



RICE
JONES GRADUATE
SCHOOL OF BUSINESS

WORKSHEET



STEP 1

Complete your ISEL.
Be detailed



STEP 2

Fill out company
target list template



STEP 3

Connect with
people
(2 conversations
per week)



STEP 4

Manage the
conversation



STEP 1 – Confidence/Share **ISEL**

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

Use your ISEL to define your value proposition. Be specific when completing your ISEL worksheet.

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

WHATS YOUR VALUE PROPOSITION?



THE INTERNATIONAL ADVANTAGE

GET NOTICED. GET HIRED!

STEP 2 – TARGET LIST OF COMPANIES

The firms below may be great targets because each has hired at least one international MBA graduate in 2017 or 2018 so they may be willing to sponsor again if they find a candidate with an ISEL they like. Supplement your list with other firms you know that are international student friendly.

A.T. Kearney	Evercore Partner Services	National Geographic
AARP	Everest Group	Nationwide Insurance
Accelare	Evonik Corporation	Navigant
Accenture	ExxonMobil	NCR Corporation
Access National Bank	EY	NeighborWorks America
Adobe	Facebook	NeoGrid North America
AECOM	FedEx Ground	NetApp
AES Energy Storage	Fidelity Investments	NetFlix
AIG	First Command Financial Services	Nokia
Airspan Networks	Fisher-Price	Nomura Securities
Akamai Technologies	FitBit	Nordstrom.com
Akustica	Fluke Corporation	Northrop Grumman Corporation
Alvarez & Marsal	Fortive Corporation	Open Road Integrated Media Inc.
Amazon	Fortress Investment Group	Optum
American Airlines	Gallup	Otter Media
American Eagle Outfitters	Gartner	PEAK6 Investments
American Express	Gates Corporation	Pfizer
American Heart Association	Gateway Health	Pittsburgh Glass Works
Analog Devices	GCP Applied Technologies	Pittsburgh Life Sciences Greenhouse
Anheuser-Busch InBev	General Dynamics	Pittsburgh Symphony Orchestra
AOL	General Health System	PNC
Apex Homecare Services	General Mills	PPG Industries
Apple	General Motors	Presidio Ventures
Association of American Medical Colleges (AAMC)	GEP Worldwide	Procter & Gamble
AT&T	Gilbarco Veeder-Root	Project Management Institute
Autodesk	Goldman Sachs	Promontory Interfinancial Network
Avalere Health	Google	Prudential Financial
BAE Systems	Great Place to Work Institute	PsiKick
Bailey's Blossoms	Greenwich Associates	PT Bank Mandiri (Persero) Tbk.
Bain & Company	Harvard Pilgrim Health Care	PwC
Baltimore Medical System	HBM Holdings	RainFactory, Inc.
Bank of America	HERE	Raytheon
BankUnited	Hewlett Packard Enterprise	Red Bull
Barclays Investment Bank	Highbridge Capital Management	Relish
BASF	Highmark Health	Reputation Institute
Bayer	Hilton Worldwide	REVPAR International -- Hospitality Advisory & Asset Management
Bechtel Corporation	Hitachi	Rothschild
Biogen	HM Health Solutions	Samsung
BNY Mellon	Honeywell Process Solutions	SAP
Bob Barker Company	HP	SCIEX
Boston Realty Institute	HSBC	SDLC Partners, L.P.
Bozzuto	Huahai US, Inc.	Sears Holdings Corporation
Bristol-Myers Squibb	IBM	Sistina
Bulltick	ICF	Slalom Consulting
CACI International Inc	inCode, a division of Ericsson	Snagajob
Capgemini	Infogroup	Sonus
Capital One	Ingredion Incorporated	Square
Carolinas HealthCare System	Inovalon	St. Peter's Health Partners
Carvana	Instapage	Standard Motor Products
Center for Strategic and International Studies (CSIS)	Institute of International Finance	Starbucks
Center for Sustainable Energy (CSE)	Intel Corporation	State Street



THE INTERNATIONAL ADVANTAGE

GET NOTICED. GET HIRED!

CGI	Inteplast Group	Sumitomo Corporation
Change Healthcare	J.P. Morgan	Supermicro
Cigna	Japan International Cooperation Agency (JICA)	Synechron
Cisco	JD.COM	TD Ameritrade
Citi	Jefferies	Teradata
co:collective	JLL	Tesla
Coca-Cola Bottling Co. Consolidated	Jones Lang LaSalle	The AES Corporation
Cognizant	JP Morgan Chase	The Boston Consulting Group (BCG)
Colgate-Palmolive	Kanda Software	The Dow Chemical Company
Comcast	Kiewit	The Kraft Heinz Company
Conning	Kimberly-Clark	The Rockefeller Foundation
Conservation International	KPMG US	Thermo Fisher Scientific
Corning Optical Communications	L.E.K. Consulting	Travel Leaders Group
Credit Suisse	LADO Enterprises Inc.	Tunity
Crosby Designs	Lasell College	Twitter
Crowley Maritime/ Titan Salvage	Laureate Education	Uber
Cummins	LexisNexis	UGI Energy Services
Cvent	Liazon	United Bus Technology
Danaher Corporation	Liberty Mutual Insurance	United States Steel Corporation
Dataminr, Inc.	Management Science Associates, Inc.	University of California, Berkeley
Dell	Marqeta, Inc	UpStairs on the Square
Deloitte	Marriott International	USAA
Delta Air Lines	Mars	UTC Aerospace Systems
DICK'S Sporting Goods	Mary Washington Healthcare	Vanguard
Dingman Angels	Masimo Corporation	Verisk Analytics
DIRECTV	Mattel, Inc.	Verizon
Eastdil Secured	McKesson	Verizon Wireless
Eataly	McKinsey & Company	Vision Sciences
eBay	Mediware Information Systems	VMware
Ecolab	Merrill Lynch	Vornado Realty Trust
Edmunds.com	MetLife	Walmart
Emerson	MetricStream	Walmart Global eCommerce
Empyra.com, Inc.	Metropolitan Washington Airports Authority	Wayfair
EQT Corporation	Microsoft	Wellington Management
Ernst & Young	Model N	Wells Fargo
Ethicon, Inc.	Morgan Stanley	Westat
EurekaFacts LLC	Mylan	Zimmer Surgical
Eventbrite	Nagase America	



STEP 2.1 – COMPLETE YOUR TARGET LIST

YOUR COMPANY TARGET LIST (approximately 15 names)

Large firms, companies known to hire internationals (4 or 5 names)

Company Name	Alumni		Sponsor	
	Yes	No	Yes	No

Mid-Size Companies (8 names)

Company Name	Alumni		Sponsor	
	Yes	No	Yes	No

Small Companies (2 names)

Company Name	Alumni		Sponsor	
	Yes	No	Yes	No



STEP 3 – ESTABLISHING CONTACTS

The email below does not assure a positive reply from individuals you may contact. The message below is only a sample, and it may need to be modified to fit the particulars of your situation.

Hello (add recipient's name). I hope you're doing great. I am writing to you because of your experience with (add recipient's professional experience). I'm an international student from (add your nationality) and have started my studies at (add your school name and major). It seems you have developed some unique experiences in the field of (add recipient's professional field). This is also my focus area. Would you agree to a one-time, 15-minute phone call with me? I'd be so grateful for the chance to ask you a few questions about your career journey and learn from you. I look forward to hearing from you. Thank you so much in advance.

(add your name)



STEP 4 – MANAGE THE CONVERSATION

Use the table below to help guide your conversations with your new contacts.

FACTOR	YOU MAY SAY	YES	NO
<i>Strong opening/enthusiasm</i>	<i>I've been really looking forward...</i>		
<i>Meeting purpose defined</i>	<i>I decided to contact you because...</i>		
<i>Confidence/share ISEL</i>	<i>I have completed an analysis of my profile</i>		
<i>Use "I noticed"</i>	<i>I noticed that you...</i>		
<i>Seek help/Use "I feel"</i>	<i>I feel I'd do well in...</i>		
<i>Seek validation</i>	<i>What do you think of my profile?</i>		
<i>Face to face is always best</i>	<i>Is a coffee chat possible?</i>		
<i>Ask great questions</i>	<i>I'm curious as to why you...</i>		
<i>Compare and contrast</i>	<i>In my country...</i>		
<i>Ask to stay in touch</i>	<i>Do you mind if we stayed in touch?</i>		