



2006
2007

MBA RECRUITER'S GUIDE



SMU  COX
SCHOOL OF BUSINESS

VISION

A COMMITMENT TO EXCELLENCE

Talent is the defining competitive advantage across the global business landscape, making talent acquisition a critical element for the continued success of any organization.

Cox MBA Talent

The Cox MBA is a unique blend of rigorous academic coursework coupled with special programs and resources such as the American Airlines Global Leadership Program (GLP) and the Business Leadership Center (BLC). These programs further prepare Cox MBA students to be productive members of your organization by equipping them with firsthand experience in the global marketplace as well as practical training in leadership and communications.

Recruiting Cox MBAs

Recruiting is a sophisticated process that entails matching your organization's needs, culture, vision, and mission with a candidate's intellect, style, work ethic, attitude, values, and career goals. The Cox MBA Career Management Center (CMC) is committed to helping your organization maximize its recruiting efforts within the Cox MBA Program.

This guide outlines the many ways we can assist you, ultimately achieving a customized suite of solutions designed to meet your specific needs. We look forward to introducing you to our MBA students and partnering with you throughout your recruitment process at the SMU Cox School of Business.



CMC Staff Members (from left to right): Jan LaDue, Dennis Grindle, Bruce Moore, Jenny Darley, Tamara English, Nan Gunter, Suzanne Sager, George Johnson

RECRUITING

A PARTNERSHIP AND A PROCESS

The CMC is committed to helping you recruit the talent your organization needs to sustain your competitive advantage. Traditional services are outlined below. However, we are also able to adapt the process to fit your scheduling and hiring needs.

- **MBA Career Fairs**, held each fall and spring, focus on first-year and second-year MBA students seeking summer internships and full-time opportunities.
- **On-Campus Information Sessions** allow companies to make a presentation to students three to four weeks before on-campus interviewing.
- **On-Campus Recruiting** is a convenient way for recruiters to select and interview students. We will coordinate your interview schedule and provide interviewing suites.
- **Résumé Books** give you access to the entire first-year and second-year MBA classes both in print and online with the option to sort by concentration, career preferences, etc.
- **Online Job Posting Services** target Full-time MBA students for traditional MBA recruiting as well as SMU Cox alumni, Professional MBA and Executive MBA students to meet your immediate hiring needs.

The CMC strives to build collaborative partnerships with the organizations that recruit at the Cox School of Business. Toward that end, we offer a variety of activities that allow you to become more familiar with the school and increase your exposure to our students.

- Career Panels
- Corporate Site Visits
- Mock Interviews
- Student Club Presentations

On-Campus Recruiting, Résumé Books, and Job Postings Contact:

Jan LaDue
Associate Director
MBA Recruiting Services
214-768-3789
jladue@cox.smu.edu

Career Fair and Partnership Opportunities Contact:

Jenny Darley
Assistant Director
MBA Events and Marketing
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For more information on these and other services we provide, visit us online at:

www.cmc.cox.smu.edu

QUALITY

A RECOGNIZED SOURCE OF TALENT

A number of leading corporations maintain successful recruiting relationships with the Cox MBA program. They define the caliber of our students and illustrate the business marketplace in which Cox MBAs compete and perform. The following is a representative list of the organizations that have hired Cox MBAs for internship and permanent positions in recent years.

3M
7-Eleven
Adidas America
Air Liquide
Alcon Laboratories
American Airlines
Ancor Holdings
AT&T
A.T. Kearney
Bank of America
Bank of Texas
Belo Corporation
Boeing
Boston Consulting Group
Cadbury Schweppes
Capital One
Carreker Corporation
Citifinancial
Citigroup
Countrywide Financial Corporation
Dean Foods
Deloitte Consulting
Delta Airlines
Dell
Epsilon
Ernst & Young
Essilor Laboratory of America
Everest Group
ExxonMobil
Ford Motor Company
FedEx Kinko's
Frito-Lay
FTI Consulting
Goldman Sachs
Hunt Financial Venture
IBM

Intel Corporation
INVESCO
J.C. Penney
Johnson & Johnson
JPMorgan Chase
Kimberly-Clark
KPMG
Lehman Brothers
L'Oreal USA
Mercer Management Consulting
Morningstar
NCH Corporation
Nokia
Nomura Securities International
Omnicom Group
PricewaterhouseCoopers
Prudential Capital
Radio Shack
Raytheon
Sabre Holdings
Samsung
SAP America
Sears, Roebuck & Co.
Smith Barney
Sprint Communications
Targetbase
Texas Instruments
The PNL Companies
The Proctor & Gamble Company
The Staubach Company
The Walt Disney Company
Trinity Industries
TXU Energy
UBS Investment Bank
Wachovia
Wells Fargo