Individuals pursuing careers in social impact are interested in utilizing their skills to make a positive impact in the world, furthering a mission or cause and doing work for the common good. Social impact careers cut across all industries and utilize a variety of functional disciplines. Opportunities exist within nonprofits, philanthropy, think tanks, non-governmental organizations (NGOs), social enterprise, impact investing and consulting. They also encompass social and direct service agencies, health and international development, environment and sustainability, corporate social responsibility (CSR), education, advocacy and activism. Whether it’s working for social impact startups or major corporations, the one thing social impact careers have in common is an aspiration to make significant positive changes that address any number of pressing social issues.
Weston Career Center Coaching Process

The Weston Career Center Career Services Model reflects the four primary stages you will experience as an MBA student through your partnership with your Career Coach. The Self, Story, Strategy and Journey model is designed to guide you from the early stages in your career search to successfully landing internships and full-time offers in the industries you are passionate about.

**SELF**
- Assess / Explore
  - Interests
  - Motivators
  - Skills
  - Career & Culture Fit
  - Goals
  - Your Value & Competitive Advantage
- Conference call / Skype with Career Coach to explore SELF, develop STORY, prepare for Spring/Summer career conferences:
  - Review CareerLeader assessment
  - Draft resume and utilize VMock tool to finalize
  - Practice personal introduction and get feedback
  - Develop LinkedIn profile
  - Practice interviews with Career Coach for June career conferences
  - Participate in Global Immersion; receive career STORY and STRATEGY content in St. Louis, Barcelona and Lima; meet with Career Coach to refine STORY and STRATEGY

**STORY**
- Develop Career Narratives
  - Personal Introduction
  - Resume
  - Cover Letter
  - LinkedIn
  - STAR Stories

**STRATEGY**
- Develop Career Campaign
  - Target Company List
  - Target Networking Contacts
  - Plan for Reaching Out

**JOURNEY**
- Actively Campaign
  - Networking
  - Interviewing
  - Negotiating
  - Successful Landings

### Internship Career Search Timeline / Activity Plan

**SPRING / SUMMER 1**

**First Steps Guide:**
- Career Leader assessment
- Resume
- Personal introduction
- LinkedIn profile

**Conference call / Skype with Career Coach to explore SELF, develop STORY, prepare for summer/fall career conferences:**
- Review CareerLeader assessment
- Draft resume and utilize VMock tool to finalize
- Practice personal introduction and get feedback
- Develop LinkedIn profile
- Practice interviews with Career Coach for June career conferences
- Participate in Global Immersion; receive career STORY and STRATEGY content in St. Louis, Barcelona and Lima; meet with Career Coach to refine STORY and STRATEGY

**FALL 1**
- Meet with Career Coach weekly for final prep for career conferences/fairs
- Participate in platform most closely aligned with functional area of interest
- Prepare campaign STRATEGY: identify target organizations/key networking contacts, develop networking plan
- Meet with Career Coach during your JOURNEY phase:
  - Schedule practice behavioral interviews
  - Conduct extensive case interview prep
  - Attend career/interest area conferences
  - Research organizations, develop target list
  - Attend the WashU Career Fair
  - Participate in Olin networking events (MBA Summit, Global Career Accelerator), industry treks
  - Implement active networking
  - Customize resumes and cover letters
  - Attend employer info sessions
  - Apply for jobs via on-campus or external recruiting
  - Interview, negotiate offers
  - Report internship offer, acceptance or rejection in OlinConnect

**SPRING 2**
- Continue JOURNEY phase into spring if still seeking internship (entrepreneurship, nonprofit and social/net impact jobs have a spring recruiting season)
- Meet with Career Coach regularly to maintain your momentum
- Continue to expand your network, apprise contacts of your progress
- Connect with community social impact/experiential learning resources
- Participate in WashU’s Spring Career Fair
- Attend on-campus recruiting events
- If pursuing a startup business over the summer, consider applying for the Entrepreneurship Stipend through the WCC
- Report internship offer, acceptance or rejection in OlinConnect
- Meet with the Office for International Students & Scholars for timely filing for CPT/OPT
- Attend panel discussions/workshops to maximize the value of the internship

**SUMMER 2**
- Enjoy your internship and remember that a full-time offer may be extended at the end of the summer
- Expand your network through the internship company
- Research full-time career options within the organization
- Pursue professional development, time permitting
- Keep in touch with your Career Coach once or twice during the summer
- Work with your Career Coach to develop future prospects in case the full-time offer does not materialize

Contact Us.

MBA Career Coaching Team:
Chris Collier
t.christophercollier@wustl.edu
Christine Keller
keller.christine@wustl.edu
Kathie McCloskey
kmccloskey@wustl.edu
Mark Schlafly
schlafly@wustl.edu

Weston Career Center
210 Knight Hall
314-935-5950
wcc@olin.wustl.edu
olincareers.wustl.edu

Washington University in St. Louis
Olin Business School