a data analytics startup as a part of a trek
- Stays in touch with contacts
- Startup participates in Career Fair
- Meets with the company reps
- Interviews after the Career Fair



- Student follows Tough Mudder on Facebook
- Finds a connection to senior leadership
- Proactively reaches out to the company with a strong pitch

- CEO of Avon addresses students at a SWIM Conference
- Student connects with the CEO after the session
- Gets the opportunity to interview

- Student follows up with a thank you note to senior executive
- Gets connected to the recruiting team
- Student does not get offer, but is introduced to other firms in real estate finance



Video: <http://vimeo.com/mitsloan/review/102945351/a87b8071da>

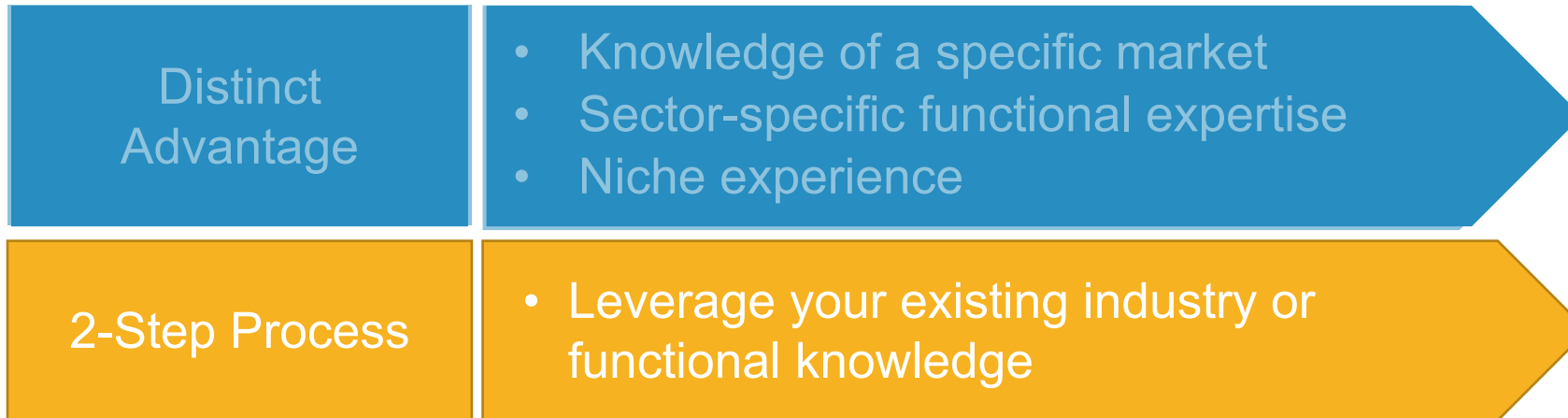


JOB SEARCH STRATEGIES

Distinct
Advantage

- Knowledge of a specific market
- Sector-specific functional expertise
- Niche experience

JOB SEARCH STRATEGIES





JOB SEARCH STRATEGIES

| | |
|-----------------------------------|--|
| Distinct Advantage | <ul style="list-style-type: none">• Knowledge of a specific market• Sector-specific functional expertise• Niche experience |
| 2-Step Process | <ul style="list-style-type: none">• Leverage your existing industry or functional knowledge |
| Global Multinational Corporations | <ul style="list-style-type: none">• Seek opportunities where you have a work permit• Look to transfer later through employer |



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| Fewer/No Visa Restrictions | <ul style="list-style-type: none">• Curate information from historical data and current postings |

WORK AUTHORIZATION CONSIDERATIONS



- U.S. businesses use the visa programs to employ foreign workers in specialty occupations that require theoretical or technical expertise in specialized fields
- Visit www.myvisajobs.com for detailed data more and U.S. Citizenship and Immigration Services (USCIS) to remain updated on latest news
- Review the comprehensive information on the International Student Office website - www.iso.mit.edu

**Work
Authorization** = **FX** (*Industry, Function, Role, Organizational
Growth, Economy, Luck*)

HOW DO I KNOW IF A COMPANY SPONSORS?



Position Description

- **Career Central:**
Work Authorization
 - No Eligibility Restrictions
 - Some Eligibility Restrictions

Historical Hiring

- **myVisajobs.com:**
Listing of all H-1B visas issued
- **YourCDO (cdo.mit.edu)**
Companies Hiring Non-US Students

Alumni

- **LinkedIn Alumni Search**
- **Infinite Connection**
(<https://alum.mit.edu/>)

Exceptions are made based on a candidate's alignment with the company's needs

ANSWERING Q'S ABOUT SPONSORSHIP NEEDS AS 1ST YEAR ON INTERNSHIP APPLICATIONS



Are you legally eligible to work in the U.S.?

↳ **Yes** (*reflects your summer CPT eligibility*)

Will you now or in the future require visa sponsorship for employment?

↳ **Yes** (*reflects your need for sponsorship after OPT*)

Do you currently require the company to sponsor a work visa on your behalf to commence employment?

↳ **No** (*reflects your summer CPT eligibility*)

Note: These answers are general guidance for internship applications.
Please ask the CDO if you are unsure how to answer based on your situation.

FILTER QUESTIONS



How do I navigate around the filter question on applications?

- **Be truthful in the application**
 - For positions also posted in Career Central, trust the Work Authorization requirements listed in the position *(a recruiter is looking at both Career Central & the company's application site to review Sloan applicants)*
- **Use informational conversations to build your network in a company**
 - Keep the primary goal of the conversation informational and relationship-building
 - Let them be the ones to suggest a referral

RESOURCES



Your CDO (cdo.mit.edu/channels/international-students/)



www.myvisajobs.com



GlobeSmart



MBA-Exchange



Two-Hour Job Search



Companies hiring non-US students



English language resources

KEY TAKEAWAYS



- Stay updated on the U.S. visa situation
- Take ownership of the elements you **can** control
- Reflect on your strengths and where you want to be
- Research opportunities that you would like to target
- Utilize all resources to support your career objectives
- Embrace networking!

THANK YOU!

