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## *The MBA Career Management Center*



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The Career Management Center (CMC) recognizes that students enter The Fuqua School of Business with diverse career interests and various levels of job search and career planning skills. The services provided through the CMC are designed to meet a wide range of interests and needs.

Early in the first term, the CMC encourages students to begin assessing their skills, accomplishments, work styles, interests and goals. This knowledge provides the basis for résumés, cover letters, and interview themes, and helps the student identify and explore different areas of career interest. The CMC offers a series of classes that cover job-search techniques and skills, and reinforces the information with panel discussions, Career Fellow mentoring (hand-picked second-year students selected to help first-year students), résumé and cover letter reviews and mock interview opportunities. Career counselors meet with students individually and often to monitor individual progress and offer guidance when needed.

The CMC also provides a wide range of resources for career exploration and many opportunities for interaction with professionals and recruiters:

- An extensive library of career books, articles, CD-ROM and online databases, including Bloomberg, Lexis/Nexis, and DataStream;
- Annual fall Career Fairs featuring over 50-75 major national and international businesses interested in attracting Fuqua students;
- Special Interest Presentations (SIPs) made by companies to students, typically consisting of prepared remarks by company representatives and alumni, a question-and-answer period, and a closing reception;
- Workshops and panel presentations by companies sponsored by student clubs and the CMC to discuss the working realities of careers in different functional areas such as investment banking, marketing, and consulting;
- Participation in major recruiting consortia held in conjunction with other top-tier business schools.

The CMC's extensive on-campus recruiting season typically results in employment for approximately 50% of the student body. Other employment opportunities are published through various online bulletin boards on campus and Fuqua job postings provide positions for approximately an additional 5-10% of students.

The comprehensive career planning program provided by Fuqua's Career Management Center is designed not only to provide ample opportunity for students to seek jobs, but also to teach students the invaluable job search and career planning skills they will use throughout their careers. It continues to provide support and resources to graduates long after their departure; Fuqua alumni may use the CMC resources whenever the need arises.

## Companies Hiring at Fuqua in 2001-2002

(Permanent and Summer Employment reported as of June 1, 2002)

Fuqua Equity Partners support a variety of activities at the school through their financial giving. Equity Partners for 2001-2002 are shown in boldface.

A.T. Kearney, Inc.  
Academy Centennial Fund  
Accenture LLP  
Aegis International  
Agilent Technologies Inc.  
Akin, Gump, Strauss, Hauer & Feld LLP  
America Online, Inc.  
American Airlines  
American CONEC Corporation  
**American Express Company**  
Amgen Inc.  
Andersen  
Arthur D. Little, Inc.  
The Aurora Funds, Inc.  
Bain & Company, Inc.  
The Ball Foundation  
**Bank of America Corporation**  
Banco Itau S.A.  
Bear, Stearns & Co. Inc.  
BellSouth Corporation  
The Boston Consulting Group, Inc.  
**Booz-Allen & Hamilton Inc.**  
Bridger Capital  
Bright Pod  
Bristol-Myers Squibb Company  
Brobeck Phleger & Harrison LLP  
CII - A GMACCM Company  
Cambridge Associates  
**Cap Gemini Ernst & Young LLC**  
Capital One Financial Corporation  
Cherokee Investment Partners  
**Citigroup Inc.**  
Citibank  
**The Clorox Company**  
CNET Networks, Inc.  
**The Coca-Cola Company**  
Compaq Computer Corporation  
**Credit Suisse First Boston Corporation**  
Dain Rauscher Inc.  
Dechert  
Deere & Company  
Delaware Management Holdings, Inc.  
**Deloitte & Touche LLP**  
Deloitte Touche Tohmatsu  
Delta Air Lines, Inc.  
Deutsche Banc Alex. Brown Inc.  
Deutsche Bank AG  
DiamondCluster International, Inc.  
Dresdner Kleinwort Wasserstein  
Duke Corporate Education, Inc.  
Duke University  
E.I. DuPont de Nemours and Company  
El Paso Corporation  
**Eli Lilly and Company**  
Enron Corp.  
Ernst & Young LLP  
Erwin L. Greenberg and Associates  
Exxon Mobil Corp.  
Falabella Inc.  
Fidelity Management & Research Co.  
First Union Securities Inc.  
**Ford Motor Company**  
Frito-Lay, Inc.  
GE Card Services  
GE Capital  
General Electric Company  
General Mills  
General Motors Acceptance Corporation  
**General Motors Corporation**  
**The Gillette Company**  
**GlaxoSmithKline**  
**The Goldman Sachs Group, Inc.**  
Gradus Management Consultants  
Gray Cary Ware & Friedenrich  
Guidant Corporation  
**The Hartford Financial Services Group, Inc.**  
The HCA Healthcare Company  
Hoffmann-La Roche Inc.  
Home Box Office (HBO)  
Hughes Network Systems  
Hughes/DIRECTV - Hughes Electronics Corporation  
**IBM Corporation**  
IBM Consulting  
Integration Consultoria  
Intel Corporation  
Intervolve, Inc.  
J.P. Morgan Chase & Company  
**Johnson & Johnson**  
Johnson & Johnson-Biosense Webster, Inc.  
Johnson & Johnson Consumer Products Com-pany  
Johnson & Johnson Ethicon Endo-Surgery, Inc.  
Johnson & Johnson McNeil Specialty Products Company  
Johnson & Johnson, Ortho-McNeil Pharmaceutical, Inc.  
Katcon, S. A. (Mexico)  
**Kraft Foods, Inc.**  
Landmark Systems Corporation  
**Legg Mason Wood Walker Incorporated**  
**Lehman Brothers Holdings, Inc.**  
Lifescan - A Johnson & Johnson Company  
The Limited, Inc.  
LIPSinc  
LURA d.d.  
MBNA America Bank, N.A  
McKinsey & Company  
Mercer Management Consulting, Inc.

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**Merck & Co., Inc.**  
**Merrill Lynch & Co., Inc.**  
**Microsoft Corp.**  
**Miller Brewing Company**  
Mirant Corporation  
Monitor Co.  
Morgan Keegan, Inc.  
**Morgan Stanley Dean Witter & Co.**  
N.C. Technological Developmental Authority, Inc.  
National Park Service  
**Nortel Networks Corporation**  
Oppenheimer, Wolff, & Donnelly LLP  
**Peppers and Rogers Group**  
**PepsiCo., Inc.**  
Pfizer Inc.  
Philip Morris Companies Inc.  
Pitney Bowes, Inc.  
Pittiglio Rabin Todd & McGrath (PRTM)  
**PricewaterhouseCoopers LLP**  
Printpack, Inc.  
**The Procter & Gamble Company**  
Raymond James Financial, Inc.  
Red Hat Software, Inc.  
**Reliant Energy**  
Robinson-Humphrey Company LLP  
Ropes & Gray  
Russell Corporation  
**Salomon Smith Barney, Inc.**  
Sapient  
Sara Lee Corporation  
**Schering-Plough Corporation**  
Siebel Systems, Inc.

Simpson Thacher & Bartlett  
Solectron Corporation  
Spherion Corporation  
Sports Illustrated  
**Sprint Corporation**  
Switchback Grille Trading Company  
Teleion Wireless, Inc.  
Telemar  
Tenet Corporate Healthcare Corporation  
Thomas Weisel Partners LLC  
Tropicana Products, Inc.  
TROSA (Triangle Residential Options for Substance  
Abusers)  
Turner Investment Partners, Inc.  
Twentieth Century Fox Home Entertainment, Inc.  
UBS Warburg LLC  
**Unilever**  
United Airlines, Inc.  
**United Parcel Service of America, Inc.**  
Updata Capital, Inc.  
US Airways Group, Inc.  
Vector Technology Solutions, Inc.  
**Wachovia Corporation**  
Wal-Mart Stores, Inc.  
Warburg Dillon Read  
The Wellness Plan of North Carolina, Inc.  
Western Union Holdings, Inc.  
Webvan Group, Inc.  
Weyerhaeuser Company  
Wilson Sonsini Goodrich & Rosati  
ZS Associates