Director’s Corner

Rachel Loock, Director of Undergraduate Programming, Office of Career Services

This issue’s Director’s Corner is adapted from MBA Terp Talk, written by Dr. Jeff Kudisch, Managing Director of the OCS.

At this time of the year, the job search process can be especially challenging and stressful. Recently, I’ve had the opportunity to coach several MBA students who are having difficulty dealing with rejection or non-responsiveness from employers. Throughout many of these discussions it’s apparent that the search process is beginning to take its toll on students’ self-confidence and well-being, resulting in feelings of fatigue, embarrassment, frustration, fear, and even anger about their job prospects.

Some psychologists contend that the impact of stress in your life is not determined by mere exposure to such pressures, but rather how you respond and cope with issues. These psychologists suggest that individuals who display self-awareness and resilience will be more likely to successfully navigate turbulent waters during the job search process. Bestselling author Patrick Lencioni also asserts that “there is no more powerful attribute then the ability to be genuinely honest about one’s weaknesses, fears, and needs for help. Nothing inspires trust in another human being like vulnerability – there is just something immensely attractive and inspiring about humility and graciousness. It sends a powerful message about a leader’s confidence and trustworthiness.”

Similarly, during his campus visit last year, Bob Moritz, CEO of PwC, repeatedly advocated the importance of keeping one’s ego in check and asking for help or coaching as needed. If you are still seeking internship or full time opportunities for this summer, plan now to attend the Job Search Frustration workshop on April 10th from 12:30-1:30 in VMH 2509. Pizza will be served.

So what are you waiting for? Be a courageous leader by being vulnerable, stepping out of your comfort zone, and asking for help. Work with the Office of Career Services to explore new directions. Reach out to colleagues and faculty members for ideas about professional or industry groups that you might join, or business leaders or other contacts who you might add to your professional network.

We all get overwhelmed sometimes, and we all need help from time to time. Whatever you do, don’t be shy about asking for advice. It’s been said that struggling alone is a choice to grow weak. Conversely, being vulnerable and asking for help is a sign of strength, resilience and wisdom. Like the turtle, if you stick your neck out of the shell, you’ll be amazed by the many possibilities ahead.
OCS and Club Career Programming Events

April 9, 2013
Sports Industry Night
Panel hosted by Smith alum Tyrone Brooks ’96, Director of Player Personnel at Pittsburgh Pirates, will give insights on how to break into the competitive sports industry.
5:00 – 9:00, VMH 2333

April 10, 2013
Lunch and Learn: Job Search Frustration
This program will provide insight and tools into managing the job search experience including: handling negative emotions, managing stress, coping with rejection, turning challenges into opportunities, and exploring the Office of Career Services and University resources that are available to aid in the process.
12:30 – 1:30, VMH 2509

April 10, 2013
BITS TechFest
For several years, BITS has been partnering with Microsoft and MicroStrategy in an effort to showcase the latest and greatest in Business Intelligence and how it has been transforming how businesses operate. Recent presentations included overviews of the latest Microsoft products including Windows 8 and Windows Phone. The event will be business casual, and food will be provided.
6:00 – 8:00, VMH Tyser Auditorium

April 16, 2013
CEO@Smith: B. Muthuraman joined Tata Steel in 1966 and has held various positions during his 47-year tenure at the company. Under his visionary leadership, Tata Steel became a truly global company.
In 2012, Muthuraman was conferred with the prestigious Padma Bhushan award, given by the government of India for his significant contribution to Indian trade and industry. Among his many other awards are the CEO of the Year Award from Business Standard and an Economic Times Award for Corporate Excellence.
5:30 – 7:00, VMH 1524

May 3, 2013
Dale Carnegie Public Speaking Program
The Dale Carnegie Public Speaking program is coming to the Smith School on May 3rd. This will be a half-day event and will focus on vocal skills and body language when presenting. Both of these are integral to your success in any facet of the business world. Skills learned during this event will help you to prepare to become better communicators during your interviews, class presentations, and, ultimately, in your chosen career. This program has had many successful users including Warren Buffett. The Dale Carnegie events usually cost well over $1500 per applicant. A generous subsidy from the Smith School the event has reduced the cost to $50 per student (if all 50 slots are filled). If you are interested please email umdfbis president@gmail.com. Collections will begin once the roster is filled.
Exact start time and location TBD.