
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 resumes, cover letters, and interview themes, and helps the student identify and explore different areas of career interest. The CMC offers a series of workshops and seminars that cover job-search techniques and skills, and reinforces the information with panel discussions, Career Fellow mentoring (handpicked second-year students selected to help first-year students), resumé and cover letter reviews, and mock interview opportunities. Career counselors meet with students individually and often, to review or 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 at the Ford Library;
- Annual fall career fair featuring major national and international businesses interested in attracting Fuqua students;
- Special Interest Presentations (SIPs) provided by companies for students, typically include an initial overview of the organization, including trends and new product initiatives, presented by company representatives and alumni, a question-and-answer period, and a closing reception and networking opportunity;
- 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 on-campus recruiting season typically results in employment for approximately 50 - 60 percent of the student body each year. Additional employment opportunities are published through various online bulletin boards on campus. Fuqua job postings provide positions an additional five to ten percent 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 through on and off campus resources, but also to teach students valuable career planning and job search strategies they will use throughout their careers.

The Fuqua School of Business continues to provide resources for alumni, providing consulting and counseling that focuses on both career development and job search strategies.



Companies Hiring at Fuqua in 2004-2005

(Permanent and Summer Employment reported as of Sept. 15, 2004)

Accenture	Centers for Medicare & Medicaid Services
Acquis Consulting Group	Chatham Capital
Adjoined Consulting	ChevronTexaco
Affiliated Computer Services, Inc.	Chiron Corporation
Affinerdy, Inc.	Chock Full O' Nuts
Agilent Technologies	CIGNA Corporation
AIM Investments	Citigroup
Akela Capital LLC	Clear Channel Entertainment
Alfa Corporativo, SA	Clorox Company (The)
Alliance Resource Partners, LP	Coca-Cola Company (The)
Alshall Group	Colgate-Palmolive Company
Amajac Capital Management	Common Good Ventures - Maine Historical
America Online	Compass Knowledge Group
American Airlines	Computer Sciences Corporation
American Express Company	Constellation Energy Group, Inc.
American International Health Alliance, The	Converse Inc.
American Social Health Association	Cordis Corporatoin
Amgen Inc.	Credit Suisse First Boston LLC
Amphenol Corporation	CrossHill Financial Group Inc
Analog Devices, Inc.	Crown Castle International
Andy Belmont Motorsports	CSX
Anheuser-Busch, Inc.	D&B (formerly Dun & Bradstreet)
Argonaut Private Equity	Dancing Deer
Arthur D. Little	Darden Restaurants
Aspen Institute, The	DBS Bank
Aurora Funds, Inc., The	Deere & Co.
Avansis Ventures	Dell Inc.
Avaya Inc.	Deloitte
Avon Products, Inc.	Deloitte Touche Tohmatsu
Avvantica Inc.	Delta Airlines
Bain & Company	Democratic GAIN
Banc of America Securities	Deutsche Bank
Bank of America	Diosynth RTP Inc.
Bayer Consumer Care	Duke Clinical Research Institute
Bayer Corporation	Duke Corporate Education
BD (Becton, Dickinson and Company)	Duke Law School Community, The
Bear, Stearns & Co. Inc.	Duke University
Bienes Turgon	Duke University (Nicholas School of the Environment)
Blackbaud, Inc.	Duke University Medical Center
Blue Cross and Blue Shield of North Carolina	DuPont
BNP Paribas CooperNeff	E & J Gallo Winery
Booz Allen Hamilton Inc.	Eli Lilly
Boston Consulting Group, The	Emerson Electric Co.
Boston Scientific Corporation	Ethicon Endo-Surgery
BP	Ewing Bemiss & Co.
Bridgespan Group, Inc., The	ExxonMobil Corp.
Bright Horizons Family Solutions	Fairfield Resorts
Bristol-Meyers Squibb Company	Federal Reserve Bank of New York
Brunswick Corporation	Ford Motor Company
Buchanan Partners	Franklin Street Partners
Burrill & Company	Frito-Lay
Cambridge Associates LLC	GE Mortgage Insurance
Cap Gemini	ExxonMobil Corp.
Capital One Financial Corporation	Fairfield Resorts
Caterpillar Inc.	Federal Reserve Bank of New York
CCI Telecom	

Ford Motor Company
 Franklin Street Partners
 Frito-Lay
 GE Mortgage Insurance
 ExxonMobil Corp.
 Fairfield Resorts
 Federal Reserve Bank of New York
 Ford Motor Company
 Franklin Street Partners
 Frito-Lay
 GE Mortgage Insurance
 GE Wind Energy
 Genentech
 General Electric Company
 General Mills, Inc.
 General Motors Corporation
 General Motors, New York Treasurers Office
 GlaxoSmithKline
 Goldman Sachs
 Goodyear Tire & Rubber Company
 Grosvenor Capital Management, L.P.
 Guidant Corporation
 Gulf Stream Asset Management
 Harley-Davidson Motor Company
 Harrah's Entertainment, Inc.
 Harris Williams & Co.
 HBO
 Heinz North America
 Heitman Real Estate Investment Management
 Hewlett Packard
 Hill-Rom, Inc.
 Hoffmann-La Roche Inc.
 Home Depot, The
 IBM Corporation
 IBM Strategy Consulting
 ING Barings
 Inmoequinoccio
 Intel
 Intersouth Partners
 Intuit
 J.P. Morgan Chase & Company
 Janssen Pharmaceutica Products
 Jeffrey L. Moe & Associates
 JMG Marketing
 Johnson & Johnson
 Jones Day
 Jones Lang LaSalle
 Journyx, Inc.
 KaBOOM!
 Kaplan, Inc.
 Kilpatrick Stockton LLP
 Kohne-O'Neill LLC
 Kraft Foods
 Kroll Worldwide
 LaSalle Bank ABN AMRO
 Lawson Software
 LeasePlan USA
 Lehman Brothers
 Liberty Property Trust
 LifeScan, Inc.
 Limited Stores, The
 Little Tikes
 L'Oreal U.S.A.
 Los Alamos National Laboratory
 Lucent Technologies
 Mark Properties
 MBA Enterprise Corps
 McKinsey & Co
 McNeil Consumer Healthcare
 Medical Staffing Consultants
 Medtronic, Inc.
 Melink Corporation
 Memorial Hermann Healthcare System
 Mercer Management Consulting
 Merck
 Meritum Partners, LLC
 Merrill Lynch
 Microsoft Corporation
 Miller Brewing Company
 Milliken
 Mohawk Day Camp
 Monument Group
 Morgan Stanley
 MyStoreCredit.com
 Neurocrine Bioscience Inc.
 New York Life Insurance Co.
 Next Jump
 Nike
 North Capitol Neighborhood Development, Inc
 Northwest Airlines, Inc.
 Northwestern Investment Management
 Novartis
 NYC2012
 Oriel Therapeutics
 Ortho Biotech
 PBS
 Pepsi-Cola Company
 Perveda Solutions
 Pfizer, Inc.
 Pittiglio Rabin Todd & McGrath
 PNC Advisors
 PPD
 Private Asset Management
 Procter & Gamble
 Prudential Capital Group
 PSEG
 Quant Group, The
 Raymond James Financial
 RealNetworks
 Red Hat
 Right90, Inc.
 River Cities Capital Funds
 Robert W. Baird & Co.
 Roche Diagnostics
 Royal Bank of Scotland
 Ruby Tuesday Inc.
 Sageworks
 Samsung Electronics
 Samsung Fire and Marine Insurance
 Samsung Life Insurance

Samsung Securities Company
Sansay, Inc
Sara Lee Branded Apparel
Saunders, Karp & Megrue
Schlumberger
Scott, Madden & Associates
Shinsei Bank, Limited
Siemens Medical Systems
Silverback Asset Management
Simon-Kucher Partners
Smith Breeden Associates, Inc.
SPI Financial
SPM
Stanfield Global Strategies
Sterling Capital Management
Studley, Inc.
Tenet Healthcare Corporation
Teva Pharmaceuticals USA
The National Investor
ThermaTru
ThinkEquity Partners
Thomson Corporation, The
TIAA-CREF
Tiber Group
Trinity Partners
Turriss Phils. Inc.
UBS

Unibanco
Unilever
Union Fort Properties
Valassis Communications
Vanguard
Vanguard Group, The
Venko Telecommunications
Veritas Software
VF Corporation
Visa International Service Association
Wachovia
Wachovia Securities, Inc.
Wal-Mart
Walmart.com
Wells Fargo & Company
Western & Southern Life Financial Group
Whirlpool Corporation
William Raveis Real Estate and Services
Williams-Sonoma
Wilmer, Cutler & Pickering
Wilson Sonsini Goodrich and Rosati
Winn-Dixie Stores, Inc.
Winston & Strawn
World Bank, The
World Economic Forum
WR Grace & Co.
Wyeth