

The Notre Dame

# MBA

Recruiter's Guide

2006–2007

MBA Career Development



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## **Welcome to Notre Dame**

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Welcome to the University of Notre Dame's 2006–2007 MBA recruiting season. We appreciate your interest in hiring our graduate business students and alumni. This guide was prepared to provide you with information on our recruiting policies and procedures, our students, MBA Program, and employment statistics. We look forward to working with you in the coming year.

### **Your Notre Dame MCOB Career Development Team:**

Karen Dowd, Senior Director

Laura Bellis, Associate Director

Natalie Lockhart, Assistant Director

Cynthia Proffit, Assistant Director

Bobbi Imel, HR Consultan

Judy Truitt, Recruiting Manager

Taruna Nagpal, ND MBA '07, International Resource Intern

Terry Borich, MBA Program Reception, Senior Staff Assistantt

## The University of Notre Dame

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The University of Notre Dame, founded in 1842 by the Congregation of Holy Cross, is an independent, national Catholic university located at Notre Dame, Indiana, adjacent to the city of South Bend and approximately 90 miles east of Chicago. Admission to the University is highly competitive, and 69 percent of incoming freshmen were in the top five percent of their high school graduating classes. The University is organized into four undergraduate colleges and the Mendoza College of Business (undergraduate and graduate), the School of Architecture, the Law School, the Graduate School, 10 major research institutes, more than 40 centers and special programs, and the University Library system. Fall 2005 enrollment was approximately 11,000 students. Notre Dame ranks eighth in a listing of “dream schools” in a survey of college applicants and parents by the *Princeton Review*. The top seven are New York University, Harvard, Stanford, Yale, Duke, Columbia, and Princeton. The current President of Notre Dame is Rev. John I. Jenkins, CSC.

## The Mendoza College of Business

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The Mendoza College of Business (MCOB) prepares men and women for careers in business and meaningful, productive lives in service to others. We are home to more than 2,250 students engaged in undergraduate, graduate, and executive studies. The Mendoza College offers undergraduate degrees in accountancy, finance, management, management information systems (MIS) and marketing. Graduate degree programs include the master in business administration (MBA), master of science in accountancy, and master of science in administration (MSA). The Mendoza College of Business offers an executive MBA in Chicago and on Notre Dame’s campus, as well as at four distance-learning classrooms in the Midwest. Additional nondegree and custom executive education courses are also offered. The Mendoza College of Business is accredited by AACSB International. The dean of the Mendoza College of Business is Dr. Carolyn Y. Woo.

## Dean Carolyn Y. Woo

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### Martin J. Gillen Dean and Ray and Milann Siegfried Chair in Entrepreneurial Studies

Carolyn Y. Woo, the Martin J. Gillen Dean of the Mendoza College of Business and the Ray and Milann Siegfried Chair in Entrepreneurial Studies, assumed the deanship of the Mendoza College of Business at the University of Notre Dame in 1997. Before then, she served as associate executive vice president for academic affairs at Purdue University. Dr. Woo’s research focuses on strategy, entrepreneurship, and organizational systems. She received the International Council for Small Business Distinguished Scholar Award, Best Paper Award (Entrepreneurship Division, Academy of Management, 1991, 1992) and the Salgo-Noren Award for Outstanding Teaching in the Master’s Programs. In 1997, she was inducted into the Order of the Griffin by Purdue University for exceptional service and commitment. In 1998, *Change Magazine*, a publication of the American Association for Higher Education, named Dr. Woo one of 40 Young Leaders of the Academe. She received the 2002 Excellence Award for Education from the Asian American Alliance and the 2003 John S. Day Distinguished Alumni Academic Service Award from Purdue University. Dr. Woo currently serves on the boards of AON Corporation, Circuit City, and NiSource Incorporated. Dr. Woo has served as chair and past chair of AACSB International, the accreditation association for business schools. She has been a long-term member of the organization. In 2003, she was elected to the board of Catholic Relief Services. Since 2001 she has been

a member of the Committee of 100, an organization of Chinese American leaders devoted to enhancing US–China relations and the full participation of Chinese Americans in American life. Dr. Woo is married to David E. Bartkus and they have two sons, Ryan and Justin.

### Publications:

*Academy of Management Journal, Administrative Science Quarterly, Harvard Business Review, Management Science, Managerial and Decision Economics, Strategic Management Journal, Journal of Management, Journal of Business Venturing, Advances in Strategic Management, Organizational Science, Academy of Management Best Paper Proceedings, Frontiers of Entrepreneurial Research.*

### Education:

Certificate, Harvard University, Institute for Education, 1996  
PhD, Purdue University, 1979  
MSIA, Purdue University, 1976, named Krannert Scholar  
BS, Purdue University, 1975, with honors and highest distinction

Dean Woo’s specific interests include strategic management entrepreneurship, technological innovation, and organizational change. She has served on editorial boards for numerous publications, including the *Journal of Management*, the *Journal of Business Venturing*, *Entrepreneurship Theory and Practice*, *Academy of Management*, and the *Strategic Management Journal*. Dean Woo has engaged in consulting for a number of corporate and other organizations, including Eli Lilly, General Electric, Motorola, Pratt and Whitney, and the Catholic schools of the Diocese of Lafayette, Indiana. She serves on the boards of three Fortune 400 companies and was elected to the board of governors of Beta Gamma Sigma in 1998 and to AACSB, the International Association for Management Education, in 1999.

## The Notre Dame MBA

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A new MBA curriculum was introduced in August 2006. This innovative curriculum prepares students to be leaders in thinking, action, and values. For more information on the curriculum, go to <http://mba.nd.edu/newcurriculum>.

The Notre Dame MBA (master of business administration)—ranked in the Top 25 in *Business Week*—serves more than 300 students in three programs of study: a one-year program, a two-year program, and a four-year MBA/JD joint degree offered conjointly with the University of Notre Dame Law School. The one-year accelerated program is designed primarily for individuals with an undergraduate business degree who are seeking to advance their careers. Students in the one-year program begin in May and graduate the following May. The two-year program is designed for students who have an undergraduate degree and several years of relevant work experience. Students in the two-year program begin in August and graduate 21 months later in May. The academic year is organized into two semesters, each with two 10-week modules. This permits our students to take core courses in all of the major business functions as well as electives that provide students with the technical skills needed for success in the business world. Interterms in mid-October and mid-March permit our MBA students to study overseas [Brussels or Shanghai] or to take specialized short courses for credit. We also offer a half-semester program in Santiago, Chile. In addition to the joint degree in law, joint degrees are also offered in science and engineering. The associate dean of the MBA Program is Edward Conlon.

## Notre Dame MBA Class Profile: Class of 2007

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### Two-Year Program Class Entering Fall 2005

<b>Class Size</b>	122
Mean Age	27 years
Age Range	21–41 years
Male	76%
Female	24%
Married	17%
Single/ Other	73%
Minority (U. S. only)	16%
<b>Work Experience</b>	
Average Work Experience	4.5 years
<b>Academic Background</b>	
Middle 90% GPA Range	2.68–3.97
Middle 90% GMAT Range	570–740
<b>Geographic Distribution</b>	
Northeastern United States	15%
Midwestern United States	29%
Middle Atlantic United States	3%
Southern United States	8%
Southwestern United States	5%
Western United States	17%
International	22%
States Represented	33
Countries Represented	14
<b>Undergraduate Majors</b>	
Business	33%
Economics	11%
Engineering	18%
Math & Science	11%
Humanities	25%
Other	1%
Undergraduate Institutions Represented	104

For the Class of 2008 Profile, visit our website after September 15, 2006.

## Other MCOB Graduate Degrees

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### Master of Science in Accountancy

The Notre Dame Master of Science in Accountancy Program, ranked fifth nationwide, is a two-semester, 30-hour course of study in which students earn a master's degree while fulfilling the education requirement for CPA exam eligibility.

### Master of Nonprofit Administration (MNA)

Notre Dame's MNA Program prepares students for leadership in social service organizations. Accommodating the full-time work schedule of participants, the program offers on-site courses in the summer and online electives during the fall and spring. The MNA degree is completed in 14 to 50 months.

## Notre Dame Executive Education

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### Executive MBA (EMBA)

The EMBA is a flexible master of business administration degree program designed for executive students who are employed full-time. EMBA Programs are offered in downtown Chicago and on the Notre Dame campus in South Bend as well as at off-campus classrooms in Toledo and Cincinnati, Ohio.

### Executive Education Non-Degree Programs

Nondegree programs are designed for client companies and organizations, as well as individuals, seeking professional development. Custom programs are designed to assist client companies in achieving specific organizational learning objectives. Open enrollment programs annually serve several hundred managers and aspiring executives, who enroll in a variety of executive courses.

## Notre Dame MCOB Department Chairs

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### Accountancy

Thomas Schaefer, Chair  
Thomas Stober, Assistant Chair

### Finance

Roger Huang, Chair  
Howard Lanser, Assistant Chair

### Management and Administrative Services

Robert Bretz, Chair

### Marketing

John Sherry, Department Chair

## Notre Dame MBA Faculty

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### Accountancy

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#### Thomas J. Frecka

*Vincent and Rose Lizzadro Professor of Accountancy*

Department of Accountancy

**Education:** PhD, Syracuse University  
MBA, Ohio University  
BA, Ohio University

**Expertise:** Financial reporting  
Financial statements analysis  
Accounting fraud investigation

#### H. Fred Mittelstaedt

*Professor and PricewaterhouseCoopers Faculty Fellow*

Department of Accountancy

**Education:** PhD, University of Illinois  
MS, Illinois State University  
BS, Illinois State University

**Expertise:** Financial accounting  
Pension and retiree health benefits

#### James A. O'Brien

*Assistant Professional Specialist*

Department of Accountancy

**Education:** JD, University of Notre Dame  
BBA, University of Notre Dame

**Expertise:** Business Law  
Federal and State Taxation  
Criminal Law

#### Ramachandran Ramanan

*Professor*

Department of Accountancy

**Education:** PhD, Northwestern University  
MBA, Indian Institute of Management, India  
BSEE, Annamalai University, India

**Expertise:** Insider trading  
Management compensation  
Accounting choices

## Finance

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#### Shane A. Corwin

*Associate Professor*

Department of Finance

**Education:** PhD, Ohio State University  
MBA, Mankato State University  
BS, Mankato State University

**Expertise:** Investments  
Market microstructure  
Investment banking

#### Margaret Forster

*Adjunct Professor*

Department of Finance

#### John A. Halloran

*Associate Professor*

Department of Finance

**Education:** PhD, Washington University  
MBA, Washington University  
BSC, Saint. Louis University

**Expertise:** Management of financial institutions  
Corporate finance  
Working capital management

#### Michael L. Hemler

*Associate Professor*

Department of Finance

**Education:** PhD, University of Chicago  
PhD, Washington University in St. Louis  
MBA, University of Chicago  
BS, University of Dayton

**Expertise:** Financial derivatives  
Market timing

#### Barry P. Keating

*Jesse H. Jones Professor*

Department of Finance

**Education:** PhD, University of Notre Dame  
MA, Lehigh University  
BBA, University of Notre Dame

**Expertise:** Business forecasting  
Experimental economics  
Economic regulation and government policy  
Not-for-profit organizations

### **Jerry Langley**

*Professional Specialist*

Department of Finance

**Education:** MBA, Northwestern University  
BS, University of Illinois–Chicago

**Expertise:** Banking  
Investment management  
International finance  
Corporate finance

### **Richard R. Mendenhall**

*Professor*

Department of Finance

**Education:** PhD, Indiana University  
MBA, Indiana University  
BS, United States Naval Academy

**Expertise:** Characteristics of analysts' forecasts  
Stock market anomalies  
Stock market response to information

### **Frank K. Reilly**

*Bernard J. Hank Professor of Finance*

Department of Finance

**Education:** PhD, University of Chicago  
MBA, Northwestern University  
BBA, University of Notre Dame  
CFA, Chartered Financial Analyst

**Expertise:** Security analysis  
Capital markets  
Credit analysis  
Security market indexes

### **Paul Schultz**

*John W. and Maude Clark Professor of Finance*

Department of Finance

**Education:** PhD, University of Chicago  
MBA, University of Chicago  
BA, Macalester College

**Expertise:** Corporate finance  
Market microstructure

### **Ann Sherman**

*Assistant Professor*

Department of Finance

**Education:** PhD, University of Minnesota  
BA, Barnard College, Columbia University

**Expertise:** Initial public offerings  
Shelf registration

### **Katherine Spiess**

*Associate Professor*

Department of Finance

**Education:** PhD, University of Missouri  
BS, University of Missouri

**Expertise:** Mergers and acquisitions  
Corporate financing decisions  
Initial public offerings

### **Lee A. Tavis**

*C.R. Smith Emeritus Professor of Finance*

Department of Finance

**Education:** DBA, Indiana University  
MBA, Stanford University  
BS, University of Notre Dame

**Expertise:** International financial management  
International ethics

## **Management**

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### **Viva Bartkus**

*Associate Professor*

Department of Management

**Education:** DPhil, International Relations, Magdalen College, University of Oxford  
MPhil, International Relations, Magdalen College, University of Oxford  
MA., Economics, Yale University  
BA, Economics, Yale University

### **Matt Bloom**

*Associate Professor*

Department of Management

**Education:** PhD, ILR School, Cornell University, 1996  
MA, Organizational and Personnel Psychology, University of Kansas, 1989  
BS, Psychology, Baker University, 1983

**Expertise:** Strategic & international human resource management  
Compensation systems  
Organizational change

### **Robert Bretz**

*Joe and Jane Giovanini Professor of Management and Department Chair*  
Department of Management

**Education:** PhD, University of Kansas  
MBA, University of Kansas  
BA, Bethany College, Lindsborg, KS

**Expertise:** Job applicant decision processes  
Human resource management

### **Amy Colbert**

*Assistant Professor*  
Department of Management

**Education:** PhD, University of Iowa  
MA, Saint Louis University  
BS, Culver–Stockton College

**Expertise:** Leadership  
Individual differences  
Person-environment fit

### **Sandra Collins**

*Assistant Professional Specialist/Concurrent Assistant Professor*  
Department of Management

**Education:** PhD, University of Notre Dame  
MA, University of Notre Dame  
BA, Indiana University at South Bend

### **Edward J. Conlon**

*Edward Frederick Sorin Society Professor of Management/Associate Dean*  
Department of Management

**Education:** PhD, Carnegie–Mellon University  
MS, Carnegie–Mellon University  
BS, The Pennsylvania State University

**Expertise:** Organizational design  
Organizational behavior  
Decision making  
Conflict management

### **J. Michael Crant**

*Professor*  
Department of Management

**Education:** PhD, University of North Carolina at Chapel Hill  
MBA, University of Florida  
BSBA, University of Florida

**Expertise:** Proactive personality and behavior  
Organizational behavior  
Intrinsic and extrinsic motivation  
Personality and technology use

### **Sarv Devaraj**

*Associate Professor*  
Department of Management

**Education:** PhD, University of Minnesota, 1997

**Expertise:** Management of technology  
Quality and productivity management  
Manufacturing strategy  
Electronic commerce  
Information technology payoff

### **H. David Hayes**

*William Alexander Nolan Director in Family Business Enterprise*  
*Program Director—Gigot Center for Entrepreneurial Studies*

Department of Management

**Education:** MBA, University of Notre Dame

**Expertise:** Change/Transition/Organizational Culture  
Human resources management  
Executive development  
Strategic planning  
Family business planning

### **Joseph Holt**

*Director of Executive Ethics*

*Concurrent Professor of Management*

**Education:** JD, The Harvard Law School  
STL, Gregorian University (Rome)  
MDiv, Weston School of Theology  
MA (Phil), Fordham University  
BA, Boston College

**Expertise:** Business ethics: Value-based decision making and Leadership  
Business law  
Negotiations  
Spirituality of work

### **Charles Naquin**

*Assistant Professor*  
Department of Management

**Education:** PhD, Northwestern University  
BS, University of Texas at Austin

**Expertise:** Technology and Organizational Behavior  
Negotiations  
Decision making  
Teams and groups

### **James S. O'Rourke IV**

*Professional Specialist/Concurrent Professor/Director, Fanning Center for Business Communication*

Department of Management

**Education:** PhD, Syracuse University  
MS, Temple University  
MA, University of New Mexico  
BBA, University of Notre Dame

**Expertise:** Corporate Communication  
Media relations  
Public speaking  
Business writing

### **Ann Tenbrunsel**

*Arthur F. and Mary J. O'Neil Co-Director, Institute for Ethical Business Worldwide, Associate Professor*

Department of Management

**Education:** PhD, Northwestern University  
MM, Northwestern University  
BSIOE, University of Michigan

**Expertise:** Decision making  
Negotiations  
Ethics

### **Oliver F. Williams, CSC**

*Associate Professor*

Department of Management

**Education:** PhD, Vanderbilt University  
MTheo, University of Notre Dame  
BS, University of Notre Dame

**Expertise:** Pastoral theology  
Catholic social thought  
Business, government, and society  
Business ethics

## **Marketing**

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### **Joseph P. Gultinan**

*Professor*

Department of Marketing

**Education:** DBA, Indiana University  
MBA, Indiana University  
BBA, University of Notre Dame

**Expertise:** Pricing  
Marketing strategy  
New product marketing

### **Elizabeth S. Moore**

*Associate Professor*

Department of Marketing

**Education:** PhD, University of Florida  
MEd, University of Florida  
BA, Mount Holyoke College

**Expertise:** Marketing and society  
Marketing to children  
Intergenerational studies

### **Patrick E. Murphy**

*Professor and C. R. Smith Co-Director, Institute for Ethical Business Worldwide*

Department of Marketing

**Education:** PhD, University of Houston  
MBA, Bradley University  
BBA, University of Notre Dame

**Expertise:** Marketing strategy  
Business and marketing ethics  
Public policy issues in marketing

### **John F. Sherry Jr.**

*Department Chair and Raymond W. and Kenneth G. Herrick Professor of Marketing*

**Education:** PhD, University of Illinois, Urbana-Champaign  
MA, University of Illinois, Urbana-Champaign  
BA, University of Notre Dame

**Expertise:** Consumer behavior  
International marketing  
Applied research

### **Joel Urbany**

*Professor*

Department of Marketing

**Education:** PhD, Ohio State University  
MS, Ohio State University  
BS, Ohio State University

**Expertise:** Buyer information search and price perception  
Information economics  
Price competition  
Competitive conjecture and decision-making

## John A. Weber

Associate Professor

Department of Marketing

**Education:** PhD, University of Wisconsin

BA, Marquette University

**Expertise:** Value-based marketing

Business to business marketing

Integrity in selling

Marketing and selling complex solutions

## Notre Dame MBA Student Leadership

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### Student Clubs and Organizations

Student clubs and organizations at Notre Dame are very strong and are an excellent means for becoming involved with the MBA Program and for publicizing the recruiting opportunities available at your organization. Companies are encouraged to work directly with the clubs to determine ways to become involved. A full list of clubs and contact information appears below.

### MBA Association

*The student-elected liaison and representative of all Notre Dame traditional MBA students and alumni to the university community. The MBAA is responsible for activities, programs, and initiatives for the traditional MBA community, including students, students' families, faculty, and administrators*

**President:** Mostafa Sabet  
*Mostafa.Sabet.1@nd.edu*

### MBA Association Clubs

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#### Asian MBA

Develops a community of members interested in Asian business or of Asian background who provide professional and cultural value through club activities and extend the above values to nonmembers.

**President:** Hyun Su Oh  
*HyunSu.Oh.10@nd.edu*

#### Biotechnology and Healthcare

Facilitates career development for Notre Dame students in biotechnology and healthcare. This purpose will be realized through networking with current professionals in these fields.

**President:** Brandon Tomita  
*Brandon.T.Tomita.3@nd.edu*

#### Black Graduates in Management

A network of MBA students committed to the education and career development of the African-American community and club supporters in the Notre Dame MBA Program.

**President:** Deyvehn East  
*deast@nd.edu*

#### Business and Technology

A club at the intersection of technology and business. We are interested in exploring and understanding the impact of technology and business and the value it creates for organizations.

**President:** Dave Grimestad  
*David.J.Grimestad.1@nd.edu*

## Consulting

Enables members who are interested in a consulting career to develop contacts with leading consulting firms, improve their business problem solving skills, and learn more about consulting.

**President:** Megan Cluver  
*Megan.E.Cluver.3@nd.edu*

## Entrepreneurship

Promotes entrepreneurial experiences through lectures by guest speakers, consultation for local businesses, operation of club-run businesses, and active involvement in the Gigot Center.

**President:** Scott Clark  
*Scott.C.Clark.187@nd.edu*

## Finance and Investments

Prepares our members for a career in corporate or investment finance by informing our members of career options available to them through speakers, workshops, and company visits.

**President:** Scott Adams  
*Michael.S.Adams.115@nd.edu*

## Marketing

Provides MBA students opportunities to further their understanding of the marketing discipline. The club provides valuable educational and networking opportunities, allowing members to expand their knowledge and enhance their understanding of various career paths in the dynamic marketing field.

**President:** Matt McHale  
*Matthew.M.McHale.4@nd.edu*

## Net Impact

Helps tomorrow's business leaders develop their ideas on socially responsible business.

**Presidents:** Julie Ratliff and Megan Cluver  
*Julie.A.Ratliff.8@nd.edu*  
*Megan.E.Cluver.3@nd.edu*

## Society of Hispanic MBAs

Fosters Hispanic leadership through graduate management education and professional development. The club works to provide cultural awareness and sensitivity vital in the management of the nation's diverse workforce.

**President:** Sebastian Reyes  
*Sebastian.A.Reyes.33@nd.edu*

## Sports Business

Provides an avenue for students to pursue an interest in the world of sports business. This is to be accomplished through speakers, networking events and trips, and hands-on experiences.

**Presidents:** Mike Girts and Deyvehn East  
*Michael.K.Girts.1@nd.edu*  
*deast@nd.edu*

## Women in Business

The Mendoza Chapter of Women and Businesses affiliated with the Graduate Women in Business (GWIB), a not-for-profit organization dedicated to supporting businesswomen both during their tenure at graduate school and in the years that follow.

**President:** Katie Butcher  
*Kathleen.A.Butcher.4@nd.edu*

## Notre Dame MCOB Career Development (CD)

The Mendoza College of Business has a stand-alone career development function separate from the University Career Center, which services primarily undergraduate students. Our mission is to prepare MBA and EMBA students and alumni to conduct successful searches for meaningful employment, and to build solid working relationships with alumni, recruiters, and members of the business community who are in a position to hire and promote graduates of the Notre Dame MBA and EMBA programs.

The CD Office is located in Suite 276, on the second floor of the Mendoza College of Business. Office hours are 8:00 a.m. to 5:00 p.m.

(summer hours are 8:00 a.m. to 4:30 p.m., May 15 to August 15).

## Mailing Address

MBA Career Development  
University of Notre Dame  
276 Mendoza College of Business  
Notre Dame, IN 46556 U.S.

## Telephone

(574) 631-8488  
Country code: 001

## Fax

(574) 631-8800

## Web address

<http://mba.nd.edu/cd>

## Bulk mail address:

Same as above mailing address

## MCOB CD Staff:

Karen Dowd, Senior Director, (*kdowd1@nd.edu*)  
Laura Bellis, Associate Director (*laura.bellis.8@nd.edu*)  
Natalie Lockhart, Assistant Director  
Cynthia Proffit, Assistant Director  
Bobbi Imel, HR Consultant (*imel.1@nd.edu*)  
Judy Truitt, Recruiting Manager (*jtruitt@nd.edu*)  
Taruna Nagpal, ND MBA '07, International Resource Intern, (*nagpal.2@nd.edu*)  
Terry Borich, MBA Program Reception, Senior Staff Assistant (*tborich@nd.edu*)

## Notre Dame MBA 2006–2007 Recruiting Calendar

(Note: as of press time; after 9/15/06, check our website for updates (<http://mba.nd.edu/cd>))

August 1	International Student Orientation Begins
August 7–11	Two-Year Class of 2008 Orientation—MBA Program
August 14–18	Two-Year Class of 2008 Orientation—Academic Program
August 21	Classes begin; Module I begins
August 24	Fall Recruiting Orientation
September 4	Labor Day classes held; office closed
September 6	Pre-Season interviews begin
September 9	Penn State at Notre Dame (Football)
September 13	Undergraduate Career Fair MBA Recruiter's Luncheon
September 15-16	Disco (Asian) Technical Career Forum. Los Angeles
September 16	Michigan at Notre Dame (Football)
<b>September 18</b>	<b>Fall Recruiting Presentations begin (Noon and 7:00 p.m., generally Monday–Thursday)</b>
September 21–22	Alumni Career Panels
Sept 26–Oct. 1	National Black MBA Conference, New Orleans, La.
September 30	Purdue at Notre Dame (Football)
October 2–6	Module I classes end/Finals (no recruiting events)
October 7	Stanford at Notre Dame (Football)
October 9–13	Interterm week/Professional Development Course [required on-campus or abroad short courses for all MBA students] (no recruiting events)
October 10	Shanghai student participants depart
October 19	Shanghai participants return
October 14–22	Fall Break
October 21	UCLA at Notre Dame (football game)
October 23	Module II begins
October 23	Chile program begins
<b>October 25</b>	<b>Fall Campus Interviews begin; Recruiting presentations continue, evenings only</b>
October 26–28	NSHMBA Conference, Cincinnati, Ohio
October 31	Halloween
November 2–4	Global Masters Career Conference, Orlando, Fla.
November 3–4	National Association of Women MBAs, St. Louis, Mo.
November 4	North Carolina at Notre Dame (Football)
November 17–19	DISCO (Asian) Career Forum, Boston, Mass.
November 18	Army at Notre Dame (Football)
November 22	Day before Thanksgiving —No recruiting; CD office closed—classes will be held
November 23–24	Thanksgiving Holiday; no classes; office closed
November 27	No recruiting
<b>November 30</b>	<b>Last day for Fall Recruiting Presentations</b>
December 1	Last day for Fall Campus Interviews

December 13	Module II ends
December 14	Chile Program Ends
Dec. 14–Jan. 14	Holiday Break for Students; no classes
Dec. 23–Jan. 2	Office Closed
December 25	Christmas
January 1	New Year's Day
January TBD	City Tours
January 15	Student Holiday Break ends; Module III begins
January 15	Martin Luther King Day
<b>January 29</b>	<b>Spring Recruiting Presentations begin (generally 7:00–8:00 p.m., Monday–Thursday)</b>
TBD	Brand Leadership Symposium
TBD	Undergraduate Career Fair
February 2–4	European Career Fair, MIT, Boston, Mass.
<b>February 5</b>	<b>Spring Campus Interviews begin</b>
February 14	Valentine's Day
February 19	President's Day
<b>Feb. 26–Mar. 19</b>	<b>No recruiting events</b>
Feb. 28–Mar. 3	Module III Finals
March 6–15	Brussels Program
March 5–9	Interterm week [required on-campus or abroad short courses for all MBA students]
March 12–16	Spring Break; no classes; office open
March 19	Module IV begins—No recruiting
<b>March 20</b>	<b>Spring Recruiting Presentations (evening only) and Campus Interviews continue</b>
TBD	Notre Dame MBA Student Leadership Conference
April 6	Good Friday; no classes; office closed
April 8	Easter
April 9	Easter holiday; no classes; office open
<b>April 19</b>	<b>Spring Recruiting Presentations end</b>
<b>April 27</b>	<b>Spring Campus Interviews end</b>
May 9	Module IV ends
Week of May 14	Commencement activities
May 18–20	Commencement weekend
May 20	Commencement, Class of 2007
May 28	Memorial Day; classes held; office closed
TBD	One-Year Program begins toward end of May

## Overview of Notre Dame MBA Recruiting Services

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### On-Campus Interviewing

On-campus interviews are available to those companies and organizations that wish to recruit Notre Dame MBA students for internships and full-time opportunities. To schedule interviews, please contact Judy Truitt, Recruiting Manager, at (574) 631-5575, or e-mail her at [jtruitt@nd.edu](mailto:jtruitt@nd.edu). On-campus interviews are limited to currently enrolled full-time MBA students. Additional information about campus interviewing appears later in this guide.

### Pre-Interview Recruiting Presentations

Companies that are recruiting on campus are invited to schedule a campus recruiting presentation prior to the interview date. Presentations are an excellent way to raise students' awareness of your organization and the job and career opportunities available. More information about making recruiting presentations successful appears later in this guide. To schedule a presentation, contact Judy Truitt, Recruiting Manager, at (574) 631-5575, or e-mail her at [jtruitt@nd.edu](mailto:jtruitt@nd.edu).

### Online Résumé Books

Online résumé books are available for the MBA Classes of 2007 (full-time) and 2008 (interns). To gain access to our résumé books, go to <https://www.mbafocus.net/orders/signin.asp?school=196>.

### Online Job Postings

A convenient way for companies and organizations to recruit MBA and EMBA students and alumni is to post a position opening with us through our online system. To list an opening for an alumnus or student (full-time or intern), please contact Judy Truitt, Recruiting Manager, at (574) 631-5575, or e-mail her at [jtruitt@nd.edu](mailto:jtruitt@nd.edu).

### Just-In-Time Recruiting

The traditional "on-campus" interview model doesn't suit the needs of all companies and organizations, particularly those with "just-in-time" hiring needs or small businesses or entrepreneurial ventures. We have a diverse talent pool of MBAs available throughout the year. Contact us with those just-in-time jobs from March through August for our May graduates, and all throughout the year for our alumni.

### International MBA Hiring

Almost 30 percent of our MBA class is international. These students are exceptionally talented and offer top-notch skills and expertise. Most are eligible to work in the US for a minimum of one year after graduation, during which time they are working with the necessary authorities to complete the paperwork required to obtain expanded eligibility to work in this country. Contact us with opportunities for our international students who either want to work in this country or for a multinational company outside of the US or in their home country.

### Customized MBA Recruiting

Some companies or organizations have hiring needs that are unique to a particular function, industry, or location. Others are medium-sized or small businesses that may be less known than name-brand companies. Let us know if we can help you develop a strategy for hiring MBA talent in areas such as marketing, finance, accounting, IT, human resources, operations, consulting, and general management.

### Turn-key MBA Distance Interviewing

Our telephone and videoconference interview systems allow you to reach students without having to travel to Notre Dame. We arrange the schedule, post the job offering, coordinate the interview sign-ups, and host the candidates in our videoconference room the day of the interviews. NOTE: This system is also used to facilitate "campus" interviews between companies and MBA students in our abroad programs.

## Notre Dame MBA Campus Interview and Presentation Procedures

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### Arranging your Pre-Interview Presentation Dates

Recruiting presentations are typically held in an MBA classroom in the Mendoza College of Business. The classrooms provide PowerPoint, video, and computer projection capability. They begin September 18, 2006 and are typically held Monday through Thursday at noon and 7:00 p.m. Presentations last one hour. As they are scheduled to accommodate student class schedules, typically the sponsoring organization sponsors provide box meals for the students who sign up in advance and attend the presentation.

### Arranging Office Hours

During the fall and spring semesters, Career Development offers companies the opportunity to meet informally with MBA students in the afternoon after a lunch recruiting presentation. Office hours are typically scheduled between 1:00 p.m. and 3:00 p.m. to accommodate student class schedules. To reserve office hours, please contact Judy Truitt, Recruiting Manager, at (574) 631-5575, or e-mail her at [jtruitt@nd.edu](mailto:jtruitt@nd.edu).

### Arranging Your Interviewing Schedules

During the fall and spring semesters, Career Development offers companies and hiring organizations the opportunity to interview MBA students on campus. In 2006, fall interviews, typically for May graduates, begin October 25. In 2007, spring interviews, typically for summer interns as well as for May graduates, begin February 5. A complete recruiting calendar appears later in this guide. To schedule campus interview dates, contact Judy Truitt, Recruiting Manager, at (574) 631-5575, or e-mail her at [jtruitt@nd.edu](mailto:jtruitt@nd.edu).

Interviews may be arranged for full-time positions (graduating One-Year and Two-Year Program MBA students) and for summer intern positions (First-Year MBA students). Typically schedules consist of nine 45-minute interviews. Schedules consisting of six 60-minute interviews may also be arranged. Sample interview schedules appear below.

## SAMPLE INTERVIEW SCHEDULES

### 45-Minute/9 Interviews (8:45 a.m.–5:00 p.m.)

8:45 a.m.	_____
9:30 a.m.	_____
10:15 a.m.	_____ Break _____
10:30 a.m.	_____
11:15 a.m.	_____
12:00 p.m.	_____
12:45 p.m.	_____ Recruiter Luncheon _____
1:00 p.m.	_____
1:45 p.m.	_____
2:30 p.m.	_____
3:15 p.m.	_____ Break _____
3:30 p.m.	_____
4:15 p.m.	_____

### 60-Minute/6 Interviews (8:45 a.m.–4:15 p.m.)

8:45 a.m.	_____
9:45 a.m.	_____
10:45 a.m.	_____ Break _____
11:00 a.m.	_____
12:00 p.m.	_____
1:00 p.m.	_____ Recruiter Luncheon _____
2:00 p.m.	_____
3:00 p.m.	_____ Break _____
3:15 p.m.	_____

### Sending in Your MBA Job Description

As soon as possible and no later than two weeks before your pre-interview recruiting presentation or five weeks before your campus interview dates, e-mail or fax us a job description (or descriptions if interviewing for multiple functions). The job description is the mechanism through which students will determine their level of interest in your organization. The job description should include:

- Company name, parent company, parent location(s), and location of the specific position
- Overview of the industry and where the company stands in the industry
- Job title (indicate full-time or intern) and reporting relationship
- Major tasks and responsibilities of the position
- Skills and competencies sought for the positions; desired and required job specifications, credentials, abilities, knowledge
- Work eligibility requirements (indicate if international students can apply)
- Amount of travel that can be expected
- Career path, advancement opportunities
- Training and professional development programs available
- Names of Notre Dame alumni employed in your organization
- Contact information for hiring manager and recruiting department
- Application deadline
- Expected start date

### Building Interest in Your Company's Pre-Interview Presentation and MBA Interview Schedule

Throughout the year, students are inundated with information about a myriad of job opportunities from dozens of hiring organizations. How can your company get noticed? Here are a few suggestions:

- Send us flyers to distribute to our students. There is a minimal fee for this service. Send a box of flyers, or e-mail us the flyer and we'll have it duplicated and distributed to the MBA student mailboxes.
- Collaborate with relevant student clubs and organizations to build awareness. A complete list of club contacts appears in this guide.
- Contact MBA faculty. A complete list appears in this guide.
- Ask former employees or interns to send an e-mail to target students putting in a good word for you.
- Issue a personal invitation to students of interest. The online résumé book can be used to obtain contact information.
- Contact a Career Development staff member. We can advise you on strategies for building awareness of your organization on campus.

## Developing Your Interview Schedule

- **30 days prior** to your campus interview date (this schedule is compressed for just-in-time hiring): MBA students begin applying for an invitation to interview with your organization through our online recruiting system, MBAfocus.
- **20 days prior:** Application period ends. You receive an electronic “résumé bundle”—résumés of students who have expressed interest in being invited onto your interview schedule.
- **11 days prior:** Notify us of your candidate selections. Also include the names of several alternates in case an invited student doesn’t sign up for an interview. You may invite up to half of your schedule; the rest of the schedule is filled through a bidding system by Career Development.
- If your schedule consists of nine interviews, you would submit a list of five invited students plus several alternates.
- For a six-interview schedule, submit three invited names plus alternates.

## Filling Your MBA Schedule

- **10 days prior:** Students will be notified automatically of their selection via our MBAfocus interview scheduling system. Students not selected have the opportunity to be placed on an interview schedule through an open bidding process. Those students who win interviews are notified and begin to sign up for interview times along with those who were invited onto schedule.
- **3 days prior:** Interview schedule is frozen. At this time you can access electronically your schedule and accompanying resumes.

## Final Confirmation

Three business days before your pre-interview presentation or campus interview schedule, we ask that you please contact Judy Truitt, Recruiting Manager, at (574) 631-5575, or e-mail her at [jtruitt@nd.edu](mailto:jtruitt@nd.edu). to confirm your schedule. At this time we would like to know the names, titles, and ND year of graduation (if applicable) of the presenters or interviewers. This information is provided to our students, staff, and faculty. Also please provide us with cell phone/after-hour contact information in case of presentation or interview cancellation or delays because of weather or other unanticipated emergencies.

## The Day of Your Pre-Interview Presentations or MBA Campus Interviews:

- Please arrive at our office about half an hour prior to the start of your presentation or first interview.
- We will ask you for two business cards for our records. We will also ask you for any dietary preferences you might have for our recruiter luncheon.
- All interview schedules provide for two 15-minute breaks, one each in the morning and afternoon, as well as for a one-hour recruiter lunch hosted by us in our conference room or a nearby meeting room. This gives you the opportunity to spend time with an MBA Program staff member or faculty member and other recruiters.
- Each interview room has a phone and computer modem port.
- Beverages and snacks are available for recruiters throughout the interview day.

- Phone messages may be directed to (574) 631-8488; faxes may be sent to (574) 631-8800.
- Please remember to turn off your cell phone during the interviews.

## Post-Interview or Post-Presentation

- After interviewing, provide Career Development with feedback on the quality of your visit and the quality of the students interviewed.
- After interviewing, contact all interviewees, preferably within one week, to let them know their status with your organization.
- After interviews or presentations, let us know how we may be of assistance to you throughout the process.
- Send Career Development notification, via e-mail to [mbacareer@nd.edu](mailto:mbacareer@nd.edu), of offers made, offers accepted, and salaries offered.

## Guidelines for a Successful MBA Campus Recruiting Presentation

**Brevity:** We suggest you limit your prepared remarks, including slides or video, to no more than 20 to 30 minutes, leaving time for questions.

**Focus:** In your presentation, cover what sets your company apart from others in your market and in other industries. Students are interested in news of recent deals, products released, and new events, whether they are positive or negative. Communicate the professional challenges of the position as well as opportunities for professional and career growth.

**Speakers:** The best speakers have strong interpersonal and communication skills, are dynamic presenters, and can relate to MBA students.

**Content:** What competencies, skills, special backgrounds, or talents do you look for in candidates to join your company? Students appreciate hearing specific examples about career development, career paths, and opportunities. Describe a typical day and what you expect from an MBA.

**Culture:** Giving students a sense of your corporate culture and describing successful personality profiles is beneficial to students.

**Company and Alumni Representation:** Bring as many representatives and Notre Dame alumni as possible—from younger staff to upper management—who are passionate about your company’s mission.

**Next Steps:** Be clear about your organization’s recruiting process and steps; provide students with follow-up contact information.

**International Hiring and Contacts:** Please ensure that the presentation addresses your company’s citizenship requirements and international hiring process. Please identify the appropriate contact people for international candidate career opportunities.

**Recruiting Timeline:** Provide an overview of your MBA recruiting process, detailing first- and second-round interviews, on-site visits, and projected decision timelines, which will help to inform candidates of important dates and minimize scheduling conflicts.

**Dress:** Please notify Career Development in advance of the recommended dress for your recruiting presentation. Business casual dress is most common and promotes a relaxed atmosphere that students enjoy.

**Off-Campus Information Sessions:** Maximize your off-campus presentation by informing Career Development of all plans. Although last-minute changes occur, it is imperative Career Development know the correct date, time, and location of your event so it can be accurately publicized to students.

**Time Zone:** Please note that the local time zone has changed to Eastern Time.

## Other Ways for Hiring Organizations to be Involved With CD/the MCOB

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### September 2006–February 2007 National Career Conferences:

Companies are encouraged to participate in national career conferences as a way to enhance the diversity of MBA candidates. Some of the events in which we participate are NSHMBA (the National Society for Hispanic MBAs), the Black MBA Association, the Global Masters Career Conference, the National Association of Women MBAs, the DISCO Career Forum (for Asian students), and the European Career Fair. Each organization maintains its own website.

### September 2006 and January 2007 City Tours:

This year we are building on the previous success of our city tours and will sponsor a number of student visits to target cities throughout the year. The tours are sponsored by the student Career Development Committee. The exact schedule will be determined dependent on student interest. The purpose of the city tours is to provide companies with the opportunity to meet Notre Dame MBAs in cities of their choice and to acquaint students with major MBA employers in various locations across the US. At this time, tours are planned for New York City, Boston, Denver, Atlanta, Chicago, Los Angeles, and San Francisco. Contact us if your organization is interested in participating in or sponsoring all or part of an event in your location.

### Alumni Career Panels

This year we will once again hold Alumni Career Panels. The purpose of the panels is to acquaint our students with the functional areas in which the majority of MBAs are hired upon graduation. Contact Career Development if your organization is interested in participating in or sponsoring one or more of these events.

### September 13, 2006 Undergraduate Career Fair

The University Career Center sponsors career fairs in September and January for companies that wish to meet University of Notre Dame students. As part of this event we host a lunch/meet & greet for MBA employers at Mendoza. For information, please contact us.

## Notre Dame MBA Student Leadership Conference

MBA students coordinate this annual leadership conference. If your company is interested in participating or sponsoring one of the conference activities, please contact us.

## CEO Speaker Series

The Mendoza College of Business regularly schedules CEOs to speak to our students. Let us know if your CEO is interested in speaking at Notre Dame in the coming year and we will submit a request to the Dean's Office and appropriate faculty.

## Partners in Curriculum or Case Development

We offer a number of ways in which company executives can be involved with the MBA Program. Speaking in our "Ten Years Hence" program, participating in or sponsoring case competitions, sponsoring the development of case studies, sponsoring a consulting project as part of a class requirement, and sponsoring faculty research are just some of the avenues available to companies interested in becoming involved with the MBA curriculum. Let us know of your interest and we'll put you in touch with the appropriate faculty and staff.

## Fellowship Support

We welcome financial contributions for the purpose of funding all or part of student tuition and fees. Fellowship support helps us to recruit a diverse candidate pool and strengthens the overall quality of our classes. Let us know if your company is interested in supporting MBA student fellowships.

## Notre Dame MBA Recruiting Policies

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### Campus Interviews/Open-Closed Schedules

Campus interviews are available to MBA students who are currently enrolled full-time in the MBA Program. We offer a combination of open and closed campus interview schedules. Through this system, students express interest in companies, companies invite students onto interview schedules, and students also bid for openings on interview schedules. Our suggested ratio of bid (open) interviews to invitation (closed) interviews is 50:50. At minimum, companies are asked to open 25 percent of an interview schedule to students who bid for openings regardless of being pre-selected by a company to interview. This amounts to a minimum of two slots per schedule being made available to students for bidding purposes. The advantage of this system is students have a chance to "make the case" for their background with a particular employer that is of great interest to them, and companies are assured that those students who are qualified, have done their homework in advance, are confident of a fit, and have a chance to present their qualifications.

### Interview Dates

Interview dates are designed to be in sync with our academic calendar of 2006. "Pre-Season" interviews begin September 6. The regular interview season begins October 25. In 2007, campus interviews begin February 5. Every effort will be made to accommodate company preferences, however, there is no guarantee that a desired interview date will be available.

## **Scheduling of Interviews**

Companies are strongly encouraged to schedule both on-and off-campus interviews at times that do not conflict with a student's academic schedule. While our faculty understand the need for a student to miss class occasionally due to schedule conflicts, regular class attendance is expected. For this reason, call-backs are strongly encouraged to be held on Fridays, which are non-class days for most students.

## **Postings, Contact Information available to all Students and Alumni**

All job postings and recruiter contact information provided by recruiting organizations are made available to all Notre Dame MBA and EMBA students and alumni.

## **Dress Code**

We encourage students to wear business casual clothing (tailored pants and shirts or skirts and blouses) for campus presentations and business attire (suits) for on- and off-campus interviews.

## **Ethical and Legal guidelines**

Notre Dame recruiters are expected to treat all job candidates, faculty, and staff members with fairness and respect. Ethical and legal practices are expected in all phases of the recruiting process. Candidates should not be discriminated against on the basis of ethnicity, gender, marital status, age, creed, disability, or any other non-job-related factor.

## **International Students**

We encourage Notre Dame recruiters to actively seek out our international students for internships and full-time employment. Our international students are an excellent source of top-tier talent. All Notre Dame international students are authorized to work in the US during the summer between first and second year, and all international students who complete the necessary paperwork are eligible to work in this country for up to 12 months after graduation. This provides the student and company the time needed to begin proceedings for a change in status. We ask companies to be specific about the type of work authorization needed by indicating this on the position description form. Note that according to law, employers may ask about work status but not about citizenship.

## **Alcohol at Events**

Alcohol is not permitted at company-sponsored events held on campus.

## **Student Status**

Companies are encouraged to inform students about their status at the end of each interview or recruiting interaction. It is important to let students know their status regularly and in a timely fashion, as this enables them to continue their job search rather than waiting for a nonexistent position to materialize.

## **Grade Disclosure**

Career development does not reveal grade, GPA, or GMAT information to recruiters. Companies desiring this information can directly request it from students.

## **Off-Campus Interviews**

From time to time companies may find it necessary to interview students off campus. When this occurs, the company

is completely responsible for all aspects of the process, from contacting the student, making room reservations, and following up with students.

## **Student Infractions**

At Notre Dame, we take great pride in the professional behavior of our students. Please let Career Development know of any student infractions such as not showing up for an interview, dressing inappropriately for an interview, declining after a job acceptance, etc.

## **Offers**

Companies are encouraged to leave offers open for four weeks or after first-round interviews [three weeks for internship offers and for offers extended toward the end of the recruiting cycle]. Companies are discouraged from extending employment offers that increase or decrease in salary depending on the speed with which the student considers the offer. It is expected that all employment offers will be made both verbally and, within 24 hours, in writing.

## **Withdrawal of Offers**

Withdrawal of either verbal or written job offers is not expected and should seldom occur. In case of withdrawal of an offer because of severe company hardship, every effort should be made to accommodate the affected student(s), especially if the student has discontinued discussions with other firms. In cases where withdrawal of an offer is absolutely necessary, the company is advised to provide the affected student with financial compensation to ensure a student is not unduly affected by the withdrawal. Companies contemplating withdrawing an offer are advised to contact the Senior Director of Career Development Karen O. Dowd in advance.

## **Full Disclosure**

Companies are discouraged from engaging in behaviors that detract from the company's overall image on campus. Examples are withdrawing an offer once accepted by a student, and conveying offers verbally, without adequate written follow-up. It is our policy to make these types of behaviors known to our students, not in a punitive fashion, but in the spirit of full disclosure, arming students with the information they need to make appropriate career decisions.

## **End-of-Year Hiring Results**

Companies are asked to provide Career Development with information on offers made, offers accepted, and salaries offered. This assists us in preparing an accurate employment report at the end of each recruiting year.

## **CSC Standards**

Career Development follows the standards for employment reporting that are recommended by the MBA Career Services Council (MBACSC) and is an original participant in the MBA CSC audit process, earning an excellent rating.

## Traveling to the University of Notre Dame/South Bend, Indiana

### Directions

Notre Dame is located in South Bend, Indiana, 90 miles east of Chicago, and is easily accessible via air (Chicago O'Hare, Chicago Midway, or South Bend, Indiana Airport), rail (Amtrak or South Shore Line from Chicago) or car. Visit the University of Notre Dame website at <http://www.nd.edu/visitors/index.shtml> for further information on traveling to Notre Dame.

### Parking

Approach campus on Notre Dame Avenue and turn right into the first parking lot following the signs to the visitor parking area. We will provide a token needed to exit the parking lot. If you are staying at the Morris Inn, we recommend that you leave your car in the Morris Inn lot, on the west side of Notre Dame Avenue, and walk to our office.

### MBA Career Development

Career Development is located in the Mendoza College of Business complex, northeast of the visitor parking lot. Enter through the west door facing the lawn and proceed up the main staircase to the second floor. Turn left. Suite 276 is in the middle of the corridor on the right. Directions to the MBA office can also be found online at <http://www.nd.edu/visitors/dir.shtml>.

### Airlines Servicing South Bend Regional Airport (SBN)

*(check with your travel agent for an updated list)*

Continental Connection

Delta Connection

Northwest/KLM Airlines

United Express

### Time Zone

We are now on Eastern Time throughout the year.

## Where to Stay and Dine in South Bend, Indiana

### Hotels

#### Morris Inn\*

Located on the Notre Dame campus  
Notre Dame Avenue  
(574) 631-2000

#### Comfort Suites

52939 Indiana 933 North  
South Bend, Indiana  
(574) 272-1500

#### Hampton Inn & Suites

52709 Indiana 933 North  
South Bend, Indiana  
(574) 277-9373

#### Holiday Inn Downtown

213 West Washington St.  
South Bend, Indiana  
(574) 232-3941

#### The Inn at Saint Mary's\*

53993 Indiana 933 North  
South Bend, Indiana  
(574) 232-4000

#### Marriott

123 North St. Joseph St.  
South Bend, Indiana  
(800) 228-9290

#### Varsity Clubs of America

Suites Hotel  
3800 North Main St.  
Mishawaka, Indiana  
(800) 946-4822  
(574) 277-0500

*\*Where majority of ND MBA recruiters stay.*

### Restaurants

#### LaSalle Grill\*

115 West Colfax Ave.  
South Bend, Indiana  
(574) 288-1155

#### Rocco's Restaurant

(For a true "Notre Dame local" experience)  
537 N. St. Louis Boulevard  
South Bend, Indiana  
(574) 233-2464

#### Tippecanoe Place\*

(fmr. Studebaker Mansion)  
620 West Washington St.  
South Bend, Indiana  
(574) 234-9077

#### Parisi's Italian Ristorante

1412 South Bend Ave.  
South Bend, Indiana  
(574) 232-4244

#### Sorin's

Located in the Morris Inn  
on the Notre Dame campus  
Notre Dame Ave.  
(574) 631-2020

#### The Carriage House\*

24460 Adams Road South  
South Bend, Indiana  
(574) 272-9220

#### Bonefish Grill

620 W. Edison Rd.  
Mishawaka, Indiana  
(574) 259-2663

#### For Further Information:

If you would like more travel information to prepare for your visit to South Bend, please visit us on the Web at <http://www.nd.edu/visitors/index.shtml>

*\*For finer dining*

## Preliminary Notre Dame MBA Employment Report 2006

### Companies Recruiting Notre Dame MBA Students 2006–2007

(On-campus interviews, postings, offers and/or hires)

1st Brooks Construction Company, Inc.	Ancor PET Packaging	AXA
1st Source Bank	American Express	Baker Robbins and Company
20-20 Foresight	American Library Association	Banc of America Securities
3M	American Stock Exchange	Bank of America
ABC News	Ameriquist Mortgage Co.	Bank of New York, The
ABF Freight System, Inc.	AMETEK Solidstate Controls	Banner Health
ABN-AMRO	Amgen Corporation	Barclay's Global Investors
AC Nielsen	AMK Business Solutions, Inc.	Battalia Winston International
Accenture	Anheuser-Busch	Bayer
ACME Business Consulting	Anning Johnson	BBDO
ADESA	Anthem Blue Cross Shield	Beacon Hill Financial (Search Firm)
Adjoined Consulting	AOL	Bear Stearns
Adobe	Aon Corporation	Bearing Point
Advisory Research, Inc.	Apollo Housing Capital	Begley and Associates, Inc.
AEGON	Apple Computer, Inc.	Bernard Hodes Group
Agilent	Arizona Medicaid	Best Buy Corp.
AHCCCS	Arrow Finance	Better World Books
AIG	Arvinmeritor	BiCE/Rothschild
Alcan Packaging	Ashland Specialty Chemical	Bilzin Sumberg Baena Price & Axelrod, LLP
Alex Lee Inc.	AT Kearney Executive Search Firm	Black & Veath
Alexander Group, The	AT&T	BlackRock
Alticor	ATK	BMO Capital Markets
AM General	Athenahealth	BMW
AMCOR	Augsburg Fortress	Boeing
Amazon.com	Avamar Technologies	Booz Allen Hamilton
	Avaya	

Bosch Power Tools	Chicago Fundamental Investment Partners, LLC	Computerwurks, Inc.
Boston Consulting Group	Chicago Transit Authority	ConAgra Foods
Boy Scouts of America	Chicago Tube and Iron	Concord Camera Inc.
BP Castrol	Children and Family Services	Conn-Selmer
Brandywine Investments	Chinatrust Commercial Bank	Conway, Del Genio, Gries & Co., LLC
Bristol Myers Squibb	Chinese Professional Network	Cornerstone Holdings
Broad Residency	Christmas by Krebs	Corporate Collaborations
Brokerage Consultants, Inc.	Church & Dwight	Corporate Talent Resources
Brontosaurus Software	CIA	Countrywide Home Loans
Brooks Construction	CIGNA	CPC Scientific Inc
Brown-Forman	CIS (recruiting firm)	Credit Suisse First Boston (CSFB)
Byrnes and Rupkey, Inc	Cisco Systems, Inc.	Crowe Chizek
C.B. Fleet Co., Inc.	CIT Group	CSG Systems
Calamos Investments, Inc.	Citadel Group	CTS Corporation
Cambar Software	Citi Cards	Cummins, Inc.
Cap Gemini	Citigroup	Cuyahoga Valley National Park Association
Capital One	Citigroup Taiwan	DaimlerChrysler (including DaimlerChrysler Services and Chrysler Group)
Cardinal Health	Citigroup TI Finance	Dart Energy Corporation
Cars.com	Citizens Development Corps (CDC)	Dartmouth-Hitchcock Medical Center
Catholic Charities, The	Civitas Schools	Davis Selected Advisors
CB Fleet	Classified Ventures	DDBO
Center for US–Japanese Business Studies	Clopay	Delaware Investments
CGI-AMS	Club Sportiva	Dell China
Charles River Associates International	CMC Consultants	Deloitte Consulting LLP (also Deloitte Services LLP, Deloitte Tax LLP, and Deloitte Touche Tohmatsu)
Charter Consulting	Coca Cola Company, The	Deloitte Tax, LLP
CHF International	Colgate-Palmolive	
Chicago Community Ventures	College Sports	
	ComPsych Company	

Delphi Corporation	ExactTarget
Delta Air Lines	Fast Enterprises, LLC
DePrince, Race & Zolo, Inc.	Federated Investors
DePuy (see Johnson & Johnson)	Fellowes, Inc.
Derivative Solutions	Fidelity Investments
Design Workshop, Inc.	Firestone Natural Rubber
Deutsche Bank	First Industrial Trust
Discover Financial Services	First Marblehead
Dividend Capital Group	Five Ten
DLC, Inc.	Fluent Knowledge
DoCoMo	Ford Motor Company
Dr. Arnold del Pilar	Fox Entertainment Group
Dresner Partners Investment Banking	Franklin Hamilton
DuPont	Friedman Billings Ramsey
E & J Gallo Winery	FTI Consulting
E-Bay	Gallup Organization, The
Eaton Corporation	Gap Inc. – Banana Republic
ECG Management Consultant	Gemstone Musical Instruments
EFK Group	General Electric (including GE Aircraft Engines a.k.a. GE Transportation, GE Healthcare, and GE Energy)
eHealth	
Eli Lilly	
Elk River Systems	General Motors
Emerson	George Group, Inc.
Endurance Capital	Georgia-Pacific
Environmental Defense	Gigot Center
Epic Systems	GlaxoSmithKline
Episcopal Diocese of PA, The	Global MBA Conference
Ernst & Young	Global Recruiters of Algonquin
ESPN	GoJo Industries, Inc.

Goldman Sachs
Goldsmith Agio Helms
Greater Educations Opportunities Foundation
Gresham, Smith and Partners
guidester, Inc.
Guotai Junan Securities Co. Ltd.
Hamilton Lane
Hanjin Shipping Company
Harbor Group International
Harley Davidson
Harrah's
Harris Bank
Harris McCall
Haulmark
Health Management Associates
Hewitt Associates
Hewlett Packard
Highland Capital Management
HMA
Holladay Properties
Holland & Knight. LLP
Home Depot
Homer Bonner, LLP
Homestead Capital
Honeywell
Houlihan Smith & Co, Inc.
Housing Headquarters
HSA Commercial Real Estate

HSBC Holdings
Humana
Humanitas Foundation
Huron Consulting
HVB Bank Croatia
Hyatt Hotel Corporation
IBB Consulting
IBM (including IBM Extreme Blue and IBM Business Consulting Services)
IMG
Indiana Venture Center
Infigrid
Ingenix
ING
Ingersoll-Rand Company
Ingram Micro
Integra
Intel Corporation
Interscope, LLC
Invacare Corporation
IZS Executive Search
Jackson LaSalle Group
Jacobus Energy
Jaguar
Jannsen-Cilag
Japan Internship Program
Jeffrey Slocum and Associates
Jeffries & Company, Inc.
Jeselnick & Associates

JMP Securities
JobPlex, Inc.
John Deere
Johnson and Johnson (including Johnson & Johnson International, Vistakon, Life Scan, and DePuy Orthopaedics,)
Jones Day
JP Morgan
JPM Securities
Justice Federal Credit Union
Kellogg Company
Kenesis Group, The
KeyBank
Kimberly Clark
KIPP: Ascend Charter School
Kirk Williams Company, Inc.
Kirtland Capital Partners
Kisinger Campo & Associates
Kmart
KNAACK (division of Emerson Electric)
Konopa, Reagan and Aigotti Law
Korea EXIM Bank
KPMG
Kraft Foods
Landmark Growth Capital Partners
LaSalle Bank
Liberty Mutual
Life Scan (Johnson and Johnson)

LightSky
Limited Brands
Lincoln Financial Advisors
Liz Claiborne
Loughlin Meghji & Company
Lowe's
Luftansa Financial Advisors
Madison Capital Management
Madison Center
Management Simulations, Inc.
MannSystems
Manson Construction
MarketSense
Mars, Inc.
Masterfoods USA
Matching Donors
Max J. Kuney Construction Co.
MBA Enterprise Corps
McDonald's
McKesson Corp.
McKinsey & Co.
MedAptus
Medical College of Wisconsin
MedImmune, Inc.
Mellon Financial
Mellon Institutional Asset Management
Mercer Management
Mercury Interactive

Mercy Health Systems	Newell Rubbermaid	Pfizer	Robert Burke & Co.	Single Source Systems	Taishin Financial Holding Co., Ltd
Merrill Lynch	Newsmarket	Pi Capital	Robert Half Finance and Accounting	Sintokogio, Ltd	Takeda Global Research and Development
Metal Culverts	Next Step Systems	PIPC Global Project Solutions	Robert W. Baird & Co.	SKIM Group	Target
MGM Mirage	Nike	Piper Jaffray & Co.	Robert Wood Johnson Foundation	Sky Trading	Tax Helpers
Microflex	Nisource	Pitney Bowes	Rochdale Investment Management	SMandP Utility Resources, Inc.	Tefen USA
Microsoft	Nissan North America	Pixar Animation Studios	Rockwell Automation	Smith Barney Citigroup	Telephone Data Systems, Inc.
Miller Brewing Company	Norinchukin Bank, The	Plante & Moran, PLLC	Royal Caribbean Cruise Lines	SNY	Terex Corp.
Milliman	Northwest Airlines	Porter Novelli	RSM McGladrey	Softpath System, LLC	Textron (also Textron Financial Corp.)
MINRAD	Northwestern Mutual Financial Network	Porter, Wright, Morris, and Arthur	Ryder	Solucient	ThinkEquity Partners
Modine Manufacturing	NTT Leasing	PPG	SAIC	Sony (also Sony Playstation)	Thomas Weisel Partners
Monte Carlo	Nuveen Investments	Press Ganey Associates, Inc.	Sal Oppenheim	Spartech Corporation	Thomson Corporation U.S.A.
Moody's KMV	NVR, Inc.	PricewaterhouseCoopers	Samil PriceWaterhouseCoopers	Spectra Marketing	THQ
Morgan Samuels	NWP Services Corporation	Primetime Lending, LLC	Samsung Electronics	Spherion	Tiedemann Group, The
Morgan Stanley	O'Connor Advisors	Procter & Gamble	Sanderson	Spin-Off Advisors	Timeless Investment Management and Research
Morningstar	Oce North America, Inc.	Prudential	Sandler O'Neill & Partners	Spirit Mountain Casino	Titus Group
Motorola, Inc.	Ocean Tomo	Putnam's Consulting	SAP	Sprint Nextel	T-Mobile
MRI Network	OGE Energy	QTI Group of Companies	Sara Lee	St. Paul Travelers	Totes Isotoner
N.N.P. Investments	OnPoint Search Group	Raymond James Financial	SBC	Standard Management Corporation	Towne Air Freight
NASCAR	Openbrier and Associates	RBC Capital Markets	SC Johnson	Staples, Inc.	Toyota Motor Sales USA
National City	Organon	Real Estate Grad International	SCA Packaging North America	Starbucks	Trammell Crow Company
National Standard	Oyster Capital	Red Hat	ScanlanKemperBard Companies, LLC	Steel Warehouse, Inc.	Transwestern Commercial Services
Nationwide	Pace Global Energy Consulting	Reed Business Information	Scotia Capital	Steris Corporation	Tri-City Orthopaedic Surgery
Navigant Consulting	Palladian Development	Reliance Management	Scripps Health	Stoneyfield Farms	Tribune Company
NBC Universal	Parkland Plastic	Remy International	Sears Holdings Corporation	Stout Risius Ross, Inc.	Trinity Carpet Brokers
Needham & Company	Penske Logistics	Revenue Management Solutions	Seguros Atlas	Strategos	TruFabric
NESCO	PepsiCo	Reynolds & Reynolds	Seneca Partners	Studentenservice International	TRW
NetImpact	Philadelphia International Advisors	Ritchie Capital Management	Sensus (Jordan Industries, Inc.)	Study Australia	Turner Capital Investments
Network Appliance, Inc.	Philo Smith & Co.	Robert Allen Law	Sinclair Media Group, Inc.	SurePayroll	
New Caste Limited		Robert Bosch Fellowship Program			

Tyco	Washington Mutual
UBS Financial Services	Weber Associates, Inc.
UBS Investment Bank	Wells Fargo
U.S. Army	Western & Southern
U.S. Department of Labor	Weyerhaeuser Company
U.S. Department of Treasury	Whirlpool Corporation
U.S. Foreign Service	Whitney Information Network, Inc.
U.S. Navy	Whole Foods Market
U.S. Postal Service	William M. Mercer, Inc.
U.S. Small Business Administration	Witt/Kieffer
UBS Financial Services	Wipro
Unilever	World Power Systems
United Airlines (United Mileage Plus)	Wornick Company
United Stationers Supply Company	Wrigley
United Technologies Corporation	Xerox
University of Notre Dame	York Solutions
US Airways	
USA Interns	
Valassis	
Van Wagner Communications, LLC	
Vanguard	
Verisign	
Viacom Plus	
Wal-Mart Stores, Inc.	
Walgreens	
Walt Disney Company, The	
Warren International Incorporated	
Washington Consulting	

## Preliminary Notre Dame MBA Employment Statistics 2006

(As of 7/15/06. Updated statistics available after 9/30/06 on our website.)

[May not equal 100 percent due to rounding.]

### Class of 2006 Graduates—Full-Time Positions

Full-Time Placed by Function	Percentage	Median Base Salary/Annual
Finance/Accounting	38%	\$85,000
Consulting	23%	\$80,000
Marketing/Sales	17%	\$86,100
General Management	11%	\$82,500
Other	6%	\$90,000
MIS	3%	\$90,000

### Full-Time Placed by Industry

Manufacturing	30%	\$85,000
Financial Services	25%	\$80,000
Consulting Services	22%	\$82,500
Other Services	22%	\$85,550

### Full-Time Placed by Region

Midwest	45%	\$85,000
Northeast	16%	\$84,000
Mid-Atlantic	12%	\$75,000
West	10%	\$87,500
South	9%	\$60,000
Southwest	6%	\$82,500
International	3%	\$95,000

### Full-Time Salary

Overall Median Base Annual Salary	\$85,000
% receiving signing bonus	61%
Median Signing Bonus	\$10,000

**Class of 2007 Internships**

<b>Interns Placed by Function</b>	<b>Percentage</b>	<b>Median Base Salary/Monthly</b>
Finance/Accounting	38%	\$5,400
Marketing/Sales	25%	\$5,550
Other	16%	\$4,632
Consulting	12%	*
Operations/Production	8%	\$4,000

**Interns Placed by Industry**

Other Services	44%	\$4,350
Manufacturing	27%	\$5,200
Financial Services	18%	\$7,916
Consulting Services	9%	\$4,000

**Interns Placed by Region**

Midwest	42%	\$4,100
Northeast	16%	\$7,908
International	16%	*
West	12%	\$5,153
South	7%	\$6,000
Mid-Atlantic	3%	\$3,350
Southwest	3%	\$4,100

**Intern Salary**

Overall Median Base Annual Salary	\$4,500
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*\*Insufficient data.*

## NOTES

