

# MIT Sloan Majors Guide

## Management Science (Course 15)

### Skill Set

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- Leadership
- Problem-solving
- Decision-making
- Motivation and teamwork
- Organization and planning
- Directing and coordinating
- Oral & written communication
- Interpersonal skills
- Critical thinking
- Negotiation and persuasion
- Technological savvy
- Entrepreneurial management
- Competitive strategy
- Cross-cultural skills
- Economic analysis
- Mathematical analysis & modeling
- Probabilistic systems
- Statistical inference

### Industry Career Possibilities

Asset Management	Economic Research/Forecasting	Mutual Funds/Brokerage	Real Estate
Banking	Finance	Operations Research	Sales
Consulting	Marketing/Brand Management	Project Management	Securities Sales/Trading

For more information about a variety of careers in business, see <http://www.careers-in-business.com>.

### Careers of Management Science Alumni

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- Analyst, Accenture
- CEO/Founder, Adaptive Hearing Solutions
- Owner, Black Calla Jewelry
- Math Teacher, Boston Public Schools
- Hedge Fund Trader, Credit Suisse First Boston Foundation
- Director of Marketing, FatLens
- Vice President of Finance, Global Strategic Investment Fund
- Associate Product Marketing Manager, Google
- Consultant, IBM
- Associate, JPMorgan Chase
- Program Manager, Microsoft
- Investment Banking Analyst, Morgan Stanley
- President/CEO, Stratigent

- First Lieutenant, U.S. Army

To contact alumni in your area of interest, check out the ICAN network at <http://alum.mit.edu/cs/ican/index.html>.  
To see what alumni in the last five years have done after graduation, [click here](#) (pdf).

## **Companies Hiring Course 15 Alumni**

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- Accenture
- Bain & Company
- Bank of America
- Barclays Capital
- Bear Stearns & Co.
- Boston Consulting Group
- Citigroup
- Deloitte Consulting
- Deutsche Bank
- Ernst & Young
- Fidelity Capital Markets
- Fidelity Investments
- Goldman Sachs
- JPMorgan Chase
- Jump Trading
- Lehman Brothers
- Stroud Consulting
- Susquehanna International Group
- Janes Street
- Merrill Lynch
- McKinsey & Company
- Morgan Stanley
- The Blackstone Group
- UBS Investment Bank
- Wachovia

For more detailed information about what you can expect after graduation, visit the MIT graduate student surveys at <http://web.mit.edu/career/www/infostats/graduation.html>.

## **General Career and Job Search Internet Resources**

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### *General Information*

America's Career Info Net <http://www.acinet.org>

Careers in Business <http://careers-in-business.com>

### *Internships, Job Listings, and Alumni Networking*

IAP Externship Program <http://alum.mit.edu/ccg/students/externships/index.html>

Sponsors for Educational Opportunity (SEO) <http://www.seo-usa.org>

ICAN <http://alum.mit.edu/cs/ican/index.html>  
MonsterTrak <http://www.monstertrak.monster.com/>

#### *Occupational Information*

Occupational Outlook Handbook <http://www.bls.gov/oco>  
Occupational Informational Network <http://online.onetcenter.org>

#### *Specific Industry Studies*

Vault Career Library <http://www.vault.com>  
WetFeet Guides <http://www.wetfeet.com> (free through your MonsterTrak account)

For more specific resources by field, visit our [Career Resources page](#).

## **Salary Information**

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MIT Salary Survey <http://web.mit.edu/career/www/salary.html>  
Salary.com <http://www.salary.com>

## **Professional Associations**

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American Management Association <http://www.amanet.org>  
American Marketing Association <http://www.marketingpower.com>  
Association for Financial Professionals <http://www.afponline.org>  
Association of Management Consultants <http://www.amcf.org/index.asp>  
Business Marketing Association <http://www.marketing.org>  
Institute for Operations Research and the Management Sciences (INFORMS)  
<http://www.informs.org>  
International Federation of Operational Research Societies <http://www.ifors.org>  
National Management Association <http://nma1.org>

### **Organizations at MIT**

SUMA (Sloan Undergraduate Management Association) <http://web.mit.edu/suma>  
Network of Sloan Undergraduate Women  
Sloan LGBT <http://web.mit.edu/lgbt/sloan>  
Sloan Trading Club

## **Departmental Homepage**

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MIT Sloan School of Management <http://mitsloan.mit.edu>

## **Next Steps**

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Utilize all available sources to research possible careers.  
Network with current students and alumni who work in your area of interest.  
Visit the MIT Careers Office to schedule an appointment with a counselor.