

Careers@4: Corporate Finance and Investment Banking

Monday, September 8, 2008

Ranon Kent, Vice President, Houlihan Lokey

Monica Trautwein, UBS

Carol Anderson, Regional Finance Manager, Starbucks

Wendell Younkins, Vice-President and Chief Financial Officer of International Studios,
NBC Universal - Film, GE

Daniel Kim, Manager, Macquarie Capital Inc.

SPECIAL GUESTS

Matt Spencer, Associate, Houlihan Lokey

Nicholas Schultz, Macquarie Capital Inc.

RELATED RESOURCES

Panelist Websites

- GE: <http://www.ge.com> and <http://www.gecareers.com>
- NBC Universal: <http://www.nbcuni.com>
- Houlihan Lokey: <http://www.hl.com>
- Macquarie Capital Inc.: <http://www.macquarie.com>
- Starbucks: <http://www.starbucks.com>
- UBS: <http://www.ubs.com>

Trade Publications

- Wall Street Journal: <http://www.wsj.com/>
- Business Week: <http://www.businessweek.com>
- Forbes: <http://www.forbes.com>
- Fortune: <http://www.fortune.com>

Professional Organizations

- Financial Management Association International: <http://www.fma.org>
- Association for Financial Professionals: <http://afponline.org>
- CFA Institute: <http://www.cfainstitute.org>
- Institute of Management Accountants: <http://www.imanet.org>
- American Society of Pension Actuaries: <http://www.aspa.org>
- Society of Actuaries: <http://www.soa.org>
- The Financial Planning Association: <http://www.fpanet.org>
- Certified Financial Planner Board of Standards, Inc.: <http://www.cfp.net/become>
- Association of Government Accountants: <http://www.agacgfm.org>
- National Association of State Budget Officers: <http://www.nasbo.org>

Industry Guides (from the Vault.com Career Library – access through connectSC)

- Vault Guide to the Finance Interviews; Vault Career Guide to Accounting; Vault Guide to Actuarial Careers; Vault Career Guide to Investment Banking; Vault Career Guide to Investment Management;

Vault Career Guide to Private Wealth Management; Vault Career Guide to Venture Capital; Vault Guide to the Top 40 Accounting Firms; Vault Guide to the Top 50 Banking Employers; Vault Guide to the Top Business Services Employers; Vault Guide to the Top Financial Services Employers; and Vault Guide to the Top Insurance Employers.

Books in Career Planning & Placement Library

- "Career Opportunities in Banking, Finance, and Insurance" by Thomas P. Fitch
- "Careers in International Business" by Edward J. Halloran
- "Great Jobs for Accounting Majors" by Jan Goldberg
- "Great Jobs for Business Majors" by Stephen Lambert
- "Great Jobs for Economics Majors" by Blythe Camenson
- Peterson's "Job Opportunities for Business Majors"
- "Opportunities in Financial Careers" by Michael Sumichrast and Martin A. Sumichrast
- "Vault Guide to Investment Bank Diversity Programs" by Vault

USC Student Organizations

Accounting Society, Association of Latino Professionals in Finance and Accounting (ALPFA), Alpha Kappa Psi, Asian American Business Association, Beta Alpha Psi, Black Business Student Association, Business Development Club, Delta Sigma Pi, Distribution Management Association, Future Women's CEO Network, Global Business Leaders (Globus), Korean Business Student Association, Latino Business Student Association, Trojan Investing Society/Tycoons International

SPECIAL PROGRAM

Sponsors For Educational Opportunity (SEO)

Program that places talented students of color in premier internships in a variety of fields including investment banking, accounting, and asset management. Some of the firms in which interns are placed include Citigroup; Credit Suisse First Boston; Goldman, Sachs & Co.; Lehman Brothers; JPMorgan; Merrill Lynch; and UBS. For more information and to apply online, visit <http://www.seo-usa.org>

RESEARCH TIPS (Industries, Organizations and Occupations)

- Reference Career Planning & Placement Center "Research" and "Networking" handouts
- Occupational Outlook Handbook (U.S. Department of Labor): <http://bls.gov/oco/home.htm>

Occupational Areas Of Interest: Financial managers; Finance Activities; Actuaries; Financial analysts and personal financial advisors; Insurance underwriters; Loan officers; Budget analysts; Brokerage clerks; Banking; Securities, Commodities, and financial services sales agents; Accountants and auditors; Tellers; Cost estimators; Tax examiners, collectors, and revenue agents; and many others.

- Occupation Information Network (O*Net Online): online.onetcenter.org

UPCOMING EVENTS

Preparing For The Career Fair

- Thursday, September 18th – 11:00 am to 12:00 pm – Trojan Presentation Room – Student Union B3
- Tuesday, September 23rd – 2:00 to 3:00 pm – Trojan Presentation Room – Student Union B3
- Wednesday, September 24th – 1:00 pm to 2:00 pm – Trojan Presentation Room – Student Union B3

A workshop designed to help USC students effectively prepare for the September 25th Career Fair. Attendees will receive advice on topics such as attire, researching companies, approaching employers, and follow up.

USC Career Fair

- Thursday, September 25th – 10:00 am to 2:30 pm – Trousdale Parkway

Over 180 employers scheduled to be in attendance to recruit USC students for internship and full-time job opportunities. Visit careers.usc.edu for the list of participating companies.

4th Annual Investment Banking Panel

- Wednesday, September 24th – 6:00 pm to 8:00 pm – Edison Auditorium or THH 101
- Sponsored by the Trojan Investing Society

Company Profile Events

The following organizations will be holding company profile events on-campus. Check our calendar at careers.usc.edu for exact dates, times and locations.

- Deloitte - Financial Advisory Services
- Montgomery & Co.
- Jefferies & Co.
- Macquarie
- Dimensional Fund Advisors
- Citi
- Duff & Phelps LLC
- Rothstein Kass & Co.
- Fisher Investments
- Apple, Inc. Finance Division
- Deloitte Financial Advisory Services - Business Valuation Practice
- Western Asset Management Company
- UBS Financial Services
- Yahoo! – Finance Division

USC CAREER PLANNING & PLACEMENT CENTER

Counseling Services: self-assessment; resume and cover letter review; interview preparation; internship and job search assistance; offer evaluation and negotiation

You can schedule an appointment to see a counselor or simply drop by between 12:00 pm and 3:00 pm Monday through Friday for a 10 minute session.

Connections With Employers: The Career Planning & Placement Center provides opportunities for connections with a variety of employers through its Career Fairs (offered each semester, this semester it will occur on September 25th, 2008 from 10:00 am to 2:30 pm) and On-Campus Recruiting Program.

Employment Database: connectSC

Alumni Contacts: The Trojan Network

Career Panels & Workshops: The Career Planning & Placement Center hosts many career panels and workshops over the course of each semester. Students registered on the connectSC system will be apprised of the details of these events. General information on our career panels and workshops can also be accessed on the calendar at our web site.