Dear Marshall Graduate Student,

I hope that everyone is acclimatizing to the virtual world of business school and that you and your families are safe and healthy.

As if the job search wasn’t stressful enough under normal circumstances, we are all faced with the same reality of a rapidly changing marketplace due to COVID19. Even though it may seem that you are faced with inconceivable challenges today, it doesn’t mean that job or internship prospects are gone.

There will be job search challenges in the coming weeks, but there are actions that you can take to keep your search moving in the right direction. Our career services team has been reaching out to our recruiting partners to inquire about their hiring plans.

Based on shared data from more than 25 peer graduate programs around the globe, we are learning that many firms are taking a measured approach to talent acquisition. There have only been a couple of messages from smaller employers who are cancelling intern or full-time recruiting. Our primary partners have informed us of a few changes to their hiring
plans (i.e. delayed start dates, virtual on-boarding, freezing hiring decisions in near term), but we have not been informed of rescinded offers at this point.

We understand that this is a very fluid situation and companies will determine the best way to keep hires or candidates informed. We are hopeful employers will continue to be able to honor their commitments.

Here are some useful tips:

1. **Take a deep breath and ask yourself.** What do I truly want? Once you clarify your main goals, ask yourself: Given the new reality of hiring at the present time, what changes do I need to make in my job search strategy to still have a chance of landing a job or internship? Manage your mindset carefully.

2. **Stay Connected to Career Services.** Our Career Strategists and Global Sector Leads are available and ready to stay connected with you. If you have questions related to your individual job search or want to discuss offers, etc. Individual strategy sessions are scheduled via Zoom and provide a personalized approach to advising. **STAY ENGAGED, STAY INFORMED.**

3. **Ask for Informational Interviews.** With so many Trojans working remotely around the globe, it may be the optimal time to secure a 15-minute informational interview. Aim to have 2 or 3 informational interviews each week. **Talking to a fellow Trojan could help you get a clearer sense of direction as you move forward in today’s challenging times.**

4. **Virtual Internship – Why not?** Don’t be shy, be confident in your abilities and inquire about the opportunity to work remotely as an intern. Your experience in virtual learning and web-based technologies can be an asset, especially to small and mid-size companies.

5. **Think Entrepreneurial.** All businesses in SoCal are facing unprecedented challenges, consider how your skills and talents can be a resource to start-ups and firms alike. Identify employers in an industry being significantly impacted by COVID19 and reach out with ideas on how you might be able to help minimize the short-term impact on their business. You can leverage this experience down the road.

6. **Yes, the Pace of Hiring Has Changed - but Don’t Stop Searching.** You should expect delays from employers regarding your intern or job applications. Remember to recalibrate your expectations with the new pace of hiring. Keep in mind that all graduate business students across the country are confronted by the same challenges. The students who make appropriate adjustments and take corrective action now will be the ones that will move forward. Yes, you may experience a few more rejections due to fewer
positions in the marketplace, but don’t give up. *Remember to Fight On!*

7. **Keep Your MCSO Default Resume Current.** With our aggressive approach to share resume books with our recruiting partners, it is important to ensure you have a current default resume in MCSO. Your Career Strategist can help if you have questions about your resume content. Finally, your Career Strategist will be reaching out more frequently to share additional information and tips to keep you updated at this time of year. **All Career Strategists and Global Sector Leads are your partners along the way.** Don’t hesitate to reach out to them to schedule a personalized Zoom appointment.

Here are a few additional resources for you:

- [Vault: 4 Strategies for Nailing the (Pre-Recorded) Video Interview](#)
- [Vault: 3 Tips for Surviving a One-Way Video Interview](#)
- [Vault: How to Prepare for a Skype (or Zoom) Interview](#)
- [The Muse: 4 Pro Secrets to Rocking Your Video Interview](#)
- [Forbes: Coronavirus and Your Career: How to Effectively Network during a Quarantine](#)

We want to reassure you that while our physical location is closed, **we are open – virtually** – to advise and provide resources during the time that classes are being held remotely.

*Fight On!*

**Mark**

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