

MBA Internship

Guide For Employers

INNOVATE ♦ COLLABORATE ♦ GROW



UCIRVINE | THE PAUL MERAGE
SCHOOL OF BUSINESS
MBA CAREER CENTER

merage.uci.edu/go/recruit

What is an MBA Internship?

- a full-time summer job
- a part-time job during school
- a project (short or long)
- a training program for future employees

HOW DO MBA INTERNSHIPS DIFFER FROM UNDERGRADUATE INTERNSHIPS?

One important difference between an undergraduate internship and one requiring an MBA is the level of performance expected by employers. Merage School MBAs average over four years of work experience and have completed a year of graduate-level study in leading edge business practices. They bring a high level of knowledge, life experience, and skill to their work.

MBA interns are resourceful – they ask questions, identify crucial issues, and solve problems. They complete projects with a minimum of training or direction.

DO STUDENTS RECEIVE COURSE CREDIT FOR AN INTERNSHIP? CAN INTERNSHIPS BE NON-PAID?

Internships are an optional component of the MBA program and course credit is not required. Students may earn academic credit through directed research if approved by a faculty member. Recent Federal and State Advisories regarding the Fair Labor Standards Act (FLSA) suggest that the level of skill and contribution that MBA interns provide to for-profit organizations may require you to compensate them for their work. Check with your Human Resources department or [dol.gov/whd](https://www.dol.gov/whd) for further details.

WHAT ARE THE SALARY EXPECTATIONS OF AN MBA INTERN?

The average pay for Merage School MBAs has been approximately \$26.00 per hour. Salaries have ranged from \$18-\$50 per hour depending on the intern's experience and the project requirements. The employer and the intern negotiate the rate of pay together.

HOW DO EMPLOYERS BENEFIT FROM HIRING AN MBA INTERN?

- Access to professionals with updated skills and knowledge to perform projects that you may not have the staff or time to complete.
- Identify and groom top MBA talent for future full-time recruitment needs.
- Raise the company's profile among MBA candidates, the University, and the business community.

HOW DO MBA STUDENTS BENEFIT FROM AN INTERNSHIP?

- Students gain improved marketability.
- Students confirm interest in a chosen field.
- Internships can lead to full-time positions within the company.

WHEN SHOULD I START RECRUITING SUMMER INTERNS?

The Merage School MBA Career Center welcomes internship opportunities throughout the year. However, most recruitment for summer positions begins in January and continues through May. Students can work full-time during the summer and up to 20 hours per week during the second year of their program. Generally, the earlier the recruitment process starts, the greater the applicant pool.

Recent Internship Projects

CONSULTING

Deloitte Consulting

Assessed issues and directed logistics to streamline onsite client interaction. Software defects were evaluated for project teams to ensure accurate interpretations and resolutions for clients according to complex software specifications.

FINANCE

Cisco Systems

Created financial models for retailer and distributor sales plans that included the impact of transacting in US dollars versus local currency for several international locations. The results were used by management for fiscal year spending targets and business model reevaluation.

HUMAN RESOURCES

Amgen

Developed and implemented a leadership summit in which management teams discussed strategy, leadership expectations, and performance management; process improvement recommendations were provided to Operations leadership.

MARKETING

Mattel

Managed marketing and retail presence and participated in the development of P&L's, Line Lists, and MO's for several of Mattel's collector brands

STRATEGY

Abbott Labs

Researched and identified near billion dollar growth opportunities and recommended to C-level leadership a strategy to increase market shares by 10% in China and India.

Recent Employers

RECENT INTERNSHIP EMPLOYERS:

20th Century Fox
Abbott Medical Optics
Advanced Sterilization Products
Allergan
Ameriprise Financial
Amgen
AMO
Applied Biometrics
Arch Bay Capital
AT&T
Bascom Group
BCC Capital Partners
Beacon Pointe
Beckman Coulter
Blue Cross/Blue Shield
Boeing
Broadcom
BSH Home Appliances
CB Capital Partners
Cheil Worldwide
Citibank Taiwan
City of Huntington Beach
City of Irvine
Cognizant
Colliers International
Conexant
CRC Health
Dacor
Deloitte Consulting
Deloitte AERS
DirecTV
Discovery Channel
Discovery Communications
Education Pioneers
Edwards Lifesciences
Ernst & Young
Experian
Farmer's Insurance
Fox Interactive Media
Franklin Templeton
GE Capital
General Electric
General Petroleum
Gen-Probe
Golden State Foods
Hewlett Packard
HireRight
IBM
IBM Extreme Blue
IBM FileNet
IMS Health
InfoStretch Corporation
Integrien
Intel
J&J Japan
Jazz Semiconductor
Johnson & Johnson
Joico
JP Morgan Chase
Kaiser Permanente
Kelly Holdings
Kia
Linksys
LnX Research
MAP Alternative Asset Management
Marriott
Mattel
Mercer
Merck
Merrill Lynch
Monarch Bay Associates
Morgan Stanley
Motorola Biometrics
Murad
NBC
Newegg
Niagara Bottling
nLight Photonics
Octane
OnCure Medical Corp.
Orange County Flyers
Pacific Gas & Electric
Pacific Life
Pharmatek
Pioneer Electronics
PricewaterhouseCoopers
Qualcomm
Red Hill Consulting
Samsung
SAP Americas
Sempra Energy
Silverpoint Investments
Sonance
Sony
Southern California Edison
Taco Bell
Teva Pharmaceuticals
THALES
The Aerospace Corporation
The Capital Group
THQ
Udyogini
Union Bank
UOB Bank (Singapore)
UTI
Verizon Wireless
VersaSure Consulting
Visa
Walt Disney Company
Wartsila
Wells Fargo
Xavor
Yahoo
Yamaha

HOW DO I RECRUIT MERAGE SCHOOL MBA INTERNS?

- **CONTACT** your industry sector account manager to discuss your needs (see below)
- **POST** opportunities directly online at merage.uci.edu/go/recruit
- **REQUEST** a resume referral tailored to your specific needs.
- **SCHEDULE** interviews on campus.
- **CALL** us today at 949.824.8464

Tammy Steensland, Associate Director

949.824.6984 | tsteensl@uci.edu

Consumer Products, Entertainment, Hospitality,
Media, Retail, Sports/Leisure

Chris Kovitz, Associate Director

949.824.1916 | ckovitz@uci.edu

Commercial & Investment Banking, Investment Management,
Private Equity, Venture Capital, Real Estate, Insurance

Nan Stothard, Senior Associate Director

949.824.6385 | nan.stothard@uci.edu

Consulting, Education, Non-Profit

Lesli Ferrell, Associate Director

949.824.3888 | lesli.ferrell@uci.edu

Aerospace, Biotech/Pharma Energy/Utilities, Government,
Healthcare, Manufacturing, Software, Transportation

Vickie Mata, Administrative Coordinator

949.824.8464 | vmata@uci.edu

CONTACT INFORMATION

MBA Career Center

The Paul Merage School of Business

MPAA 201

Irvine, CA 92697-3130

Tel: 949.824.8464

recruiting@merage.uci.edu

merage.uci.edu/go/recruit