

Breakout Session 1

Wednesday, June 25 9AM-10:30AM

Cultural Analysis Toolkit: A Resource for Integrating International and Domestic MBA Students

Susan Masson - Sr. Associate Director, MBA Career Management, McCombs School of Business, University of Texas at Austin

Deirdre Mendez - Director, Center for International Business Education and Research, University of Texas at Austin

ROOM: Elk Lake

TRACK: International/Global

Cultural factors complicate international students' ability to assimilate into work groups, contribute ideas in class, and meet employer expectations for communication and self-presentation. This train-the-trainer session introduces the Cultural Analysis Toolkit, a self-guided intercultural assessment methodology that students can use to compare their own cultural orientations to those of their academic environment, work teams, and potential employers. Discussion will focus on deploying the toolkit based on participant goals and constraints.

Wednesday, June 25 9AM-10:30AM

The Creation, Function, and Value of Advisory Boards for MBA Programs

Nicole Hall - Director, Market Readiness & Employment, School of Business, Wake Forest University

Paul Poissant - Director of Employer Relations, Smeal College of Business, Penn State University

Rose van Loben Sels - Assistant Director, Employer Relations, W.P. Carey School of Business, Arizona State University

ROOM: Birch/Maple Lake

TRACK: Directors/Operations

An advisory board composed of employer or alumni stakeholders can deliver valuable assistance to MBA program faculty and administration. More specifically, an advisory board can provide support in achieving a program's career development and academic objectives. This program will discuss several key aspects on advisory board development and implementation, including: a) board functions; b) board structure and staffing; and c) examples of benefits and challenges drawn from actual experiences at several schools.

Breakout Session 1

Wednesday, June 25 9AM-10:30AM

Innovative Strategies for Delivering Career Curriculum

Katrin Baker - Associate Director, Career Management Center, Kenan-Flagler Business School, University of North Carolina

ROOM: Excelsior Bay

TRACK: Student Success

New and seasoned practitioners - join us to share best practices and innovative strategies for teaching career topics. We will brainstorm, learn, and share techniques to present material in original, interactive, or creative ways. We will focus on methods to make learning more impactful and engaging through activities, simulations, or other interactive learning. Key outcomes will be summarized and shared on-site, as well as post conference. Come prepared to actively participate and share resources/ideas!

Wednesday, June 25 9AM-10:30AM

Senior Moments - An Open Discussion Among 'Senior' Career Professionals

Jamie Belinne - Assistant Dean, C.T. Bauer College of Business, University of Houston

Tom Kozicki - Executive Director, Paul Merage School of Business, University of California, Irvine

ROOM: Pine/Cedar Lake

TRACK: Directors/Operations

This discussion is for senior professionals with 10+ years' experience leading MBA career services. It is an opportunity to share challenges, look at how things have changed, and deal with some of the challenges associated with working long term in MBA career services. Topics will come from the participants but may include best practices in managing senior administration, addressing changing populations and degree programs, staying fresh after ten years in the business, and dealing with the media.

Breakout Session 1

Wednesday, June 25 9AM-10:30AM

Keep Them Talking About You (But Saying Good Things, Not Bad!) Are Your Returning Interns Ambassadors or Are They Secretly Hurting Your Campus Program?

Rex Trewin - Global University Recruiting Manager, Wipro

ROOM: Calhoun

TRACK: Recruiting and Hiring

Whether your internship program's goals are to build a pipeline for full time hires or is a workforce essential for your day to day operations, keeping them happy and productive during the program is only half the battle. Making sure they return to their school as positive ambassadors will continue to drive the best students to your program and ensure a higher conversion rate. Learn tips on how create, maintain, and retain a top internship program.

Wednesday, June 25 9AM-10:30AM

Bridging the Gap: Encouraging Young Students to Become Professionals in Just 2 Years

Jane Trnka - Executive Director, Career Development Center, Crummer Graduate School of Business, Rollins College

Beth Ursin - Director of Career Management, Atkinson Graduate School of Management, Willamette University

ROOM: Deer Lake

TRACK: Student Success

This interactive session includes case studies of students with less than 2 years of work experience and their success with employment. Focus will be on strategies to move students from an undergrad mentality to becoming successful professionals. Specifically: Developing leadership skills and experiences to build their resumes in a way that attracts employers, with a keen emphasis on engaging employers during the internship and motivating the student to work hard to get what they want.

Breakout Session 1

Wednesday, June 25 9AM-10:30AM

Reputation Remediation: Use Social Media Audits to Protect your Personal Brand and Attract Opportunities (Part I & II)

Sharon B. Cohen - Associate Director MBA Career Services - PMBA, EMBA & Alumni, Terry College of Business, University of Georgia

ROOM: Grays/Wayzata Bay

TRACK: Student Success

Learn about the new and exciting concept of social media audits and reputation remediation. Hear the latest updates to Google+, LinkedIn, Twitter, and Facebook for 2014. Audit your online accounts in real time! Help your students use social media tools to build, monitor, and protect their reputation and attract opportunities. Best practices for MBA advising and workshops. Are you prepared? Are your MBAs prepared? This is an interactive, hands-on program with samples of social media audit-checklists provided! Sharon says, "Google my name."

Wednesday, June 25 9AM-10:30AM

Developing Opportunities in Asia for MBA/MS Students

Karen Dowd - Assistant Dean, Career Management & Corporate Engagement, Simon Business School, University of Rochester

Elana Givens - Associate Dean, Career Services, Brandeis International Business School

ROOM: Lafayette Bay

TRACK: International/Global

Participants will share and learn best practices of ways schools develop internship and employment opportunities for students in Asia by developing alumni networks, expanding corporate engagement, and outreach to local, regional, and multi-national hiring managers. Several individuals who were part of the MBA CSEA's first annual Asia conference in Singapore will be present to share their learnings from this conference for those who do business in Asia or seek to learn how to expand opportunities in this part of the world.

Breakout Session 1

Wednesday, June 25 9AM-10:30AM

Jobs in Start-Ups: A New Trend Calling for Fresh Tactics

Michelle Hardy - Sr. Associate Director, MBA Employer Relations, McCombs School of Business, University of Texas at Austin

Michael Katz - Director, MBA Career Advising & Programs, Haas School of Business, University of California at Berkeley

ROOM: Lake Nokomis

TRACK: Recruiting and Hiring

The presenters will walk through their approaches to recruiting with startups, from both advising and employer relations perspectives. These approaches cover four key areas that apply to any career center targeting startups or other small- to medium-size employers: 1) setting expectations with students and employers, 2) framing advice by stage in the startup life cycle, 3) crafting strategies to "sell" MBAs to startups, and 4) empowering startups to engage students across the entire academic calendar.

Thursday, June 26 9AM-10:30AM

Paradox of Choice

Niti Shah - University Recruiting Manager & Sr. Recruiter, Model N

Scott Turner - Associate Director, MBA Career Services, Marshall School of Business, University of Southern California

ROOM: Spring Park Bay

TRACK: Recruiting and Hiring

MBA CSEA "Ted" Talk: The Paradox of Choice-to take the job or not? MBA Career Services & Employer recruiting teams continue to expand options for our MBA student populations to help resolve these issues based on a central tenet of western societies: freedom of choice. This presentation offers perspective to why and how choice has made MBA candidates not freer but more paralyzed and not happier but more dissatisfied. Session refers to Author Barry Schwartz, linking economics and psychology.

Breakout Session 2

Wednesday, June 25 11AM-12:30PM

Case Interview Train the Trainer: Learn How to Give a Business Case

Michael Katz - Director, Career Advising & Programs, Haas School of Business, University of California at Berkeley

David Ohrvall - Founder, MBACASE

ROOM: Grays/Wayzata Bay

TRACK: Student Success

Whether you are an employer training others to give case interviews, or a career advisor training students, you'll gain insight and have fun in this session! David Ohrvall, author of Crack the Case System and international trainer, and Michael Katz, career advisor, will engage your mind, build your skills, and keep you laughing. Come learn the distinct modules of a business case, conquer your fears in giving cases, and practice the steps with others.

Wednesday, June 25 11AM-12:30PM

Walking the Fine Line: Wins and Losses in Providing Dedicated, Differentiated Career Services Coaching and Programming for International Students

Marcelo Barros - Associate Director of Employer Relations, Office of Career Services, Robert H. Smith School of Business, University of Maryland

Michele Moylan - Associate Director & Career Coach, Carlson School of Management, University of Minnesota

ROOM: Birch/Maple Lake

TRACK: International/Global

MBA career services offices across the nation are moving toward a differentiated model of international student services featuring a dedicated "international coach role" and sometimes extensive programming designed specifically for international students' unique challenges. But is this differentiation the best approach? Explore and debate the pros and cons of this service model in the context of student satisfaction data with two experienced international MBA coaches.

Breakout Session 2

Wednesday, June 25 11AM-12:30PM

The Value of an MBA Degree - Perception, Value, MOOCS, and Specialty Masters degrees

Megan Hendricks - Executive Director, MBA Career Services & Employer Alliance

Mark Peterson - Director, Graduate Business Career Services, College of Business, Iowa State University

ROOM: Lake Nokomis

TRACK: Directors/Operations

A number of media outlets have challenged the value of the MBA degree recently. For potential students, is the perceived/actual value of an MBA degree worth the cost? Is the MBA holding its value in the marketplace? How will the advent of MOOCS and new specialty masters degrees, including online degrees, affect the traditional MBA in the future. What can we, as professionals, do to ensure that it's still considered a viable degree?

Wednesday, June 25 11AM-12:30PM

Doing More With Less: Making the Most of Available Resources

Jamie Belinne - Assistant Dean, C.T. Bauer College of Business, University of Houston

ROOM: Excelsior Bay

TRACK: Directors/Operations

Do you find your office is more strained for resources each year? Does your staffing and funding seem insufficient to meet your goals? Jamie Belinne will discuss how she brought a small career center into a full service, fully staffed, thriving center that serves all business students. This interactive presentation will focus on: (1) making the best strategic use of existing resources, (2) positioning your office as a key strategic partner internally, and (3) finding additional funding sources.

Breakout Session 2

Wednesday, June 25 11AM-12:30PM

Linking International Students with Alumni

Oliver Blanco - Sr. MBA Career Development Specialist, C.T. Bauer College of Business, University of Houston

Paula Marsh - Associate Director for Graduate Career Services, C.T. Bauer College of Business, University of Houston

ROOM: Pine/Cedar Lake

TRACK: International/Global

The C.T. Bauer College of Business has developed a Global Alumni Council to address the growing need of resources to assist international students with finding employment. The goal of the council is to provide insights into recruiting trends across industries and functions and create connections between international students and alumni. The result is an increase in targeted resources for international students, and an increase in opportunities identified by alumni.

Wednesday, June 25 11AM-12:30PM

Recruiting Women MBAs - Exploring Student Preparation and Corporate Outreach to Engage Top Female Talent

Lisa Jammer, PHR - Sr. Director of Graduate and Alumni Career Services, C.T. Bauer College of Business, University of Houston

Philana Kiely - Executive Director, The National Association of Women MBAs

ROOM: Lafayette Bay

TRACK: Recruiting and Hiring

Facilitated dialogue to discuss the results of a survey of women MBA students and professionals about their job search experience, preparation habits, and expectations. This session will help schools identify potential gaps in student preparation programs and companies that have women outreach efforts.

Breakout Session 2

Wednesday, June 25 11AM-12:30PM

Building a High-Impact Business Development Strategy: Lessons Learned from Career Coaching

Stephen Glomb - Associate Director & Career Coach, Carlson School of Management, University of Minnesota

Maggie Tomas - Sr. Associate Director of Business Development, Carlson School of Management, University of Minnesota

ROOM: Calhoun

TRACK: Recruiting and Hiring

Building a successful employer relations strategy can feel frustrating as you face dead ends and rejection while trying to build a portfolio of companies to recruit your students. In this session, Carlson's Graduate Business Career Center will "borrow" some best practices from career coaching in order to highlight strategies that will increase your chances of getting employers to take you seriously! Participants will be encouraged to share strategies and best practices.

Wednesday, June 25 11AM-12:30PM

Soft Skills are Tough! Tools Your Students and Employees Need for Personal and Professional Development

Gary Fraser, Ed.D. - Assistant Dean, Full Time MBA Program & Career Services, Marshall School of Business, University of Southern California

Michelle Sparkman-Renz - Director, Research Communications, GMAC

Kristin Switzer - Consultant, Hogan Assessment Systems

Rex Trewin - Global University Recruiting Manager, Wipro

ROOM: Spring Park Bay

TRACK: Student Success

Soft skills aren't just icing on the cake. They're essential and they're nothing to be taken lightly. The challenge is training and testing for soft skills. The session will feature a panel of corporate recruiters and career services professionals discussing the importance of soft skills in landing jobs and in advancing careers. More importantly, we'll discuss tactical approaches that can assist in meeting these needs.

Breakout Session 2

Wednesday, June 25 11AM-12:30PM

Creating Impactful Leadership Programs to Develop your Newly Acquired MBA Talent

Sue Collard - Marketing Career Development Programs Director, Dell

Jean Gekler - Sr. Associate Director MBA Career Management, Foster School of Business, University of Washington

Ann Hargraves - Director of Recruiting, Talent Acquisition & Sourcing, Liberty Mutual Insurance

Lindsay Schultz - Integrated Marketing Development, 3M

Cassandra Young - MBA Staffing Consultant, Microsoft

ROOM: Elk Lake

TRACK: Recruiting and Hiring

Developing newly acquired MBA talent is critical to organizations who are focused on using this pipeline to build their future leadership bench. Join a panel of employers who will talk about their leadership programs. Topics include: how leadership programs can empower your new MBAs hires, what is the impact MBA hires can make in the business given the opportunity, and how these programs foster career development (and increase employee retention). We look forward to sharing best practices and having an open conversation with the audience.

Wednesday, June 25 11AM-12:30PM

Establishing MBA Recruiting at Your Company

Amanda Brown - National Recruiting Manager for MBA/Law Programs, KPMG, LLP

ROOM: Deer Lake

TRACK: Recruiting and Hiring

Establishing new recruiting models and strategies is not as easy as one might think! Processes and procedures, salaries, professional development, and performance management are a few of the items one must consider when creating a recruiting program from scratch. Most important, strategy and professional buy-in will ensure success. Hear from a MBA recruiting manager who had to start from the beginning at a major professional services firm.

Breakout Session 3

Thursday, June 26 10AM-11:30AM

Organizations Don't Change, People Do

Michael S. Seaver - Director of Alumni Career Services & Engagement, Thunderbird School of Global Management

ROOM: Excelsior Bay

TRACK: Directors/Operations

When leading through change, knowing how to create a big picture strategy that correlates with your school's mission, uses evidence to support the "why" of change, and enlists help from influencers to keep your team engaged is wildly important. You will learn best practices that paint the picture of success and continue to drive personal change through evoking emotional connections. Handouts and tools to help garner commitment from a variety of stakeholders will be provided.

Thursday, June 26 10AM-11:30AM

Enhancing Alumni & Employer Relations by Getting Your Students to NETWORK Like Rockstars! (Extra Emphasis on International Students)

Jaymin Patel - Author, Speaker, Coach, www.MBARockstar.com

Scott Turner - Associate Director, MBA Career Services, Marshall School of Business, University of Southern California

ROOM: Grays/Wayzata Bay

TRACK: Student Success

This session will help Career Services professionals guide students to develop the right mindset to be successful... and network like a Rockstar using a "networking science" offering insights from numerous MBA students, recruiters, and career services. We will review & discuss various approaches, methodologies, and proven tactics used to teach networking strategies and skill sets to your students in an effective way that will "stick" plus specific tips for reaching international students.

Breakout Session 3

Thursday, June 26 10AM-11:30AM

Career Teams -- Engaging Students in Self-Assessment That Works (and is Fun!)

Catherine Elliott - Manager, Alumni & Student Communications & Programs, Harvard Business School

Lauren Murphy - Director, Career & Professional Development, Harvard Business School

Katie Stewart - Assistant Director, Programs & Communications, Harvard Business School

ROOM: Elk Lake

TRACK: Student Success

Experience firsthand this interactive and engaging small-group workshop that helps students identify their true interests and passions. Whether you work with a few or hundreds of students, Career Teams can be a popular and effective self-assessment program. Career Teams uses tools your school already uses or has easy access to. In addition to the program content, you will learn how to market this program to generate strong student interest and attendance.

Thursday, June 26 10AM-11:30AM

What Gets Measured, Gets Done! A Best Practices Session on Campus Recruiting & Career Center Metrics.

Sean Ferguson - Associate Dean of Master's Programs, HKUST

Joseph Palumbo - Head, MBA/MSc Career & Professional Development, HKUST

ROOM: Lake Nokomis

TRACK: Directors/Operations

What do you get when you combine an engineer and an accountant who came from industry and have an MBA? Metrics, metrics & metrics! What gets measured, gets done. What gets measured, gets rewarded. How do you know how you are doing if you don't create KPIs, measure against those benchmarks, and compare to other career centers globally. This session is targeted to career services management and beneficial to anyone interested in campus recruitment measurement.

Breakout Session 3

Thursday, June 26 10AM-11:30AM

When Career Accelerators Behave Like Career Changers

Marie Bergeron - Director, Career Development, Experienced Hires, Jones Graduate School of Business, Rice University

Fabiola Currarino - Executive Director, Career Management Center, Jones Graduate School of Business, Rice University

ROOM: Spring Park Bay

TRACK: Part Time Students

More MBA applicants are performing financial trade-off analyses and choosing to retain current jobs while pursuing MBAs. Later, they realize this is not optimal for career paths like consulting and investment banking. Career centers must do some creative re-thinking, programmatically and philosophically, in dealing with this trend. This session explores some effective approaches, like Class Mapping and Expectation Leveling, to engage early on and deal with this developing trend. Participants will share ideas in round table discussions.

Thursday, June 26 10AM-11:30AM

Making the Most Out of Diversity Conferences

Jino Ahn - CEO, Asian MBA International

Lisa Jammer - Sr. Director of Graduate & Alumni Career Services, Rockwell Career Center, C.T. Bauer College of Business, University of Houston

Philana Kiely - Executive Director, National Association of Women MBAs

ROOM: Deer Lake

TRACK: Recruiting and Hiring

Diversity conferences are a great way for MBA students and employers to connect at one convenient time and place. But, are your students making the most of these events to maximize their time and effort? Employers - are you using the events to your advantage to maximize your time? Hear from a panel of representatives from diversity organizations with their advice and best practices to make the most of the event.

Breakout Session 3

Thursday, June 26 10AM-11:30AM

Career Rock Climbing - A New Framework and Practical Exercises to Develop and Execute an Effective Career Strategy

Jason Aldrich - Executive Director, Career Management Center, Robinson College of Business, Georgia State University

ROOM: Birch/Maple Lake

TRACK: Student Success

The traditional "corporate ladder" is gone...replaced by a 'Career Rock Climbing' wall rife with tenuous footholds and unexpected twists. Success, no matter how you define it, requires you to develop a more creative and agile career strategy that requires a high degree of adaptability. This session introduces new frameworks and innovative approaches to engage faculty, staff, and students based on the results of my action research doctoral study on "Facilitating Career Adaptability" with EMBA students.

Thursday, June 26 10AM-11:30AM

Helping F-1 Visa Students Overcome Cultural and Visa Issues to Succeed in a US-based Job Search

Paul Allaire - Associate Director, MBA Career Management Center, Terry College of Business, University of Georgia

ROOM: Lafayette Bay

TRACK: International/Global

Join us for a "peer exchange" session to brainstorm and discuss best practices of helping F-1 visa students overcome cultural and visa issues and find internship and permanent employment in the USA. Understand CPT, OPT, and H-1B visa and employment regulations, better understand the cultural issues F-1 visa international students face in the US job search, and learn tips and ideas to become a more effective coach/advocate for international students.

Breakout Session 3

Thursday, June 26 10AM-11:30AM

What to Do When the Regular Methods of Recruiting Are Not Working?

Amanda Brown - National Recruiting Manager for MBA/Law Programs, KPMG, LLP

Christine DelRegno - Talent Acquisition Director (Shared Services), CVS Caremark

Kim DiNicola - Vice President, College Relations, Fidelity Investments

Susan Shald - Director of Talent Sourcing, Gallup

ROOM: Pine/Cedar Lake

TRACK: Recruiting and Hiring

Hear from employers of choice about how - at the end of the day - the relationships you build with schools make all the difference in successful recruiting. How can you form partnerships to find new ways to build your brand on and off campus, what benefits do you see from certain schools, how can you gain more of those benefits at other schools, how do alumni help attract talent, and more!

Thursday, June 26 10AM-11:30AM

Gathering Employment Data for Working Professional MBA Programs

Robin Boswell - Director of Graduate Student Career Development, Belk College of Business, UNC Charlotte

Nicole Hall - Director, Market Readiness & Employment, School of Business, Wake Forest University

Damian Zikakis - Director, Career Services, Stephen M. Ross School of Business, University of Michigan

ROOM: Calhoun

TRACK: Part Time Students

For working professional MBA programs, it can be challenging to know where to begin in the process of collecting employment data. Join us to learn best practices for data collection, methods to encourage student reporting, and ideas for presenting your data. We will also have small group discussions to further vet these ideas. We will conclude with an update from the Standards Committee on the efforts underway to establish part-time MBA standards.

Breakout Session 4

Thursday, June 26 12:45PM-2:15PM

Using Improvisation Workshops and Assessments to Enhance MBA Self-Awareness, Resiliency, Risk-Taking, and Poise

Dori Jamison - Director of Employer Relations, Consulting/Professional Services/Human Capital, Robert H. Smith School of Business, University of Maryland

Jennifer Kinder - Director of MBA Career Programming and Leadership Development, Robert H. Smith School of Business, University of Maryland

Jeff Kudisch, Ph.D. - Assistant Dean of Corporate Relations/Managing Director, Office of Career Services, Robert H. Smith School of Business, University of Maryland

ROOM: Grays/Wayzata Bay

TRACK: Student Success

Employers seek talented MBAs who exhibit poise, have a polished delivery style, effectively think on their feet, and demonstrate active listening skills. This session will provide an overview of innovative programming designed to address these leadership requirements. Using principles and experiential activities from Improv and Smith's Building Your Appetite for Risk workshops, MBA students are receiving the tools, skills, and insights necessary to help them recognize their passions, build resiliency, and overcome anxiety and fears.

Thursday, June 26 12:45PM-2:15PM

Perfect Your Personal Pitch: Win Student Mindshare

Jodi Glickman - President & Founder, Great on the Job

Marjie Terry - VP, Leadership Development, Great on the Job

Damian Zikakis - Director, Career Services, Stephen M. Ross School of Business, University of Michigan

ROOM: Lafayette Bay

TRACK: Recruiting and Hiring

Is your pitch winning students over—do they “love you” out of the gate? Learn how to whip your career services or company pitch into shape and get more students engaged with you on their path to landing a dream job. Walk away with a proven strategy for crafting a targeted, compelling pitch for yourself and your organization. For career services and recruiting professionals alike, learn the key to attracting students and creating immediate fans.

Breakout Session 4

Thursday, June 26 12:45PM-2:15PM

Creating Your Brand Essence: A Workshop for MBAs

Jean Gekler - Senior Associate Director, MBA Career Management, Foster School of Business, University of Washington

Naomi Sanchez - Assistant Dean, MBA Career Management, Foster School of Business, University of Washington

ROOM: Excelsior Bay

TRACK: Student Success

"Creating Your Brand Essence" for MBA candidates is designed to develop powerful brand statements. Students often know their accomplishments, but have not created a transformative brand in time for their job searches. Resume highlights and brand attributes are identified to create brand essence statements. Students consistently comment on the value of a strong brand that they own. Participate in an interactive session and learn how to offer this exercise at your university or organization. Student demonstration will be featured.

Thursday, June 26 12:45PM-2:15PM

The Art and Intricacies of Executive Recruiting

Taura Prosek - Director, Career Management & Corporate Partnerships, Wisconsin School of Business, University of Wisconsin-Madison

ROOM: Birch/Maple Lake

TRACK: Part Time Students

An overview of corporate and outsourced recruitment models will be introduced with an emphasis on role of executive recruiters. Will be delivered in a workshop format that can be customized and shared with MBA students. Question examples will be provided that MBA's can use as a foundation the next time an executive recruiter reaches out asking, "Would you have interest in learning more about this opportunity?"

Breakout Session 4

Thursday, June 26 12:45PM-2:15PM

Moving MBA Students From Insight to Action on Their Career Focus

Lesah Beckhusen - Associate Director/Program Manager, Haas School of Business, University of California at Berkeley

Lauren Klentak - Associate Director, Professional Development Programming, Argyros School of Business & Economics, Chapman University

Beth Ursin - Director of Career Management, Atkinson Graduate School of Management, Willamette University

Scott Turner - Associate Director, MBA Career Services, Marshall School of Business, University of Southern California

Susan Whitcomb - CEO, The Academies, Inc.

ROOM: Spring Park Bay

TRACK: Student Success

Given the diversity of MBA career options available, many students find themselves uncertain and indecisive about their position/industry targets. The result? A lack of focus that can weaken their candidacy, cripple their momentum, and prolong their job search. In this panel, you will gain new ideas—including programs, coaching techniques, exercises, and assessments—that have proven successful in moving students from uncertainty to clarity and action with fewer detours on the way.

Thursday, June 26 12:45PM-2:15PM

Hire Expectations: Meeting the Demands of Tomorrow's Employers and Students

Jamie Belinne - Assistant Dean for Career Services, C.T. Bauer College of Business, University of Houston

Rebecca Estrada - Survey Research Manager, GMAC

Nicole Griffith - Senior MBA Recruiter, EY

Becky Kieffer - Principal Talent Acquisition Specialist, Campus Programs & LDRP, Medtronic

ROOM: Deer Lake

TRACK: Recruiting and Hiring

MBA students have NEW routes to finding employment. A panel of top recruiters and career services professionals, plus results of the GMAC Corporate Recruiters Survey, offer insights in this session. The goal is to assist career services and employers in responding to questions about: What recruiting trends should be monitored? What is today's hiring outlook? How can you increase student-employer connections? More importantly, how can your program prepare students to bridge the skills gap before graduation?

Breakout Session 4

Thursday, June 26 12:45PM-2:15PM

Building Successful Job Search Strategies for Mission-Driven MBAs

Katrin Baker - Associate Director, MBA Career Management Center, Kenan-Flagler School of Business, University of North Carolina

Mrim Boutla - Co-Founder & Managing Partners, MTMCareers

Rebecca Chopra - Associate Director, Graduate School of Business, Stanford University

Claire Jefferies - Assistant Director, Alumni & Student Affairs, Poole School of Management, NC State University

Kasandra Robinson - Associate Director, Employer Relations, Marketing, & Social Value Creation, Robert H. Smith School of Business, University of Maryland

Mackenzie Sullivan - Sector Director for Social Impact & Sustainability, Fuqua School of Business, Duke University

Maggie Tomas - Sr. Associate Director of Business Development, Carlson School of Management, University of Minnesota

ROOM: Calhoun

TRACK: Student Success

Join this panel discussion to learn how top programs around the country help their students land well-paying impact jobs in corporate social responsibility, impact investing, renewable energy, and international development. 70% of students are interested in impact careers and look to their career center to explore options. You will leave this session with resources and best practices to help coach students from your Net Impact Chapter as well as students who are majoring in sustainability and social entrepreneurship.

Thursday, June 26 12:45PM-2:15PM

Managing Career Services and Recruiting for Multiple Graduate Programs

Judith Downey - Associate Director, MBA Career Center, D'Amore-McKim School of Business, Northeastern University

ROOM: Pine/Cedar Lake

TRACK: Recruiting and Hiring

In addition to traditional full-time, evening, online and Executive MBA programs, colleges and universities are offering an increasing number of specialized MS programs and varied delivery methods to meet changing needs. With limited staffing and budgets, career centers face a significant challenge in providing services for this broader population. We will discuss efficient and cost-effective methods for simultaneously providing career services to students and meeting employers' recruiting needs, while encouraging attendees to share their experiences.

Breakout Session 4

Thursday, June 26 12:45PM-2:15PM

Immigration Issues and Work Visas

Helen Konrad - Director & Immigration Attorney, McCandlish Holton PC

Mark Peterson - Director, Graduate Business Career Services, College of Business, Iowa State University

Mark Rhoads - Director & Immigration Attorney, McCandlish Holton PC

ROOM: Lake Nokomis

TRACK: International/Global

Helen Konrad and Mark Rhoads are nationally-prominent speakers on immigration law, and present to universities and professional associations regularly. H-1B and green card rules are changing rapidly, and this workshop will provide the most current information available. Topics will include: post-MBA work visa options for international students, including OPT and H-1B; practical advice on job search strategies; how to deal with the H-1B quota; options other than H-1B; and permanent resident green card options.

Thursday, June 26 12:45PM-2:15PM

Overcoming the Odds - Helping Your Students Achieve Success When the Deck is Stacked Against Them

Margaret Roberts - Director, Eberhardt Career Management Center, Eberhardt School of Business, University of the Pacific

ROOM: Elk Lake

TRACK: Student Success

Do you suffer from any of these challenges: small school, small MBA population, high proportion of international students, young MBAs with limited experience, poor geographic location with few graduate-level career opportunities, a declining number of employers visiting campus, a staff of 3 or less? Margaret Roberts will share several examples that she has implemented to facilitate success for the students in her program, many of which were gleaned from sessions at past MBA CSEA conferences.