

❖ MSPPM CAREER GUIDE

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This guide was designed specifically to help you prepare for your job and internship search. Use the pocket in the back to keep copies of the resumes and cover letters you submit to employers; this way you will have a record of whom you have contacted and what you wrote. Bring this portfolio with you when you meet with your Heinz career advisor.

Each section of this guide is also available for download from the website under www.heinz.cmu.edu/careers
Welcome to Heinz Career Services

Office location:  Suite A002 (on the garden level of Hamburg Hall)
Office email:    cs77@andrew.cmu.edu
Office phone:   412-268-2166
Hours of operation:  Monday through Friday, 8:30am – 5:00pm

After-hours appointments scheduled by request.

Meet the Staff

Ron Delfine, Director  (rdelfine@andrew.cmu.edu)
Advisor for MPMS ISPMs and MSITs
Ron is responsible for providing a comprehensive range of services, programs, and materials focusing on career exploration, skill development and placement services to Heinz students. He is also responsible for expanding the base of organizations interested in offering employment opportunities to students graduating from Heinz. He previously worked as an executive recruiter for Crown Advisor Inc. based in Pittsburgh, and has also worked in the Carnegie Mellon Career Center as a Career Consultant for the College of Business Administration and the Mellon College of Science. Ron holds a Bachelor of Science in Secondary Education and a Master of Arts in Student Affairs in Higher Education, both from Indiana University of Pennsylvania.

Anita Lengvarsky, Associate Director  (anitalen@andrew.cmu.edu)
Advisor for MSPPMs
Anita joined the Heinz College Career Services staff after serving as the Director of Programs for the Local Government Academy. At LGA she was responsible for program coordination, curriculum development, event planning, and the Municipal Intern Program. Anita has also worked as a Community and Economic Development Educator in a joint position with the Penn State Cooperation Extension and Smart Growth Partnership. She graduated from Shippensburg University with a degree in Geography, with concentrations in Regional Planning and Tourism. While at Shippensburg, Anita worked in the Career Education Department advising students on career options.

Jordan Bell, Assistant Director  (jordanb@andrew.cmu.edu)
Advisor for MS-DCs and MAMs
Jordan is the main point of contact for MAM and MS-DC students. He leads skill building workshops, and coordinates programs and events like the Public Service Fair, Career Academy, and Networking Nights. He also oversees the Internship Opportunity Fund, which raises financial aid for students to complete their internships. Jordan joined Career Services in March of 2010. He received his undergraduate degree from Ohio University, majoring in Television Production, and in May of 2011 completed his Master of Education degree in Student Affairs Management from the University of Pittsburgh.

Scott Scheible, Assistant Director  (scotts2@andrew.cmu.edu)
Advisor for HCPMs and MSBTMs
Scott Scheible has been with Heinz College Career Services since 2011. Scott began his career working in the University of Pittsburgh Office of Career Services, where he administered the non-work study Student Employment program. In that role, Scott helped connect hiring departments across both Pitt and UPMC with qualified students who were seeking meaningful employment while pursuing their degrees. Scott also acquired considerable human resources and staffing experience outside of higher education, working for UPMC as a Corporate Staffing Consultant and for Bank of America as a Loan Servicing Team Manager. Scott holds a Bachelors degree in Employment Relations from SUNY Potsdam, a Masters Degree in Industrial Relations from Indiana University of Pennsylvania, and a Masters Degree in Urban Planning from the University at Buffalo.
Maureen May, Associate Director  (mm@andrew.cmu.edu)

Advisor for MAMs and MEIMs

Maureen worked for the CMU main Career Center as the Assistant Director for Employer Relations before coming to Heinz, where she specialized in campus events, sponsorship opportunities, connection with key campus contacts and student organizations. Before that, she worked for the University of Pittsburgh in Career Counseling and Employer Relations as well. She obtained her Bachelor’s degree from Saint Vincent College before attending Indiana University of Pennsylvania for her Masters in Student Affairs in Higher Education.

Christine Sundry, Career Advisor  (cbgregor@andrew.cmu.edu)

Advisor for MISMs

Christine assists the students with the various aspects that encompass the internship and job search such as resume and cover letter writing, interview preparation and counseling in all areas of professional etiquette and development. Christine began her career as a Career Services Director for a technical, proprietary school and later transitioned to CMU, as the MISM Career Advisor from 2003-2005. Before returning to Heinz and MISM, Christine served as a Career Counselor and Internship Coordinator for Saint Vincent College (also her alma mater) and assists CMU’s Engineering and Technology Innovation Management program in a similar capacity. She is happy to once again be serving the Heinz and the MISM population, bringing along her 13 years of experience in higher education.

Lisa Everett, Recruitment & Office Coordinator  (lsy@andrew.cmu.edu)

Lisa is responsible for coordinating all career services recruitment activities and maintaining the office's daily operations. She comes to the Heinz College with significant experience in several offices at Carnegie Mellon University, most recently as Program Manager for the Undergraduate Research Office. In this role she developed and implemented programs, advised and counseled students and oversaw all administrative details for the program. She was also responsibilities for budget and financial planning, conducting monthly financial reviews and overseeing the annual Undergraduate Research Symposium with over 400 participants that recognizes student research achievements. Lisa holds a bachelor of Arts degree in Psychology from Chatham College.

HeinzCareerNavigator

Heinz CareerNavigator is the online database for career-related events, on-campus interviews and info sessions, resume drops, and job postings. Below are a few key things to remember; more information about how to use CareerNavigator can be found on the Heinz website.

CREATE AN ACCOUNT

Go to https://heinz-cmu-csm.symplicity.com/students/ and register for a new account. Use your andrew email as your user name. You should receive a confirmation email within 72 hours. Use the same link to log in after you are approved.

UPLOAD YOUR RESUME

Click on the “Documents” tab at the top of the screen. Click the “Add New” button to upload a new document to your personal account. Use this same process to upload cover letters, writing samples, etc., that can then be sent to employers.

SEARCH FOR JOBS/INTERNSHIPS

Go to the “Jobs I Qualify For” link on the Home page under “Shortcuts” to go to the screen where you can enter keywords or Job IDs to search for posted positions. Use the other links on the Home page to view upcoming events such as on-campus interviews, workshops, and employer info sessions.

SEARCH THE DOCUMENT LIBRARY

Go to the “Documents” tab and then select the “Document Library” tab. Many documents and forms are stored here, such as links to think-tank organizations or the Heinz business card template.
PREPARING FOR YOUR JOB SEARCH

Values & Skills Assessments

Before you begin your job or internship search, it is important to identify what your strengths are and what you value in the workplace. One good way to do this is to conduct a personal value and skill assessment. This can be especially important if a) you don’t have much prior work experience or b) you aren’t sure what you are looking for in your next job move.

Know the answer to questions such as:

1. Do you like jobs that require logic rather than creativity?
2. Do you like jobs that involve travelling and outdoors rather than an indoor office?
3. What news topics usually catch your attention?
4. Are you comfortable being the center of attention?
5. Would you want to work in a large corporate business rather than in a small business or alone?
6. Would you prefer a high paying stressful job over a lower paying but less stressful job?
7. Would you like a job where you were held responsible for the overall success of a project?

You can download and complete the Values Inventory and Skills Inventory from the Heinz website at http://www.heinz.cmu.edu/jobs-and-internships/searching-internships/index.aspx

There are many other resources that can be used to get a sense of your own strengths. Examples of these are Myer-Briggs style personality tests, sites like CareerPath.com that have a variety of quizzes and career advice materials, and publications that are available from the Career Services library.

Once you can articulate to yourself what it is you are looking for in a job or career, then you will be ready to conduct a meaningful job search. Knowing this information will also help you explain to employers why you are interested in a position, or why you would be a good fit with their organization.

Doing Your Research

The first step to a successful job hunt is to do your research. Research the employer, the nature of the work, the career paths available, and what kinds of skills and qualifications are desired.

The following two sections of this guide will break down common types of jobs and employers for people in your degree program. Obviously this is not a comprehensive list, but it will give you an idea of what is reasonable to expect after Heinz.

Additional publications with employer and job information are available in the Career Services library, as well as in the Document Library in CareerNavigator. To learn more about a specific type of job or type of employer, see a career advisor and ask for a list of relevant alumni you can contact to ask specific questions.
## MSPPM COMMON JOB ROLES

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## Financial Analyst

**Nature of Work:** Financial analysts study company financial statements and analyze commodity prices, sales, costs, expenses, and tax rates to determine a company's value by projecting its future earnings. They often meet with company officials to gain a better insight into the firms' prospects and management. Financial analysts use spreadsheet and statistical software packages to analyze financial data, spot trends, create portfolios, and develop forecasts. Analysts also use the data they find to measure the financial risks associated with making a particular investment decision.

**Qualifications:** Strong math, analytical, and problem-solving skills are essential qualifications for financial analysts. Good communication skills are necessary because these workers must present complex financial concepts and strategies. For those aspiring to financial analyst jobs, a strong academic background, including courses such as finance, accounting, and economics, is essential.

**Location/Industries:** Many financial analysts work at large financial institutions based in New York City or other major financial centers. About 47 percent of all financial analysts worked in the finance and insurance, and the rest worked throughout private industry and government. Heinz best prepares students to do financial analysis for the public sector.

**Employment change:** As the level of investment increases, overall employment of financial analysts is expected to increase by 20 percent during the 2008–18 decade, which is much faster than the average for all occupations. Primary factors for this growth are increasing complexity and global diversification of investments and growth in the overall amount of assets under management.

**Earnings:** Median annual wages, excluding bonuses, of financial analysts were $73,150 in May 2008, which is more than double the national median wage. The middle 50 percent earned between $54,930 and $99,100.

The above information is excerpted from the U.S. Department of Labor, Bureau of Labor Statistic:. [www.bls.gov/oco/ocos301.htm](http://www.bls.gov/oco/ocos301.htm)

**Recommended Electives:**

- 91-857 [Financial Modeling and Analysis](#)
- 90-774 [Public Expenditure Analysis](#)
- 90-747 [Cost-Benefit Analysis](#)
- 90-776 [The Global Financial System: Growth, Crisis & Opportunity](#)
- 91-858 [Spreadsheet Modeling Analysis](#)
Financial Manager

**Nature of Work:** Financial managers oversee the preparation of financial reports, direct investment activities, and implement cash management strategies. Managers also develop strategies and implement the long-term goals of their organization. Technological improvements have made it easier to produce financial reports, and, as a consequence, financial managers now perform more data analysis that allows them to offer senior managers profit-maximizing ideas. They often work on teams, acting as advisors to top management.

**Qualifications:** Interpersonal skills are important because these jobs involve managing people and working as part of a team to solve problems. Financial managers must have excellent communication skills to explain complex financial data. Because financial managers work extensively with various departments in their firm, a broad understanding of business is essential.

Financial managers should be creative thinkers and problem-solvers, applying their analytical skills to business. Financial managers must have knowledge of international finance because financial operations are increasingly being affected by the global economy. In addition, a good knowledge of regulatory compliance procedures is essential. Many employers now seek graduates with a master’s degree, preferably in business administration, finance, or economics. These academic programs develop analytical skills and teach financial analysis methods and technology.

**Locations/Industries:** Almost every firm, government agency, or organization employs one or more financial managers. They commonly work long hours, often up to 50 or 60 per week. Financial managers generally are required to attend meetings of financial and economic associations and may travel to visit subsidiary firms or to meet customers.

Although they can be found in every industry, approximately 31 percent were employed by finance and insurance establishments, such as banks, savings institutions, finance companies, credit unions, insurance carriers, and securities dealers. About 7 percent worked for Federal, State, or local government.

**Employment Change:** Employment of financial managers over the 2008–18 decade is expected to grow by 8 percent, which is as fast as the average for all occupations. Regulatory changes and the expansion and globalization of finance and companies will increase the need for financial expertise and drive job growth.

**Earnings:** Median annual wages for financial managers were $99,330 in May 2008. The middle 50 percent earned between $72,030 and $135,070. In 2008 the median annual wages of financial managers employed by local governments was $78,650.

The above information is excerpted from the U.S. Department of Labor, Bureau of Labor Statistics. Additional information can be found on their website: [http://www.bls.gov/oco/ocos010.htm](http://www.bls.gov/oco/ocos010.htm)

**Recommended Electives:**

90-737  [Budgeting And Management Control Systems](#)
90-736  [Public Finance](#)
90-790  [State and Local Finance](#)
90-776  [Global Financial System](#)
91-855  [Financial Management](#)
91-851  [Managerial Cost Accounting](#)
90-823  [Program Evaluation](#)
**Researcher/Policy Analyst**

**Nature of Work:** Policy analysts who work for governments create policy and evaluate program effectiveness; some help to decide which private organization should be awarded publicly funded grants. For example, policy analysts might suggest ideas for a county recycling plan, report on how well a State project met its objectives, or propose funds for relief organizations to aid rebuilding after a natural disaster. Analysts in government provide decision-makers with data and hypotheses about the effects of different policies.

Although their tasks vary, most policy analysts work in one or more of four areas: collecting information (especially statistical data), analyzing potential policies and making recommendations, evaluating the outcomes of existing policies, and sharing information with the public and government officials.

Some analysts debate the moral dimensions of the law. For example, policy analysts must make a value judgment to define what is “good” before they can determine whether a policy has led to a good outcome.

**Qualifications:** Common fields of study include economics, public policy, and political science. Having a specialized degree related to healthcare or the environment, for example, can be beneficial in doing specific policy analysis work.

**Locations/Industries:** Think tanks, associations, and non-profit organizations all hire policy analysts to determine the impacts of proposed legislation or regulation and make arguments for or against. All levels of government, most notable the State and Federal levels, hire policy analysts to make recommendations to decision makers or to determine the impacts of new regulations or programs.

**Earnings:** The Bureau of Labor Statistics does not classify Policy Analysts or Researchers as a separate occupation, and because of this there is no aggregated data on their earnings. However, policy analysts for the Federal government usually have at least a master’s degree and begin at or above the GS-7 level.

Salaries for policy analysts vary widely at think tanks and private organizations, often depending on the organization’s size and budget, and where their money comes from. Sometimes policy analysts at non-governmental organizations write grant proposals to fund topics of inquiry. Candidates with at least some prior work experience receive preference in the hiring process.


**Recommended Electives:**

- 90-730 [Methods of Policy Analysis](#)
- 90-823 [Program Evaluation](#)
- 90-747 [Cost-Benefit Analysis](#)
- 90-770 [Applied Econometrics I](#)
- 90-792 [Applied Demography](#)
- 94-802 [Introduction to Geographic Information Systems](#)
Urban and Regional Planner

Nature of Work: Urban and regional planners develop long- and short-term plans for the use of land and the growth and revitalization of urban, suburban, and rural communities and the region in which they are located. They help local officials alleviate social, economic, and environmental problems by recommending locations for roads, schools, and other infrastructure and suggesting zoning regulations for private property—work that requires forecasting the future needs of the population. Because local governments employ the majority of urban and regional planners, they often are referred to as community or city planners.

Planners also may help to draft legislation on environmental, social, and economic issues, such as planning a new park, sheltering the homeless, or making the region more attractive to businesses. Most urban and regional planners focus on one or more areas of specialization, such as transportation planning, urban design, community development and redevelopment, and land-use or code enforcement. While planners may specialize in these, and other, areas, they are also required to keep the bigger picture in mind and do what’s best for the community as a whole.

Qualifications: Most college and university planning departments offer specialization in areas such as community development and redevelopment, land-use or code enforcement, transportation planning, environmental and natural resources planning, urban design, and economic planning and development. Local government planning offices frequently offer students internships, providing experience that proves invaluable in obtaining a full-time planning position after graduation.

Highly recommended also are courses in related disciplines, such as architecture, law, earth sciences, demography, geography, economics, finance, health administration, and management. Because familiarity with computer models and statistical techniques is important, courses in statistics, computer science, and GIS also are recommended or required. Computers and software—especially GIS software—are increasingly being used in planning; therefore, candidates with strong computer skills and GIS experience will have an advantage in the job market.

Locations/Industries: Although most planners have a scheduled 40-hour workweek, they frequently attend evening or weekend meetings or public hearings with citizens’ groups. Planners may experience the pressure of deadlines and tight work schedules, as well as political pressure generated by interest groups affected by proposals related to urban development and land use.

Employment Change: About 66 percent were employed by local governments. Companies involved with architectural, engineering, and related services, as well as management, scientific, and technical consulting services, employ an increasing proportion of planners in the private sector. Employment of urban and regional planners is expected to grow 19 percent from 2008 to 2018. Employment growth will be driven by the need for State and local governments to provide public services such as regulation of commercial development, the environment, transportation, housing, and land use and development for an expanding population. Non-governmental initiatives dealing with historic preservation and redevelopment will also create growth.

Earnings: Median annual wages of urban and regional planners were $59,810 in May 2008. The middle 50 percent earned between $47,050 and $75,630.

The following information is excerpted from the U.S. Department of Labor, Bureau of Labor Statistics’ website. Additional information can be found here: http://www.bls.gov/oco/ocos057.htm

Recommended Electives:

94-802  Introduction to Geographic Information Systems
90-743  Urban And Regional Economic Development
90-789  Sustainable Community Development
90-736  Public Finance
Management Consultant

**Nature of Work:** Management analysts, often referred to as management consultants in private industry, analyze and propose ways to improve an organization's structure, efficiency, or profits. Some analysts and consultants specialize in a specific industry, such as healthcare or telecommunications, while others specialize by type of business function, such as human resources, marketing, logistics, or information systems. In government, management analysts tend to specialize by type of agency. The work of management analysts and consultants varies with each client or employer and from project to project. In all cases, analysts and consultants collect, review, and analyze information in order to make recommendations to managers.

After obtaining an assignment or contract, management analysts first define the nature and extent of the problem that they have been asked to solve. During this phase, they analyze relevant data—which may include annual revenues, employment, or expenditures—and interview managers and employees while observing their operations. The analysts or consultants then develop solutions to the problem. While preparing their recommendations, they take into account the nature of the organization, the relationship it has with others in the industry, and its internal organization and culture. Insight into the problem often is gained by building and solving mathematical models, such as one that shows how inventory levels affect costs and product delivery times.

Once they have decided on a course of action, consultants report their findings and recommendations to the client. Their suggestions usually are submitted in writing, but oral presentations regarding findings are also common. For some projects, management analysts are retained to help implement their suggestions.

**Qualifications:** Common fields of study include business, management, accounting, marketing, economics, statistics, computer and information science, or engineering. Most analysts also have years of experience in management, human resources, information technology, or other specialties. Management analysts often work with minimal supervision, so they need to be self-motivated and disciplined. Analytical skills, the ability to get along with a wide range of people, strong oral and written communication skills, good judgment, time-management skills, and creativity are other desirable qualities. The ability to work in teams also is an important attribute as consulting teams become more common.

**Locations/Industries:** Because they must spend a significant portion of their time with clients, analysts travel frequently. Management analysts are found throughout the country, but employment is concentrated in large metropolitan areas. Management analysts work in a range of industries, including management, scientific, and technical consulting firms; computer systems design and related services firms; and Federal, State, and local governments.

**Employment Change:** Despite 24 percent employment growth, keen competition is expected for jobs; opportunities should be best for those with a graduate degree, specialized expertise, and a talent for salesmanship and public relations.

**Earnings:** Generally, management analysts employed in large firms or in metropolitan areas have the highest salaries. Median annual wages of wage and salary management analysts in May 2008 were $73,570. The middle 50 percent earned between $54,890 and $99,700.

*The above information is excerpted from the U.S. Department of Labor, Bureau of Labor Statistics. Additional information can be found on their website: [http://www.bls.gov/oco/ocos019.htm](http://www.bls.gov/oco/ocos019.htm)*

**Recommended Electives:**

- 94-814 Evidence-Based Management
- 94-808 Management Consulting
- 94-810 Introduction to Supply Chain Management and Systems
- 94-805 Service Management
- 94-813 Project Management
Program Evaluation

**Nature of Work:** Program evaluation is a systematic method for collecting, analyzing, and using information to answer basic questions about projects, policies and programs. Evaluation can be performed at any time in the program. Sometimes called Program Analysts, their results are used to decide how the program is delivered, what form the program will take or to examine outcomes. For example, an exercise program for elderly adults would seek to learn what activities are motivating and interesting to this group. These activities would then be included in the program.

Two other aspects of program evaluation is whether it is process or outcome oriented. Process Evaluation (aka Formative Evaluation) is concerned with how the program is delivered. Outcome Evaluation (aka Summative Evaluation) addresses the question of what are the results. In this case it is common to speak of short-term outcomes and long-term outcomes.

*Program managers* often coordinate the activities of a program that is organized to address a specific issue or reach a certain goal. They are usually the liaisons for the organization to the public or beneficiaries of the program. They often deal with staffing, resource, and public relations issues for the organization.

**Qualifications:** Program evaluations can involve quantitative methods of social research or qualitative methods or both. People who do program evaluation come from many different backgrounds: sociology, psychology, economics, and social work. Some graduate schools also have specific training programs for program evaluation. Areas of expertise considered valuable in this field are statistical and financial analysis, needs assessment, program theory, process analysis, impact analysis, data management, and cost-benefit & cost-effectiveness analysis.

**Locations/Industries:** All levels of government and also many non-profits and foundations employ program analysts and managers, as program evaluation is most common in assessing the effectiveness of social programs, and the nature of government and non-profit outreach often takes the forms of targeted programs. Program managers exist in so many locations that there is a lot of opportunity to work for an organization that matches your passions or interests, while program analysts often evaluate a number of programs and may not work directly for something they care about.

**Earnings:** Salaries vary widely according to the size of the organization, the size of the program, and the nature of its funding. Many salaries start in the $35,000 to $50,000 range, and are higher for program analysts.


**Recommended Electives:**

- 90-823 Program Evaluation
- 91-808 Performance Management
- 94-813 Project Management
- 90-731 Management Methods
- 90-785 Survey Design & Analysis
Project Management

Nature of Work: Project management is the discipline of planning, organizing, and managing resources to bring about the successful completion of specific project goals and objectives. It is sometimes conflated with program management, however technically a program is actually a group of related and somehow interdependent projects.

Project managers can have the responsibility of the planning, execution, and closing of any project, typically relating to construction industry, engineering, architecture, computing, or telecommunications. Many other fields in the production, design and service industries also have project managers.

A project manager is often a client representative and has to determine and implement the exact needs of the client, based on knowledge of the firm they are representing. The ability to adapt to the various internal procedures of the contracting party, and to form close links with the nominated representatives, is essential in ensuring that the key issues of cost, time, quality and above all, client satisfaction, can be realized.

Project managers are also responsible for setting up project control systems, which is that element of a project that keeps it on-track, on-time and within budget. An increasing number of organizations are using, what is referred to as, project portfolio management as a means of selecting the right projects and then using project management techniques as the means for delivering the outcomes in the form of benefits to the performing private or not-for-profit organization.

Qualifications: Experience managing teams to accomplish projects is highly desirable for this position. In addition, taking courses in project management, risk analysis, budgeting, financial management techniques, and strategic planning could be beneficial in building skills desirable in project managers. Many firms use specific project management software such as Microsoft Project, Oracle Project Portfolio Management, or Merlin.

Excellent communication is one of the most important skills for a project manager, as they are responsible for coordinating the client, supervisor or sponsor, external stakeholders, and team members. Both written and oral communication are very important, as well as an attention to detail and an ability to negotiate and adapt to problems quickly.

Locations/Industries: Many consulting firms use project managers to manage teams for multiple clients, and large organizations may staff project managers if they are continuously starting new projects. The federal government is also known for hiring many project managers, and The Office of Federal Procurement Policy (OFPP) policy memorandum dated April 25, 2007 announced a structured development program for program and project managers identified as the Federal Acquisition Certification for Program and Project Managers (FAC-P/PM) for project managers at civilian agencies to manage the acquisition-related aspects of projects.

Earnings: Salaries vary widely by organization, experience, and employer. According to www.glassdoor.com, salaries for project managers range from $50,000 to $150,000.

The above information can be found on Wikipedia: http://en.wikipedia.org/wiki/Project_management

Recommended Electives:
94-813 Project Management
90-737 Budgeting And Management Control Systems
94-803 Consulting Communications
90-751 Advanced Negotiation in Complex Environments
Organizational Management & Operations Researcher

**Nature of Work:** With job titles varying greatly from Director of Operations, Chief Operating Officer, and Associate Director as a few examples, an organizational manager assists the executive director with coordinating the day-to-day functions of the organization. Depending on the type of organization, this could include budgeting, strategic planning, office management, human resources, research, and internal and external communication.

As opposed to program officers or analysts, an organizational manager focuses on internal planning and analysis for the organization to function. This position might require formal or informal reporting to the Director on how various aspects of the organization are performing, updates on staff performance, and reviewing the organization’s finances. The goal of the operations manager is to keep the organization functioning smoothly and efficiently, and they are often second in command to the executive director.

*Operations management* is an area of business concerned with the production of goods or providing services, and involves the responsibility of ensuring that business operations are efficient in terms of using as little resource as needed, and effective in terms of meeting customer requirements. It is concerned with managing the process that converts inputs (in the forms of materials, labor and energy) into outputs (in the form of goods and services).

Work in operations research often involves doing research, modeling, and application to make a practical impact on real-world problems. Fundamental or foundational work uses the three mathematical disciplines of probability, optimization, and dynamical systems theory. Analysis and prediction involves the construction of models, analyzing them mathematically, implementing them on computers, solving them using software tools, and assessing their effectiveness with data.

**Qualifications:** Knowledge of budgeting, accounting, financial analysis, strategic planning, legal regulations, human resource theory, and cost-benefit analysis or risk management analysis are valuable abilities in organizational managers. Also very important is to clearly assess the nature of problems in the organization and communicate problems as well as recommendations clearly. Since the operations manager often works directly with the other officers in the organization to compile or synthesize information from various activities, being a team player with good interpersonal skills is important to this position as well.

Operations research encompasses a wide range of problem-solving techniques and methods applied in the pursuit of improved decision-making and efficiency. Some of the tools used by operations researchers are statistics, optimization, probability theory, queuing theory, game theory, graph theory, decision analysis, mathematical modeling and simulation. Because of the computational nature of these fields, OR also has strong ties to computer science. Operations researchers faced with a new problem must determine which of these techniques are most appropriate given the nature of the system, the goals for improvement, and constraints on time and computing power.

**Earnings:** While the wages of operations managers varies widely depending on the size of the organization, its budget, and nature of duties, the average annual salary for operations research analysts in the Federal Government was $107,198 in March 2009.


**Recommended Electives:**

- 94-805 *Service Management*
- 94-814 *Evidence-Based Management*
- 90-737 *Budgeting And Management Control Systems*
- 91-844 *Managing Quality Improvement*
Development Director/Coordinator

**Nature of Work:** Development directors and coordinators are responsible to maintaining and finding new sources of revenue for an organization. These positions are most common in larger non-profits that have a staff dedicated to these efforts. In smaller non-profits, these duties could be shared by the executive director and another staff member, such as the marketing, operations, or outreach coordinator. The development director or coordinator often works closely with the executive director, and sometimes with the Board of Directors as well.

Development directors are often responsible for managing several different strategies to raise revenues for the organization. Some common ones are events, grants, major gifts, business contributions, direct mail campaigns, capital campaigns (one-time large drives to purchase or improve a physical space), and membership development. It is their job to plan, coordinate, and execute these strategies as appropriate for the organization. This job often requires the management of one or more databases to manage contacts and follow up on contributions. Also, analyzing the data collected from supporters, members, or other target populations is common for planning purposes.

**Qualifications:** Being able to think strategically and creatively, work well with others, build networks and relationships, and speak eloquently and persuasively about your organization’s programs is essential in a good development officer. Database skills, communication skills, project management, and negotiation are all desirable abilities in a good development director. Experience with grant writing or event planning is often also valuable. Project management training can be valuable in this field as well. Also, experience with database management can be very useful as many organizations utilize a contact management system to track donors or supporters, and leveraging that software and information in a useful manner is a key skill.

**Locations/Industries:** Development directors or coordinators are key positions in any arts or community non-profit organization. While they are located all over the country, the largest tend to operate out of major metropolitan areas. However, this is also where the job competition will be the highest. There are also fundraising consulting firms that non-profits contract to assist with development and outreach, and these are also most commonly found in metropolitan areas.

**Earnings:** Other than the executive director, the Development Director is often the highest-paid individual on staff; in some cases they make even more than the executive director. Because of the high salaries demanded by fundraising professionals, some non-profits combine fundraising and communications, public relations, or marketing under one umbrella.

Fundraising or Development Assistants or Coordinators typically make much less than Development Directors to start but can move up the ladder to Director quickly after gaining some experience. Salaries for coordinators at mid-sized organizations generally fall in the $40,000 - $50,000 range to start.

*More information can be found in* Change Your Career: Transition to the Nonprofit Sector, by Laura Gassner Otting (Kaplan, 2007) *and Career Opportunities in Politics, Government, and Activism, by Joan Axelrod-Contrada (Checkmark Books, 2003).*

**Top Four Recommended Electives:**

91-820 Strategic Planning
90-746 Database Management
94-807 Entrepreneurship
93-826 Fundraising Fundamentals for Arts Managers
93-827 Advanced Fundraising
94-800 Negotiation
94-813 Project Management
Marketing Director/Coordinator

Nature of Work: Marketing managers, coordinators, or assistants usually assist the Executive Director, the Development Director, or the Marketing Director with researching, writing, designing, and creating outreach materials to promote the organization. Depending on the organization, this position could include print or online outreach, traditional media, social networking sites, or other outlets.

Duties vary greatly depending on the nature of the organization, its budget, and its target audience. Tasks could include maintaining and developing an organization's website, maximizing the search engine optimization results, researching competitors or trends in the market place, writing and designing newsletters, flyers, or web pages, writing press releases, graphic design, data analysis, tracking feedback, or creating Powerpoint presentations. In addition, this position could also assist in strategic planning or be responsible to developing new marketing initiatives.

Qualifications: Marketing is often a combination of programming and projects, so individuals who are able to manage a lot of detail and work equally well on a team or by themselves are well suited to these positions. Strong writing, layout and design skills are extremely important, as well as an ability to think creatively within a strategic framework.

Knowledge of design software is often important for these positions, so Microsoft Office and Microsoft Publisher are the basics; while advanced programs such as Adobe InDesign, Illustrator, Photoshop and Acrobat, and knowledge of several online platforms such as basic html/css coding, Drupal, WordPress, and Dreamweaver or Macromedia Flash are definite advantages in this field.

Locations/Industries: More and more organizations are becoming aware of the need for consistent and strategic marketing outreach. It is especially common to find marketing positions with any mid-size or larger non-profits and entertainment industries. Most private firms have entire marketing departments, and are more likely to require additional experience or a marketing degree for new hires.

Earnings: According to a survey by the National Association of Colleges and Employers, starting salaries for marketing majors graduating in 2009 averaged $43,325.

Top Four Recommended Electives:

91-820 Strategic Planning
90-746 Database Management
90-801 Desktop Publishing
93-721 Contemporary Marketing Principals
94-813 Project Management
90-782 Multimedia
95-732 Interactive Marketing
MSPPM COMMON EMPLOYERS

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STATE & LOCAL GOVERNMENT

OVERVIEW: State and local governments provide their constituents with vital services, such as transportation, public safety, healthcare, education, utilities, and courts. Seven out of 10 of these employees work for local governments, such as counties, cities, special districts, and towns. In addition, large numbers of state and local workers work in public education—a major part of the educational services industry. Many state and local workers also work in public hospitals. Excluding education and hospitals, state and local governments employ about 8.3 million workers, placing them among the largest employers in the U.S. economy. Unlike Federal jobs, non-U.S. citizens are often qualified for state and local government jobs, though residency requirements are common.

In many areas of the country, citizens are served by more than one local government unit. For example, most States have counties, which may contain various municipalities such as cities or towns, but which also often include unincorporated rural areas. Townships, which do not exist in some States, may or may not contain municipalities and often consist of suburban or rural areas. Supplanting these forms of local government, special district government bodies are independent, limited-purpose governmental units that usually perform a single function or activity. For example, fire districts and ambulatory services often are provided by a special district.

In addition to the 50 state governments in the U.S., there were about 87,500 local governments in 2007, according to the U.S. Census Bureau. These included about 3,000 county governments; 19,400 municipal governments; 16,500 townships; 13,500 school districts; and 35,100 special districts. Pennsylvania has more local governments than any state except Illinois. On a governments-per-capita basis, though, Pennsylvania’s rank falls to 23 nationally. Our state has 67 counties, 501 school districts, and more than 2,500 municipalities ranging from the City of Philadelphia with more than 1.5 million residents to S.N.P.J. Borough in Lawrence County with fewer than 10 residents.

60% of all Pennsylvania municipalities are townships, 37% are boroughs, and 2% are cities. Municipalities range in land area from Shippen Township in Cameron County at 157 square miles to St. Clairsville Borough in Bedford County at less than one-half square mile or just 20 acres.

The information above comes from the U.S. Department of Labor, Bureau of Labor Statistics and the Pennsylvania Department of Community and Economic Development, Governor’s Center for Local Government Services.
EXAMPLE EMPLOYERS OF HEINZ GRADUATES:

State of Arizona  
City of Sacramento  
State of Pennsylvania  
City/County of San Francisco  
State of California  
City/County of Philadelphia  
State of Hawaii  
City of New York  
State of Nebraska

City of Denver  
State of Maryland  
City of Los Angeles  
State of California  
City of Washington, DC  
State of New York  
State of Oregon  
City of Chicago  
State of Florida

City of Seattle  
State of Illinois  
City of Pittsburgh  
City of Sacramento  
City of Harrisburg  
City of San Jose  
City of St. Paul  
City of Long Beach  
Allegheny County

JOB SEARCH STRATEGIES: Networking events are perhaps the strongest for making contacts in the public sector for Heinz students. State and Local information sessions are held throughout the year, and you can get more information on an employer by following-up with Second Year students who interned in city/state positions. Heinz-sponsored trips to Harrisburg (Pennsylvania’s state capitol) are usually organized by Career Services once a year.

There are many conferences for local governments held annually that you could attend, including the Transforming Local Government Conference (www.tlgconference.org), the New Partners for Smart Growth Conference (www.newpartners.org), and the ICLEI Local Governments for Sustainability Conference (www.iclei.org).

Some systems projects have the City of Pittsburgh as one of their sponsors, so choosing those projects could increase your visibility to the City management. The Department of Human Services for Allegheny County sponsors a case competition each year that can lead to additional contacts with their agency, including internships and fellowships. The Sustainable Community Development course at Heinz provides you with the opportunity to work on a project for a real local government client, and other courses may have real-world local government clients as well.

You can also research potential fellowships that will place you with a state or local government for a year or two to get your foot in the door in a new place, like with ICMA (www.icma.org) or The Oregon Fellows Program (www.pdx.edu/eli/fellows). Also, Government Finance Officers Association (www.gfoa.org) is a good resource for job postings. A directory of state and local government official websites is available here: www.statelocalgov.net.

Most governments have official web pages where they advertise the positions for which they are currently hiring:

City of Pittsburgh Employment Center: www.city.pittsburgh.pa.us/employmentcenter/JobListings.aspx

Allegheny County Jobs: www.alleghenycounty.us/jobs/

PA Commonwealth Workforce Development System:  
www.cwds.state.pa.us/cwdsonline/Participant/ManageJobMatchBrowse/BrowseJobOrderList.aspx

PA State Civil Service Commission: www.portal.state.pa.us/portal/server.pt/community/jobseekers/11372

PA Non-Civil Service:  
www.portal.state.pa.us/portal/server.pt/community/apply_now/17640/job_opportunities/613125
FEDERAL GOVERNMENT

OVERVIEW: The Federal Government was established by the Constitution to provide services to the public. While these services vary considerably, all are designed to improve the lives of the United States population, as well as people around the world. The Federal Government's essential duties include defending the United States from foreign aggression, representing U.S. interests abroad, creating and enforcing national laws and regulations, and administering domestic programs and agencies. Workers employed by the Federal Government are responsible for enacting and implementing the programs and performing the services that accomplish these goals, playing a vital role in many aspects of daily life.

It is not uncommon for people who work for the Federal government to be “career” employees, meaning they stay in the Federal government and move up the ladder from the inside. Each agency or department has an internal culture that you will need to learn. In many respects, working for a government agency can be one of the most exciting or rewarding experiences for someone who loves politics, current events or social issues. Much of what you may do could be on the news, or indirectly impact some major event in the United States or somewhere else in the world. No matter what agency it is, the work is focused on the central mission of supporting the federal government. This means that while you are working for a bureaucracy that sometimes can be slow to respond, at other moments things will move fast and furious. However, most of what you do at a federal agency will be conducted during a normal workday. You will get to work by 8 or 9 a.m. and be out of the office by 5 p.m. Of course this depends on the agency you choose and the position that you hold—the hours can vary.

Federal government jobs generally pay well and offer a lot of job security. Unlike salaries for most private sector jobs, salaries for most federal civil service jobs are set on the General Schedule, or GS pay scale, which maps required experience and level of job responsibility against a system of grades and steps within each grade. The GS pay scale is intended to be, and in most cases is, competitive with salaries in the private sector and takes into account cost of living differences in different cities and regions. A college graduate with a Master’s typically starts in the GS-9 grade.

The top four steps of a pay grade are higher paying than the bottom steps of the next highest grade. For example, step 10 in GS-7 pays $44,176/year, step 1 in GS-8 pays $37,631/year. Typically, as a federal employee you can expect to move up one step per year as your seniority increases, although above-average job performance can accelerate your progress. You become eligible for a pay grade increase after one year. Every January, the pay scale is adjusted based on Presidential recommendations that receive Congressional approval to compensate for inflation. Salaries also vary by geographic location in accordance with the cost of living in that area.

Select 2010 Starting Salaries

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<thead>
<tr>
<th>City</th>
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<tr>
<td>Atlanta</td>
<td>$49,581</td>
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<tr>
<td>Chicago</td>
<td>$51,995</td>
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<tr>
<td>Dallas</td>
<td>$50,154</td>
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<tr>
<td>New York City</td>
<td>$53,500</td>
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<tr>
<td>San Francisco</td>
<td>$56,172</td>
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<tr>
<td>Washington, DC</td>
<td>$51,630</td>
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Vacation starts at 2.5 weeks and increases to 4 weeks after 3 years, and in addition, you receive 10 paid holidays per year. If you work 80 hours in nine days, you can take every other Friday off! The Alternative Work Schedule allows you to select certain arrival/departure times, and the Telework programs allow eligible employees to work from home or at a remote location at least one day a week. Family-friendly leave policies allow employees to take time off in the case of an emergency, to care for a sick relative or to take military leave. Job Sharing Positions may also be available — this allows two employees to effectively work part-time and share one full-time position. Many agencies have resources for Child Care and Elder Care and may provide other family support services.

The information above can be found at [www.makingthedifference.org](http://www.makingthedifference.org) and [www.vault.com](http://www.vault.com)
Almost all of the time, applicants for Federal jobs must be U.S. citizens. Applicants who are veterans of military service also may be able to claim veteran's preference which gives them preferred status over other candidates with equal qualifications. For jobs requiring access to sensitive or classified materials, such as those relating to national security, applicants must undergo a background investigation. This investigation covers an individual's criminal, credit, and employment history, as well as other records. The scope of the investigation will vary depending on the nature of the position in the government and the sensitivity of the information involved.

The Federal government is separated into three branches:

**Legislative Branch:** Responsible for creating and amending the legal structure of the Nation. Its largest component is Congress, the U.S. legislative body, which is made up of the Senate and the House of Representatives. This branch employs only about 1 percent of Federal workers, nearly all of whom work in the Washington, DC area.

**Judicial Branch:** Responsible for interpreting the laws that are established by the legislative branch. The judicial branch employs about 2 percent of Federal workers, and unlike the legislative branch, its offices and employees are dispersed throughout the country.

**Executive Branch:** Responsible for the implementation of public policy, this branch has the widest range of responsibilities. Consequently, it employed about 97 percent of all Federal civilian employees (excluding Postal Service workers) in 2008. The executive branch is comprised of the Executive Office of the President, 15 executive Cabinet departments, and about 70 independent agencies, each of which has clearly defined duties.

The Executive Office of the President is composed of several offices and councils that aid the President in policy decisions. These include the *Office of Management and Budget*, which oversees the administration of the Federal budget; the *National Security Council*, which advises the President on matters of national defense; and the *Council of Economic Advisors*, which makes economic policy recommendations.

**FEDERAL DEPARTMENTS**

Each of the 15 executive Cabinet departments administers programs that oversee an aspect of life in the United States. Each department, listed by employment size, is described below.

**Defense:** Manages the military forces that protect our country and its interests, including the Departments of the Army, Navy, and Air Force and a number of smaller agencies. The civilian workforce employed by the Department of Defense performs various support activities, such as payroll and public relations.

**Veterans Affairs:** Administers programs to aid U.S. veterans and their families, runs the veterans' hospital system, and operates our national cemeteries.

**Homeland Security:** Works to prevent terrorist attacks within the United States, reduce vulnerability to terrorism, and minimize the damage from potential attacks and natural disasters. It also administers the country's immigration policies and oversees the Coast Guard.

**Treasury:** Regulates banks and other financial institutions, administers the public debt, prints currency, and collects Federal income taxes.

**Justice:** Works with State and local governments and other agencies to prevent and control crime and ensure public safety against threats, both domestic and foreign. It also enforces Federal laws, prosecutes cases in Federal courts, and runs Federal prisons.

**Agriculture:** Promotes U.S. agriculture domestically and internationally, manages forests, researches new ways to grow crops and conserve natural resources, ensures safe meat and poultry products, and leads the Federal anti-hunger programs, such as the Supplemental Nutrition Assistance Program and the National School Lunch Program.
**Health and Human Services:** Performs health and social science research, assures the safety of drugs and foods other than meat and poultry, and administers Medicare, Medicaid, and numerous other social service programs.

**Interior:** Manages Federal lands, including the national parks, runs hydroelectric power systems, and promotes conservation of natural resources.

**Transportation:** Sets national transportation policy, plans and funds the construction of highways and mass transit systems, and regulates railroad, aviation, and maritime operations.

**Commerce:**Forecasts the weather, charts the oceans, regulates patents and trademarks, conducts the census, compiles economic statistics, and promotes U.S. economic growth by encouraging international trade.

**Energy:** Coordinates the national use and provision of energy, oversees the production and disposal of nuclear weapons, and plans for future energy needs.

**Labor:** Enforces laws guaranteeing fair pay, workplace safety, and equal job opportunity, administers unemployment insurance to state agencies, regulates pension funds; and collects and analyzes economic data.

**State:** Oversees the Nation’s embassies and consulates, issues passports, monitors U.S. interests abroad, and represents the United States before international organizations.

**Housing and Urban Development:** Funds public housing projects, enforces equal housing laws, and insures and finances mortgages.

**Education:** Monitors and distributes financial aid to schools and students, collects and disseminates data on schools and other education matters, and prohibits discrimination in education. Numerous independent agencies perform tasks that fall between the jurisdictions of the executive departments.

**Federal Agencies**

Some smaller, but well-known, independent agencies include the Peace Corps, the Securities and Exchange Commission, and the Federal Communications Commission. Although the majority of these agencies are fairly small, employing fewer than 1,000 workers (many employ fewer than 100), some are quite large. The largest independent agencies are:

**Social Security Administration:** Operates old age, survivor, and disability insurance programs.

**National Aeronautics and Space Administration:** Oversees aviation research and conducts exploration and research beyond the Earth’s atmosphere.

**Environmental Protection Agency:** Runs programs to control/reduce pollution of water, air, and land.

**General Services Administration:** Manages and protects Federal Government property and records.

**Federal Deposit Insurance Corporation:** Examines insuring deposits and promoting sound banking practices.

**Office of Personnel Management:** Oversees issues related to human resources, such as hiring practices, health insurance policies, and workforce performance evaluation.

*The information above comes from the U.S. Department of Labor, Bureau of Labor Statistics.*
Each year the Partnership for Public Service works with American University’s Institute for the Study of Public Policy to distill data provided by the Office of Personnel Management’s Federal Human Capital Survey into the Best Places to Work in the Federal Government rankings. These rank the best overall federal agencies based on employee feedback, as well as the best agencies to work for in specific subcategories such as work/life balance and pay and benefits.

The Top Ten Places to Work (Based on the Workplace Satisfaction of Federal Employees Under 40)

<table>
<thead>
<tr>
<th>Rank</th>
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<tbody>
<tr>
<td>1</td>
<td>Nuclear Regulatory Commission</td>
</tr>
<tr>
<td>2</td>
<td>Government Accountability Office</td>
</tr>
<tr>
<td>3</td>
<td>National Aeronautics and Space Administration</td>
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<tr>
<td>4</td>
<td>Environmental Protection Agency</td>
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<td>5</td>
<td>Social Security Administration</td>
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<td>6</td>
<td>General Services Administration</td>
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<td>7</td>
<td>Department of State (tie)</td>
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<td>7</td>
<td>Securities and Exchange Commission (tie)</td>
</tr>
<tr>
<td>9</td>
<td>Department of Justice</td>
</tr>
<tr>
<td>10</td>
<td>Department of Commerce</td>
</tr>
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DEPARTMENTS/AGENCIES THAT HAVE HIRED HEINZ STUDENTS:

Center for Army Analysis                           U.S. Department of Commerce, Census Bureau
Central Intelligence Agency                        U.S. Department of Commerce, NOAA
Congressional Budget Office                        U.S. Department of Defense
Congressional Research Service                     U.S. Department of Education
Defense Intelligence Agency                        U.S. Department of Health & Human Services, Budget Office
Export/Import Bank                                  U.S. Department of Health and Human Services, CDC
Federal Aviation Administration                     U.S. Dept. of H&H, Center for Medicare & Medicaid Services
Internal Revenue Service                            U.S. Department of Labor, Bureau of Labor Statistics
National Aeronautics & Space Agency                 U.S. Department of Labor, OIG
National Endowment for the Arts                     U.S. Department of State
National Energy Technology Laboratory              U.S. Department of Treasury
National Institutes of Health                       U.S. Department of Veterans Affairs
Securities and Exchange Commission                  U.S. Environmental Protection Agency
Social Security Administration                      U.S. Food & Drug Administration
U.S. Agency for International Development           U.S. Forest Service
U.S. Army Corps of Engineers                        U.S. Immigration and Customs Enforcement
U.S. Department of Agriculture                       U.S. Naval Operations - Office of the Chief
U.S. Department of Agriculture, Foreign Agricultural Service
U.S. Department of Commerce, Office of the Secretary VA Pittsburgh Healthcare System

JOB SEARCH STRATEGIES: You will want to become very familiar with www.usajobs.com the Federal Government’s official job posting site. Please note that a different format will be needed for a Federal Resume. Heinz Career Services provides direct opportunities to speak with Federal employers, including on-campus recruiting and trips to Washington D.C. each semester. Also take advantage of connecting with speakers from the Heinz convocation series, attending Federal Career Day, and networking at Alumni Weekend. Many of our professors also have ties to the Federal Government and can be good resources in your job search. For information on Federal Student Employment Programs, visit www.makingthedifference.org. Additional resources can be found at www.studentjobs.gov; www.ourpublicservice.org; www.opm.gov; www.resume-place.com; www.vault.com; and visit the Heinz Career Services Library for additional print materials.
INTERNATIONAL DEVELOPMENT ORGANIZATIONS

OVERVIEW: The international community of organizations that seeks to operate world-wide to address the global issues of the day is as vast as the development goals they confront. There are eight Millennium Development Goals around which much of the international community focuses its efforts: poverty alleviation, access to education, gender equality, child mortality, maternal health, HIV/Aids and malaria, environmentally sustainable development, and building global development partnerships.

Building a career that involves work in any one of these types of organizations requires a specific strategy for each, advance planning and lots of networking. IGO’s are large, bureaucratic and very competitive, while NGO’s can vary immensely in size, scope and competitiveness. Salaries and impact will vary as well: World Bank salaries often exceed entry level offers in high-paying private sector firms, while NGO salaries will vary widely according to donor base, organizational size and mission. But keep in mind that a World Bank career may keep you largely behind a desk in downtown Washington, while the NGO brings you in direct one-to-one contact with people benefitting from your assistance.

Intergovernmental Organizations (IGO’s), including the Multi-Lateral Development Banks (MDB’s), and Non-Governmental Organizations (NGO’s) seek to bridge the gap and mediate between the governmental and business interests which are the primary drivers (and barriers) to addressing the development goals listed above. IGO’s, MDB’s and NGO’s often work in partnership with one another, with IGO’s providing international governing and consensus, MDB’s the financial instruments and NGO’s the link between global advocacy and regional, community action.

INTERGOVERNMENTAL ORGANIZATIONS: Comprised of sovereign member states, the primary types are:

The United Nations and Agencies. With five main bodies (such as the General Assembly the Security Council and the International Court of Justice), several specialized agencies (UNICEF, UNDP, UNESCO, UNEP, UNHCR, WHO) and primary headquarters in New York City, Geneva, Nairobi and Vienna, this is the biggest single player in the international arena; view its organizational structure at www.un.org/aboutun/chart_en.pdf.

Multilateral Development Banks. The five primary banks are the World Bank Group, the African Development Bank, the Asian Development Bank, the Inter-American Development Bank, and the European Bank for Reconstruction and Development. Membership is comprised of developed, donor member countries and developing, borrowing members.

Regional Organizations. Some better known ones include the Arab League, the African Union, the European Union, the Organization of American States, NAFTA and NATO. Their unifying principle may be politically, economically, or security-based.

NON-GOVERNMENTAL ORGANIZATIONS: NGO’s are also known as the volunteer sector, the grassroots community, the civil society sector, INGO’s (international NGO’s), BINGO’s (big international), ENGO’s (environmental) and even QUANGO’s (quasi-autonomous, which receive government funding, but maintain autonomous decision-making). NGO’s may be grouped according to their mission and issue of interest, and further categorized by their method of operating: Public Relations, Consulting, or Project Management.

Due to their charitable nature, NGO’s from their early history in the 19th century have used sophisticated techniques to take their case to the public both to raise money, but also to apply social and political pressure to influence outcomes. With enhanced fundraising techniques, technical staff expertise has climbed, allowing NGO’s to hire experts to run in-house consultancy practices and also directly manage their own projects. While the number of NGO’s consulting to UN organizations has skyrocketed in the last 50 years, awareness that management techniques are crucial to project success is very good news to Heinz students; your tools-based curriculum is ideally suited to building strong project management and program evaluation skills, functions that are of critical importance to NGO’s as they increasingly move towards of direct local implementations.
PREVIOUS EMPLOYERS OF HEINZ GRADUATES:

**Intergovernmental Organizations**  
- African Development Bank  
- Asian Development Bank  
- Inter-American Development Bank  
- Islamic Development Bank  
- Japan Bank Int’l Cooperation  
- Organization of American States  
- United Nations Development Programme  
- United Nations Peacekeeping  
- World Bank Group

**Nongovernmental Organizations**  
- Academy for Educational Development  
- Campaign for Innocent Victims in Conflict  
- Citizens Network for Foreign Affairs  
- Civic Federation  
- Ecoagriculture Partners  
- FINCA International  
- Foundation of Economic & Industrial Research  
- Global Giving  
- Teach for Africa  
- United Way

**JOB SEARCH STRATEGIES:** Intergovernmental Organizations (IO’s) do not typically recruit except by way of their highly competitive marquee future leader programs such as the World Bank’s Junior and Young Professional Programs, the International Finance Corporation’s Global Transaction Team Program and the United Nations’ LEAD Program. In fact, approximately 40% of the fulltime staff at those institutions successfully gain entry by proactively networking with institution experts they feel qualified to do research for, and are hired on an as-needed basis as grant funding for research projects becomes available. For that reason, the best job search strategy is to build your network so that when a position becomes available, you have already conducted an informational interview with the expert, signaled your interest in working on a project, and your resume is already in the hands of the hiring manager.

International NGO (INGO) hiring, on the other hand, is closely related to domestic nonprofit hiring practices. One difference, however, is that the typical INGO is a globally recognized brand (Greenpeace, CARE, Nature Conservancy) and receives thousands of applications as often as monthly. As a consequence you must truly be strategic in getting the right eyes to fall on your application. Research far in advance, try to network your way to additional information and access ahead of the application process, and apply as early as possible. Keep in mind that the fiscal year for most NGO’s runs July 1-June 30, so March and April is usually when budgets for the upcoming fiscal year are being developed and finalized. Employment opportunities tend to increase with the start of a new fiscal year (i.e. well after your graduation date, so have some intermediate options ready).

Because of financial and staff limitations, it is rare for IO’s and NGO’s to recruit via on-campus visits. You must be proactive: winning strategies include informational interviewing, networking with alumni and seeking a career alumni mentor through Career Services or Alumni Relations. Keep up-to-date on developments in your interest by being active in the Heinz College International Development Group, attending relevant conferences, joining appropriate on-line social networks, and keeping up-to-date on foreign affairs and development issues.

Decide what type of organization you are seeking (e.g. large or small), what city you would like to live in, what issue you would like to work on, etc., and make sure your resume pitches to your substantive interest. Carefully select elective courses that help you build a strong international profile, working on language and tools acquisition in spare moments. Attend the Public Service Fair to learn about local organizations and to secure a spring and/or fall part-time internship. Part-time internships will help build your resume and your network. Research fellowship opportunities early on, as the deadlines can vary widely.

Career Services has hard and soft-copy subscriptions to The Economist, Foreign Affairs and the International Career Employment Weekly that you may use. We also have over 20 hard-copy titles focused on international affairs and development that you may sign out for a 2-week period. Example titles include:

* Alternatives to the Peace Corps: A Directory of Third World and U.S. Volunteer Opportunities
* David Bornstein, How to Change the World: Social Entrepreneurs and the Power of New Ideas
* David Landes, The Wealth & Poverty of Nations: Why Some are So Rich and Some So Poor
MANAGEMENT CONSULTING FIRMS

OVERVIEW: The consulting industry can be classified according to several dimensions. One of them, and maybe the most relevant for public policy students, is the division of the private and public sector practices. Some large firms offer services in both practices, but the small ones tend to focus in on one or the other. In the same vein, there are some firms that are able to cover several industries or sub-sectors. Those that specialize in a narrower niche might be termed “boutique” firms.

Another dimension has to do with the functional practice, which can range from strategy to implementation. The typical firms that represent the strategy practice are McKinsey & Co., Bain and Boston Consulting Group. A representative firm for an implementation-style engagement is Accenture or IBM. Deloitte distinguishes itself by being able to offer a full array of services (from all-strategy projects to only-implementation ones). By in large, the strategy firms are far more selective, much smaller and charge much higher fees than the implementation practices which tend to send teams to the client for longer-term engagements.

In many of the consulting firms, especially in the big ones, the “up-or-out” policy requires consultants to leave the firm if not promoted within a certain period. Teamwork, multi-tasking, superior organizational skills and a good sense of prioritization, public speaking, quantitative skills, and out-of-the-box thinking are essential to demonstrate to potential employers. Further, you must have a willingness for long hours and frequent travel as is common to this industry.

When recruiting new consultants for engagements related to the public practice, firms tend to look for individuals with security clearances. Hence, a very common career progression following the MSPPM degree is a 2-5 year stint with the federal government followed by a transition to federal practice consulting in the DC area. While salaries in the federal practice of a firm will lag behind the commercial side, one of the advantages of the federal practice is that the client is ordinarily located within a short commute of the DC Metro region, and unlike your commercial side colleague, you will be able to sleep in your own bed most nights of the week.

EMPLOYERS THAT HAVE HIRED HEINZ STUDENTS OVER THE PAST TWO YEARS:

<table>
<thead>
<tr>
<th>Global Firms</th>
<th>Regional/Local Firms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deloitte Consulting LLP</td>
<td>Center for Organizational Excellence (D.C.)</td>
</tr>
<tr>
<td>Booz Allen Hamilton</td>
<td>B&amp;D Consulting (D.C.)</td>
</tr>
<tr>
<td>Maximus Consulting</td>
<td>Energetics, Inc. (D.C.)</td>
</tr>
<tr>
<td>IBM Global Services</td>
<td>InterGroup Services (Baltimore)</td>
</tr>
<tr>
<td>Bearing Point, Inc.</td>
<td>The Lake Companies, Inc. (New York)</td>
</tr>
<tr>
<td>PricewaterhouseCoopers</td>
<td>NewPoint Group (Sacramento)</td>
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<tr>
<td>CGI-AMS</td>
<td>Market Sphere (Pittsburgh)</td>
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<tr>
<td>Boston Consulting Group</td>
<td>Oliszak Management Group (Pittsburgh)</td>
</tr>
<tr>
<td>McKinsey &amp; Co.</td>
<td>The Hill Group (Pittsburgh)</td>
</tr>
<tr>
<td>Cerner</td>
<td>GSP Consulting (Pittsburgh)</td>
</tr>
<tr>
<td>Cerner</td>
<td>American Healthcare Solutions (Pittsburgh)</td>
</tr>
</tbody>
</table>

JOB SEARCH STRATEGIES: Corporate recruiting for full time positions begins early, with companies traveling to campus to give corporate presentations beginning in mid-September and generally continuing through the end of October. Pre-select resume drops follow in CareerNavigator, and interviews normally begin in early October and continue through the end of the fall term. Most offers begin arriving early December, and students normally have at least four weeks to accept or reject them. Generally, start dates are for the following fall, approximately 10-12 months after the initial interview.

The first thing to do is to get your resume in order. With little exception, this should be a one-pager. You are not trying to fit everything you’ve ever done onto one page. Rather, you are choosing selectively from your work history to demonstrate your ability to achieve measurable results under time constraints. Your work best demonstrates superior analytical and decision-making skills, excellent communication skills and a
familiarity and appreciation for the technology implementation as a means of providing solutions. The second task at hand is to prepare for an interview.

In general, interviews with consulting firms are divided into two parts: behavioral and case. It is very important to practice for a consulting interview, in particular for the case interview format. Consulting firms usually start their recruiting process early, so it is a good idea to become familiar with cases in advance. Make a point of attending a case interview workshop and reviewing various prep materials available online.

Using your resume and cover letter, and in the course of the interview, it is important to show professional and academic accomplishments -- projects that were driven to completion by your hand. If hired, you are expected to add value to the firm. Careful consideration of how you might do that is a further important step for preparing for the interview. A consultant is a solutions person with a quick wit, a curious intellect, good listening skills, strong self-confidence, and an ability to communicate and relate well with people. Demonstrate these in your interview, and the rest is chemistry and fit.

Other opportunities to watch for are consulting-related company information sessions, job-fairs, workshops and mock interviews. Representatives from Deloitte, Booz Allen Hamilton, Maximus, PricewaterhouseCoopers and others recruit at Heinz on a regular basis. Deloitte has offered a Consulting Case Competition every October for the last ten years, an excellent way to learn whether consulting is for you. Finally, students regularly form a Consulting Club for the purpose of sharing information, inviting speakers, and helping each other prepare for interviews.

**OTHER RESOURCES:** Vault is the internet’s ultimate destination for insider career and education information. Vault’s unique content and services include carefully researched and continually updated insider information on over 5000 companies and 70 industries. Vault’s company information includes exclusive salary surveys on major employers. Log in to VAULT by going to [http://www.heinz.cmu.edu/jobs-and-internships/resources-tools-and-skills/index.aspx](http://www.heinz.cmu.edu/jobs-and-internships/resources-tools-and-skills/index.aspx) and using the Heinz-specific username and password. Talk to your career advisor if you have difficulty logging in.

In addition to the industry guide, specific company profiles, sample case interview questions and salary information to be found in the Heinz School’s on-line Vault subscription, additional resources include a subscription to a bi-monthly newsletter (Consultant News), Kennedy Information’s Directory of Management Consultants and CareerSearch, an on-line tool for acquiring industry information as well as specific employer contacts and profiles.
NON-PROFIT ORGANIZATIONS

OVERVIEW: A common misconception is that ‘nonprofit’ means ‘no profit;’ however, a nonprofit (which is a legally incorporated business) re-invents profits back into community programs or services rather than paying into shareholder’s dividends. There are many different jobs in this category; for example, you may work in fundraising/grant writing, human resources, program/project management, research, advocacy, or education, but the common theme is that you are working for the greater good.

Nonprofit organizations are often charities or service organizations. Some professional/trade organizations and labor unions are also under the non-profit header, as well as some management or technical consulting organizations and research/analysis institutes (e.g. think tanks, Brookings Institution), and so do most foundations or endowments. Usually a non-profit organization works on filling a specific need, or addressing a specific issue or societal problem that they feel is otherwise not adequately provided for by the public or private sector. Though there is a non-profit for just about any possible topic or interest, most non-profits fall into one or more of the following service categories:

EDUCATIONAL INSTITUTIONS (Public school systems, universities/colleges, after-school programs)
ARTS ORGANIZATIONS (Museums, performing arts, fine arts, arts education, arts advocacy)
ENVIRONMENTAL ORGANIZATIONS (Pollution abatement, environmental beautification)
EMPLOYMENT SERVICES (Vocational rehabilitation, labor unions, job training programs)
HUMAN SERVICES (Children/youth social services, family social services, emergency assistance, health services)
HOUSING/SHELTER (Emergency housing, Housing ownership support, Housing development construction)
SAFETY/DISASTER RELIEF (Disaster preparedness, safety education)
MENTAL HEALTH (Crisis intervention/hotlines, addiction dependency or abuse counseling, mental health services)
YOUTH DEVELOPMENT (Youth centers and clubs, Adult/child/family mentoring programs, Scouting)
CIVIL RIGHTS (Advocacy for specific populations, intergroup race relations, civil liberties advocacy)
COMMUNITY IMPROVEMENT (Economic development, capacity building, community service clubs)
PHILANTHROPY (Grant making, Promotion of volunteerism, public investment)
PUBLIC BENEFIT (Veteran’s organizations, public transportation advocacy, consumer protection)
INTERNATIONAL/FOREIGN AFFAIRS (Promotion of international understanding, International human rights, International peace and security, International political entities and NGOs)

EXAMPLES OF PREVIOUS HEINZ EMPLOYERS:

A Second Chance, Inc.
A+ Schools
Academy for Educational Development
Americans for the Arts
Avon Foundation
BayCare Health System
Business for Social Responsibility
Callope House, Inc.
Cambridge Group
Central Blood Bank
Child Aid
Conservation Consultants
East Liberty Development Inc
Eden Hall Foundation
Florida Humanities Council
Green Building Alliance
Heinz Endowments
Henry Luce Foundation, Inc.
Hill House Economic Development Corp.
Jewish Healthcare Foundation
Manchester Craftsmen’s Guild
MonYough Community Services
Pittsburgh Foundation
Pittsburgh Public Schools
Raphae House
Seedco Financial
Sprout Fund
Teach for America
United Steelworkers
UPMC Cancer Institute

JOB SEARCH STRATEGIES: The hiring season for non-profit organizations typically begins in March or April and lasts through the end of the summer. These jobs are typically available right as a vacancy occurs; hiring managers usually only have as much notice of their job vacancies as the notice departing employees give them. This is why networking is particularly important in the non-profit sector: if the organization knows you before they have a vacancy, when a need does arise, they can quickly call on you to find out if you’re interested in the position. Volunteering and attending an organization’s events are good ways to introduce yourself to an organization. Also, attend conferences and networking events, conduct informational interviews, join a professional organization (take advantage of student rates!). Sign up for newsletters like The Chronicle of Philanthropy, and check out the job database resources at Nonprofit Links, Dewey and Kaye, and Idealist.org.
ECONOMIC DEVELOPMENT

**OVERVIEW:** Economic development, which is essentially economics on a social level, has evolved into a professional industry of highly specialized practitioners. The practitioners have two key roles: one is to provide leadership in policy-making, and the other is to administer policy, programs, and projects. Economic development practitioners generally work in public offices on the state, regional, or municipal level, or in public-private partnerships organizations that may be partially funded by local, regional, state, or federal tax money. These economic development organizations (EDO's) function as individual entities and in some cases as departments of local governments. Their role is to seek out new economic opportunities and retain their existing business wealth.

There are numerous other organizations whose primary function is not economic development work in partnership with economic developers. They include the news media, foundations, utilities, schools, health care providers, faith-based organizations, and colleges, universities, and other education or research institutions.

There is intense competition between communities, states, and nations for new economic development projects in today's globalized world, and the struggle to attract and retain business is further intensified by the use of many variations of economic incentives to the potential business such as; tax incentives, help with investment capital, donated land and many others.

Additionally, the use of community profiling tools and database templates to measure community assets versus other communities is also an important aspect of economic development. Job creation, economic output, and increase in taxable basis are the most common measurement tools. When considering measurement, too much emphasis has been placed on economic developers for "not creating jobs." However, the reality is that economic developers do not typically create jobs, but facilitate the process for existing businesses and start-ups to do so. Therefore, the economic developer must make sure that there are sufficient economic development programs in place to assist the businesses achieve their goals. Those types of programs are usually policy-created and can be local, regional, statewide and national in nature.

**INTERNATIONAL:** With more than 20,000 professional economic developers employed world-wide in this highly specialized industry, the International Economic Development Council (IEDC), headquartered in Washington, D.C., is a non-profit organization dedicated to helping economic developers do their job more effectively and raising the profile of the profession. With over 4,500 members across the US and internationally, serving exclusively the economic development community, IEDC membership represents the entire range of the profession ranging from regional, state, local, rural, urban, and international economic development organizations, as well as chambers of commerce, technology development agencies, utility companies, educational institutions, consultants and redevelopment authorities. Many individual states also have associations comprising economic development professionals, who work closely with IEDC.

**FEDERAL:** The Economic Development Administration (EDA) was established to generate jobs, help retain existing jobs, and stimulate industrial and commercial growth in economically distressed areas of the United States. EDA assistance is available to rural and urban areas of the Nation experiencing high unemployment, low income, or other severe economic distress. In fulfilling its mission, EDA is guided by the basic principle that distressed communities must be empowered to develop and implement their own economic development and revitalization strategies.

Based on these locally- and regionally-developed priorities, EDA works in partnership with state and local governments, regional economic development districts, public and private nonprofit organizations, and Indian tribes. EDA helps distressed communities address problems associated with long-term economic distress, as well as sudden and severe economic dislocations including recovering from the economic impacts of natural disasters.
disasters, the closure of military installations and other Federal facilities, changing trade patterns, and the depletion of natural resources.

EDA operates several economic development programs; a few examples of these are:

**Public Works and Economic Development Program** investments help support the construction or rehabilitation of essential public infrastructure and facilities, including investments that expand and upgrade infrastructure to attract new industry, support technology-led development, redevelop brownfield sites and provide eco-industrial development.

**Economic Adjustment Assistance Program** provides a wide range of technical, planning and infrastructure assistance in regions experiencing adverse economic changes that may occur suddenly or over time.

**Community Trade Adjustment Assistance Program** is aimed at helping to create and retain jobs by providing project grants to communities that have experienced, or are threatened by, job loss resulting from international trade impacts.

**The Planning Program** helps support planning organizations, including District Organizations and Indian Tribes, in the development, implementation, revision or replacement of comprehensive economic development strategies (CEDS), and for related short-term planning investments and State plans designed to create and retain higher-skill, higher-wage jobs, particularly for the unemployed and underemployed in the nation's most economically distressed regions.

While the EDA Headquarters are located in the U.S. Department of Commerce office in Washington, D.C., there are six additional regional offices: Atlanta, Denver, Austin, Philadelphia, Chicago, and Seattle. You can also view the EDA Economic Development Directory by state at [http://www.eda.gov/AboutEDA/Edevdirectory.xml](http://www.eda.gov/AboutEDA/Edevdirectory.xml).

Another Federal department, the **U.S. Department of Housing and Urban Development** (HUD) has the mission to create strong, sustainable, inclusive communities and quality affordable homes for all. HUD is working to strengthen the housing market to bolster the economy and protect consumers; meet the need for quality affordable rental homes: utilize housing as a platform for improving quality of life; build inclusive and sustainable communities free from discrimination; and transform the way HUD does business.

Within HUD, the Office of Community Planning and Development (CPD) seeks to develop viable communities by promoting integrated approaches that provide decent housing, a suitable living environment, and expand economic opportunities for low and moderate income persons. The primary means towards this end is the development of partnerships among all levels of government and the private sector, including for-profit and non-profit organizations.

**LOCAL/REGIONAL:** Economic developers are key facilitators in creating public-private partnerships and coordinating activities and communications between different agencies, territories, and actors. It is their job to bring the different actors to the bargaining table, gather resources, mediate and match buyers with suppliers, and facilitate business partnerships.

It is also imperative that economic developers fill in the gaps and provide assistance where markets and institutions cannot or will not meet the community's needs. This points to another role economic developers play which is that of information provider. They offer accurate, up-to-date, and credible information to prospects interested in investing, locating, or expanding in a specific area. They also provide information on the community needed by local industries and the private and public sectors.

In addition to all of these roles, an economic developer may provide technical or trade assistance—or even make loans to area businesses. Most importantly, though, they must be keen analysts, understanding the
strengths and weaknesses of the local economy. They are responsible for monitoring and assessing the economy and the local business climate in order to be proactive and perform effectively.

Often organizations are created close to the communities that need these services. As an example, the California Association for Local Economic Development (CALED)’s membership consists of public and private organizations and individuals involved in economic development: the business of creating and retaining jobs. EDOs can be organized at any level; a local example of a state-based EDO is the PA Department of Economic and Community Development (DCED) (www.newpa.com), of a regional EDO is the Southwestern Pennsylvania Commission (SPC) (www.spcregion.org), and of a county-level EDO is Allegheny County Economic Development office (ACED) (http://economic.alleghenycounty.us).

The information above was excerpted from websites of the California Association for Economic Development (www.caled.org), the U.S. Economic Development Administration (www.eda.gov), the U.S. Department of Housing and Urban Development (HUD) (www.huduser.org), the International Economic Development Council (www.iedconline.org), and Wikipedia (en.wikipedia.org/wiki/Economic_development).

For more in-depth information about the field of Economic Development, ask a career advisor for a publication authored by Greg Lagana, Researcher and Director of Projects for the Center for Economic Development at the Heinz College, titled “Introduction to Economic Development.”

EXAMPLE EMPLOYERS OF HEINZ GRADUATES:

Allegheny County Economic Development
Clarion County Economic Development Corporation
East Liberty Development, Inc.
GTECH Strategies
Idea Foundry
New York City Economic Development Corporation
Northern Colorado Economic Development Corporation
Philadelphia Industrial Development Corporation
Pittsburgh Community Reinvestment Group
San Francisco Redevelopment Agency
The Sprout Fund
Three Rivers Workforce Investment Board
Urban Redevelopment Authority of Pittsburgh
Young Preservationists Society

JOB SEARCH STRATEGIES: Networking events are always the strongest way to make contacts. Good examples of appropriate networking events are a convocation series, the Heinz-sponsored Federal Career Day, and alumni weekend. Often adjunct professors that teach courses related to this field can also be good resources. There are MANY conferences around the U.S. that focus on topics related to economic development; try to attend the ones most related to your specific interests to make contacts and learn about trends in the field.
PUBLIC FINANCE

OVERVIEW: The financial sector is very broad and, as any market, it can be looked at from many different angles. While this guide focuses on the public finance area, where governments interact with financial institutions and private investors through monetary transactions or financial services, of course there are many additional opportunities in the private sector involving asset and wealth management, investment banking operations, and trading. In general, investment banks help governments or public organizations to raise capital for their operating or infrastructure projects, while third party institutions provide complementary services such as credit rating and financial guarantying. As a result, a Heinz graduate can join this industry through many ways: a government treasury, a public finance division within an investment bank, the sovereign, state and municipal group in a credit rating firm, or the public finance side of a financial guarantor.

EXAMPLES OF PREVIOUS HEINZ EMPLOYERS:

<table>
<thead>
<tr>
<th>Investment Banks</th>
<th>Complementary financial-services providers</th>
</tr>
</thead>
<tbody>
<tr>
<td>PNC</td>
<td>Standard &amp; Poor’s</td>
</tr>
<tr>
<td>UBS</td>
<td>Moody’s Investor Services</td>
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<tr>
<td>Citigroup</td>
<td>Fitch</td>
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<tr>
<td>Deutsche Bank</td>
<td>MBIA</td>
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<tr>
<td>Merrill- Lynch</td>
<td>Public Finance Management, Inc.</td>
</tr>
<tr>
<td>Morgan Stanley</td>
<td>State &amp; Local governments / Public agencies</td>
</tr>
<tr>
<td>Goldman Sachs</td>
<td>FDIC</td>
</tr>
<tr>
<td>Bank of America</td>
<td>Federal Reserve Board of Governors</td>
</tr>
<tr>
<td>JP Morgan Smith Barney</td>
<td>Securities &amp; Exchange Commission</td>
</tr>
<tr>
<td>Bank of New York Mellon</td>
<td>Federal Reserve Bank of New York</td>
</tr>
<tr>
<td>International Finance Corp.</td>
<td>U.S. Office of Management and Budget</td>
</tr>
<tr>
<td>JP Morgan Investment Bank</td>
<td>New York City – OMB</td>
</tr>
</tbody>
</table>

JOB SEARCH STRATEGIES:

The first thing to do is to get your resume in order. With little exception, this should be a one-pager. You are not trying to fit everything you’ve ever done onto one page. Rather, you are choosing selectively from your work history to demonstrate your ability to achieve measurable results under time constraints. Your work best demonstrates superior analytical and decision-making skills, excellent communication skills, familiarity with financial markets and the industry, and a speed – an ability to assimilate and respond quickly to ever-changing information environment. The second task at hand is to prepare for an interview. In general, interviews with financial firms are divided into two parts: behavioral and case. It is very important to practice for a financial interview, in particular for the case interview format. Financial firms usually start their recruiting process early, so it is a good idea to become familiar with cases in advance. One way to do this is to use the Heinz subscription to Vault. And make a point of attending a case interview workshop.

Using your resume and cover letter, and in the course of the interview, it is important to show professional and academic accomplishments -- projects that were driven to completion by your hand. If hired, you are expected to add value to the firm. Careful consideration of how you might do that is a further important step for preparing for the interview. A financial analyst is a knowledge worker, a quick wit, has a curious intellect, good listening skills, strong self-confidence, and an ability to communicate and relate well with people. Demonstrate these in your interview, and the rest is chemistry and fit.
RESEARCH/PhD OPTIONS

**OVERVIEW:** Policy Research is undertaken in all sectors of the economy – in universities, in nonprofit think-tanks and advocacy organizations, within most levels of government, in intra-governmental (international) organizations and in the private sector. In Washington, DC and throughout the country, many of the higher profile think tanks and research organizations focus on foreign policy and international issues. Some of the better known of these include the RAND Corporation, The Brookings Institution, the Council on Foreign Relations and the Carnegie Endowment for International Peace. But just as many research institutes are located and active at the local or state level. In Southwest PA, the Allegheny Institute is a locally engaged think tank; at the state level the Public Policy Institute of California supports California decision-makers. These organizations are often supported by contracts from the government, foundations, private businesses, and endowments. Think tanks, in the most traditional sense, are seen as non-partisan organizations that employ interdisciplinary approaches to finding long-term solutions to policy-related issues. Determining how a research-generating institution comes by its financial support is extremely important to accurately accessing its mission and level of commitment to objective analysis.

It follows that research organizations vary in perspective and focus: some may be viewed more as advocacy groups which promote a particular agenda, while others may resemble private sector consulting organizations or academic institutions. In addition to their research efforts, many research institutes produce major publications or organize professional conferences, lectures, and policy forums. Think tank scholars testify before Congressional committees, submit articles to major newspapers, and may serve on government task forces.

**SAMPLE RESEARCH INSTITUTES:**

**A. Traditional Think Tanks**
- Alliance for Excellent Education
- The American Enterprise Institute
- The Argosy Foundation
- The Aspen Institute
- APPAM – The Assoc. for Public Policy Analysis & Mgmt
- The Center on Budget & Policy Priorities
- The Center for Democracy & Technology
- The Center for Economic Development
- The Center for Strategic & International Studies
- The Economic Policy Institute
- The Hudson Institute
- Public Policy Institute of California
- RAND Corporation
- Resources for the Future
- Urban Institute
- The Vera Institute of Justice
- World Resources Institute

**B. Research Companies**
- (For- Profit and Non-Profit)
  - Mathematica Policy Research
  - Gallup, Nielsen, Rosetta, MITRE
  - Business for Social Responsibility
  - Harris Interactive, Catalyst

**C. University PhD Programs**
- Syracuse University – Maxwell School
- Johns Hopkins School of Advanced Int’l Studies
- University of Michigan – Ford School
- MIT – Technology & Policy Program
- CMU – Engineering & Public Policy
- New York University -- Economics

**D. Government/ Government-Funded Institutes**
- Congressional Research Service
- The National Academies, National Science Foundation
- National Institutes of Health, National Laboratories

**JOB SEARCH STRATEGIES:** A Heinz degree is really just a first step toward a career in a research organization. It is rare that a student steps directly from Heinz into a RAND or even The Urban Institute. Of course it happens, but it is not a career for everyone, and not everyone will qualify. So it is important to view the above list of organizations as a second or even third step in a research career.

Because most research institutes are nonprofits, hiring occurs on a “just-in-time” basis where timing, good grades, faculty recommendations and possession of the requisite skills are most important. Necessary skills include: very strong writing (previous publications), statistical research tools such as STATA, SAS, or SPSS, strong problem-solving and analytical thinking. If this career path interests you, seek out PhD students early, choose your professors with care and make your academic performance a top priority.
Internships

A full-time internship, completed during the summer between the first and second years of the program, will provide you with the opportunity to apply the management and technical skills learned during the first year of the program, gain further professional experience and develop a strong context for the second-year concentration coursework.

You are encouraged to intern with an organization that corresponds to your individual area of interest and career goals. Students in the two-year MSPPM program are required to complete a summer internship. You will not receive academic credit for your internship, but it will be reflected on your transcript as a course with a Pass/Fail grade.

NOTE: You are personally responsible for securing a suitable internship. Career Services will assist you in your search through counseling, workshops, and internship opportunity listings in CareerNavigator. We strongly encourage you to begin your research and start your summer internship search beginning in the fall of your first year. Some internship opportunities have application deadlines in the fall, so by starting your search early, you won’t miss out on these opportunities.

Internship Requirements

• Fill out and return the Internship Approval Form to the Career Services Office on or before April 15.

• The internship must be for a minimum of ten weeks full-time (400 hours).

• The internship must allow you to apply skills you have acquired in your first year of study.

• To fulfill the internship requirement, you must have your supervisor fill out and return the Internship Evaluation Form to the Career Services Office by August 31st.

Students should view the Student Internship Guidelines to ensure that all requirements are fulfilled. Students should provide the employers with the Guidelines for Internship Supervisors so they’re fully aware of their roles and responsibilities.

For International F1 Visa Students: You must apply for Curricular Practical Training (CPT) employment authorization for your summer internship. CPT authorization is required regardless of the internship being paid or unpaid. CPT is only available to F-1 students who have not graduated and who have been enrolled on a full-time basis for one full academic year (i.e. fall and spring.) If your degree program requires you to do a summer internship, you can qualify for CPT. Processing CPT may take up to 1 week and you cannot begin employment until you receive authorization. CPT guidelines, forms and instructions can be found at the CMU Office of International Education’s website.

Heinz College Internship Funding

Internship Opportunity Fund (IOF)
The IOF provides stipends in the form of a scholarship to students accepting unpaid or low-paying internships. Revenues are raised by students who solicit contributions from faculty, staff and alumni. The Heinz College matches funds donated by faculty, staff and students.

Requirements:

• The internship must be in the public or non-profit sector
• IOF volunteers will be given preference
• You must submit an application, available online or in the Career Services office
Tom Gorman Fund
This internship scholarship memorializes Tom Gorman, a 1985 graduate of the Heinz School. Tom was committed to public sector work and, with several classmates, founded the IOF. The Gorman Fund provides one scholarship each year to a student interning in the public or non-profit sector with preference given to internships in environmental protection, public sector economic development or urban planning. MSPPM students are eligible for the Tom Gorman Fund.

Lauble Fellowship
Steven Lauble, a Heinz alumnus, was a strong proponent of public sector work and of the Pittsburgh area. Several students are selected each year as Lauble Fellows and work in local economic and community development organizations for their summer internships and part-time during their second year. The competitive application process is announced and conducted early in the spring semester each year.

The Milton and Cynthia Friedman Internships in Washington, D.C.
Grants of up to $3,000 are available. Six to ten grants will be awarded for the summer. Internships usually cover a 10-week period. Students find their own housing in DC, although we can provide some general housing information. Friedman Interns are expected to attend informal seminars on policy topics and organized events around DC. These seminars and events are coordinated through Carnegie Mellon's Washington EPP Office, Stacy Pane, Director. All Carnegie Mellon from any college or school who have a strong academic record and would value the opportunity to spend a summer gaining firsthand policy experience in a public or private sector in Washington, D.C. are invited to apply.

Federal Community Service
The Heinz College participates in the Federal Community Service (FCS) work study program during the academic year and summer work periods. For more information, visit www.heinz.cmu.edu/careers/fcs.html.

MSPPM Internship Resources
These internship opportunities have been available in the past and are likely to recur annually. The following list are just some suggestions to get you started on your search; please conduct your own search based on your interests in addition to considering the internship opportunities given here.

Please see “Heinz College 2009 Summer Internships” document in Career Navigator under the Document Library to see a complete list of summer internship employers for that year.

Federal Government
Below are a few selected Federal internships; please see the document “Heinz College -- Federal Government Internships 2009-2010” (a 56-page PDF) in Career Navigator under the Document Library for detailed descriptions.

The federal government offers two internship programs: Student Temporary Employment Program (STEP) and Student Career Experience Program (SCEP). Both programs offer paid work experience for current students who will return to school after completing STEP or SCEP. Graduated students are not eligible to apply; you must still be in school. Students who complete a required number of SCEP hours may be eligible for permanent employment. Application instructions for STEP and SCEP are available at federal agency sites (see below for a selected list of agencies). How to Find and Apply for Federal Internships-Partnership for Public Service is comprehensive site for federal student employment programs and internships and includes a searchable federal internship directory.

USAJOBS The official searchable database of internships for federal departments and agencies.

Congressional Budget Office Paid summer internships with focus on budget and policy analysis, including health policy internship. Health policy internship for graduate students offered fall, spring, summer. Deadline: varies;
sign up to receive deadlines for summer and year-round internships.

**Congressional Research Service**  Unpaid internships for students with strong writing and analytical skills. Assist professional staff with public policy research. Opportunity to participate in the legislative process and gain research skills. Eligible: Primarily graduate students. Deadline: applications accepted on an ongoing basis.

**Department of Agriculture--Foreign Agriculture Service (FAS)**  Links to internship opportunities, including FAS Summer Internship Program. Deadline: varies, typically January if FAS Summer Internship Program is offered.

**Department of Health & Human Services-Centers for Medicare and Medicaid Services**  Several paid summer internship programs, including STEP and SCEP. Deadline: typically early April.

**Department of Housing and Urban Development (HUD)**  HUD application instructions for STEP, SCEP, and volunteer program. Deadline: varies.

**Department of Labor (DOL)**  Offers projects in public affairs, speech writing, and outreach. Requires strong writing and research skills. Deadline: varies.

**Department of State--Student Programs**  A gateway to an array of internship and fellowship programs, including STEP and SCEP. Deadline: varies by program.

**EPA: National Network for Environmental Management Studies Fellowship Program**  Paid full-time summer or part-time academic year fellowships in an EPA office or laboratory. Deadline: typically February.

**EPA: SCEP**  Scroll down to "For College Students." Deadline: typically January.

**Federal Bureau of Investigation (FBI)**  The FBI Honors Internship Program offers an insider's view of FBI operations and opportunities to explore career options. Deadline: typically September for following year.

**Fish and Wildlife Service**  Application instructions for STEP and SCEP. Deadline: varies.

**Government Accountability Office**  Paid summer internships. Deadline: varies from October to December.

**Hispanic Association of Colleges & Universities National Internship Program**  Paid internships for students enrolled in degree programs. Placements are in federal agencies. Deadline: typically February for summer program; see site for deadlines for other terms.

**Homeland Security**  Links to several internship programs. Deadline: varies.

**Institute for Tribal Environmental Professionals--Summer Student Internship Program**  Paid summer internships with a focus on air quality issues. Deadline: typically February.

**Internships Within the Federal Government--from the office of U.S. Representative Mel Watt**  Annual list of various federal internships. Deadline: varies.

**Library of Congress**  Searchable database of internships and fellowships. Categories include government and policy analysis. Deadline: varies.

**National Oceanic and Atmospheric Administration (NOAA)**  NOAA offers several paid internships throughout the country. See Alaska Fisheries Science Center and Chesapeake Bay programs. Deadline: varies.

**National Park Service**  Several internship and co-op programs. Cultural Resources Diversity Program, as well as additional preservation internships (PreserveNet) affiliated with NPS. Deadline: varies.


Student Conservation Association  Searchable database of conservation-related internships. Deadline: varies by program or project.

USDA Economic Research Service  Paid summer internships (STEP) in the areas food, farming, natural resources, and rural economies. Deadline: typically January.

The Washington Center  Offers internships and academic seminars for all majors in Washington, D.C., in addition to internships abroad. Deadline: Competitive deadline usually in May, Regular deadline usually in June.

White House Internship Program  Unpaid fall, spring, and summer internships in Department of the President and Department of the Vice President. Deadline: typically June for fall, October for spring, and December for summer.

State and Local Government
Many local governments offer summer internship positions, more than are listed here. If you are interested in working for a particular local government, check their website and contact your desired office to inquire about what opportunities they may have. But remember to do it early! Deadlines can vary quite a bit from place to place.

Commonwealth of PA Internship Programs  Internships and jobs listed by the Commonwealth of PA. Deadline: varies, check website for postings.

Charles G. Koch Summer Fellow Program  Paid summer internships in public policy and nonprofit leadership in Washington, D.C. Nonprofit and state-based policy organizations throughout the U.S. Eligible: Undergraduates, graduate students, and recent graduates between the ages of 18-30 are eligible to apply. Deadline: typically January.

City and County of San Francisco  Search database using keyword "intern." Summer internships are generally paid and available in several departments. Also open to recent graduates. Deadline: Typically February for summer.

City of Chicago  Paid and unpaid summer internships in various departments. Deadline: varies.


City of Raleigh, North Carolina--Dept. of City Planning  Summer internships in planning, urban design, and related areas. Includes at least one major project. Deadlines: varies.

City of Washington, D.C.--District Department of Transportation  Paid internships in several areas related to transportation planning and policy. Fall, spring, and summer sessions. Deadline: generally September.


Local Government Internships--ICMA list  List of internships and resources for students interested in local government management. Deadline: varies by program.

Urban Education Leaders Internship Program—Washington, D.C. Fall, spring, and summer internships in urban education policy with District of Columbia Public Schools. Chancellor Michelle Rhee started the program in 2007 to offer high-achieving students an opportunity to conduct research and work on education policy projects. Some stipends available. Deadlines: typically September for fall, January for spring, and December-March for summer.

Policy Institute/Non-profit/Other

AECOM  Paid internships with large international design firm. Projects include transportation, energy, water, community designs, and green building. Search on "internship" at Search Openings. Deadline: varies.

Alaska Conservation Foundation  Paid summer internships for students interested in conservation and protection of Alaska's environment and diverse cultures. Deadline: typically February.

Aspen Institute  Paid and unpaid policy internships. Deadline: varies.

Brookings Institution  Part-time and full-time internships; generally unpaid. Deadline: varies by posting.

Berkeley Policy Associates; Social Policy Research Associates; MDRC; Public Policy Institute of California—the Richard J. Riordan Summer Intern Program with the California policy institutes listed. Internships may be available; Contact HR directly. Eligible: Primarily graduate students. Deadline: varies.

The Carter Center.  Paid graduate assistantships (summer only) and unpaid internships in the areas of health, operations, and peace. For current grad students and recent graduates. Deadline: June for fall, March for summer, and October for spring.


Center on Budget and Policy Priorities (DC)  Year-round paid internships with a focus on public policy issues that affect low-income families and individuals. Internships designed to reflect students' interests. Deadline: typically March for summer, June for fall, and October for fall.

Children's Defense Fund  Unpaid internships in several areas: nonprofit management; programs and policy; and outreach, community organizing, and youth development programs; and state and regional offices. Open to undergraduates, graduate students, and recent graduates. Deadlines: typically November, February, and August for winter/spring, summer, and fall sessions.

Deloitte Consulting  Paid summer internship program. Deadline often in the fall; a recruiter usually provides more information to Heinz students at on-campus events.

Education Pioneers  Paid summer internships for graduate students between their first and second years. Includes workshops and a high-level consulting project in K-12 urban education. Deadline: typically December.

Foreign Policy Association  Paid and unpaid internships with nonprofits, educational institutions, and policy institutes.

Migration Policy Institute  Generally unpaid internships (part-time and full-time), some with stipends. Interns provide policy-driven, quantitative and/or qualitative support to researchers in migration-related areas. Deadline: typically November, March and July depending on start term.

National Organization for Women  Unpaid internships in government relations/public policy. Deadlines: typically
November, March and August depending on start term.

**Partnership for Public Service**  Paid internships in a variety of areas: business development/fundraising, communications, education and outreach, event planning, government affairs, government transformation, nonprofit management/accounting, and research. Deadlines: typically November for spring; see their website.


**Public/Private Ventures**  Locations in Philadelphia, Oakland, and New York City. Check the jobs and internships page for current postings. Primarily graduate students. Deadline: varies.

**Resources for the Future**  Paid research internships in the areas of environmental, energy, and natural resource issues. **Walter O. Spofford, Jr. Memorial Internship**--focus on Chinese environmental issues. Deadline: varies.

**Texas Association of Community Development Corporations**  Lone Star Program. Paid summer internships in various Texas cities. Deadline: typically February; see site in December for specific dates.

**Third Way**  Policy internships in the areas of national security, culture, and middle class economics. Moderate stipend. Graduate students. Deadline: applications accepted on a rolling basis for fall, spring, and summer terms.

**World Policy Institute**  Unpaid internships in international policy research and advocacy by assisting with the production of World Policy Journal. Deadline: typically July for fall, October for spring, and February for summer.

*Much of the internship information listed above was developed by the University of Oregon Department of Planning, Public Policy, & Management.*
MSPPM Internship Timeline

We strongly encourage you to begin your research and prepare for your internship search in the fall. By starting your search early, you won’t miss out on potential opportunities. Most students do not get their internships through on-campus recruiting, so your interviews are generally off-campus. Career Services will assist you with your internship search, but please remember we do not match students with employers; obtaining an internship is your responsibility.

NOTE: Since MSPPM students often have interests in a wide variety of employers, we cannot show all suggested internship timelines here. Provided below is the recommended timeline for an internship search in the public sector; please see the website under www.heinz.cmu.edu/jobs-and-internships for recommended search timelines in these other areas of interest:

- Arts/Non-Profit
- Consulting and Finance
- Education
- Healthcare/Biotechnology
- International/NGO’s

SEPTEMBER

- Attend the Public Service Fair to learn about local organizations and to secure a spring and/or fall part-time internship. Part-time internships will help build your resume and your network.
- Attend career workshops on federal and state/local government.
- Gain access to CareerNavigator to upload your resume and view internship listings.
- State/Local interest: Attend the ICMA conference.
- Federal interest: Attend the Washington Colloquium for federal sector opportunities and networking.

OCTOBER

- Meet with your career advisor to discuss your interests and to organize your internship search.
- Review the internships of previous students. We also encourage you to speak informally with second year students who can offer first-hand information about their internships.
- Attend Network New York for city government opportunities, site visits and networking.
- Drop your resume for on-campus interviews with federal, state and local organizations visiting campus (these dates will occur beginning in October but across the full school year).

NOVEMBER/DECEMBER

- Research agencies and internship opportunities. Pay close attention to organizations that have established internship programs and their deadlines. Many of these fall in January/February.
- Attend the workshops to perfect your resume, hone your interviewing skills, and gain knowledge about the internship search process.
- Attend relevant information sessions.
- Participate in mock interviews.
- Create a Federal Resume and get it reviewed by your career advisor.
JANUARY/FEBRUARY

- At this point you should have your top-ten list of agencies at which you would like to intern. This list can include organizations that have established internship programs as well as those that interest you without formal internship programs. Update your resume with relevant academic projects, coursework, etc.
- MSPPMs must attend mandatory internship workshop.
- Utilize your personal network for internship leads as well as checking organization’s websites for internships.
- Inform your professors of your interest – they may be able to connect you to a former student turned government official.
- Attend Network Nights hosted by Heinz College.
- Network with alumni: Talk to alumni about internship opportunities in their organization. They’re an excellent resource for learning more about a particular organization, career field or employment opportunity. You can find alumni in the Alumni Directory, Alumni Career Advisor Network, and Carnegie Mellon Alumni LinkedIn Network.

MARCH

- At this point you should begin making contact with employers, sending resumes and applications, and beginning the interview process in person or by phone.
- Attend relevant Network Nights and Career Fairs (i.e. Network Washington, DC).
- Strategize a back-up plan if your first choice internships don’t work out.
- Research funding options available if your internship is low paying (less than $10/hr.) or unpaid.

APRIL

- At this point you should be interviewing with various organizations.
- Turn in your Internship Approval Form on April 15th. If you cannot meet this deadline, you must set up a meeting with your career advisor to go over the status of your search to date.
- Turn in any internship funding applications.
- Connect with other interns relocating to your new city to share housing.
- If you an F-1 Visa student, you must apply for CPT.

AUGUST

- Look for Heinz and Carnegie Mellon events in your city and attend to network with other interns.
- Schedule an exit interview with your supervisor so that they can give you feedback about your performance and have your supervisor complete the Internship Evaluation form and return it to the Career Services Office.
- Complete the student survey for the School of Policy and Management to evaluate your internship experience.
APPLYING FOR JOBS

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MSPPM Job Search Timeline

NOTE: Since MSPPM students often have interests in a wide variety of employers, we cannot show all suggested job search timelines here. Provided below is the recommended timeline for the job search in the public sector with a focus on Federal positions; please see the website under www.heinz.cmu.edu/jobs-and-internships for recommended search timelines in these other areas of interest:

  Arts/Non-Profit
  Consulting and Finance
  Education
  Healthcare/Biotechnology
  International/NGO’s

Whether you are considering employment at the federal, state or local levels, the biggest challenge for you will be getting through that first door. Each employment sector of the economy knows itself best and the government sector is no exception. It is therefore important that you know something about the nature of the work, before you seek it, and your own motivations. No government hiring manager wants to see you struggling to articulate why you are interested in his or her job. Before they let you through that door, they want to make sure that you will be a good fit.

INTERNATIONAL STUDENTS: Please see the Career Services International Student Supplement, available in our office or on the website, for additional information and details regarding the job search for non-U.S. citizens.
Once inside government, an entire career of opportunities is much more readily available to you, and movement between departments and agencies is exceptionally easy – you now hold the ticket, and each subsequent hiring process you go through is noncompetitive, which means they have to hire you before they take someone external to the government.

One of the best times for seeking that first point of entry is directly upon completion of a Masters degree in public policy and/or management. Each year, approximately 30-40% of PPM students accept employment in one of the government sectors.

Federal agencies will travel to campus to recruit, but that is less the case with state and local agencies; they usually know far in advance when a job will open, and undertake an application recruiting blitz just prior to the application window, which may be quite short: as little as 5 days, but rarely more than 2 weeks. For that reason, the best job search strategy is to build your network so that when a job opens, you know that it is coming and have been able to prepare your application in advance.

Keep in mind that the fiscal year for most agencies runs from July 1-June 30, so agencies are under pressure to secure their funding commitments in the budget planning phase during the early summer and must then wait well into the fall while the political approval process runs its course. Employment opportunities tend to increase with the start of the new calendar year but must conclude before the money runs out in June.

Career Services will assist you with your job search, but please remember we do not match students with employers; obtaining employment is your responsibility. We encourage you to take the following steps to ensure a successful job search outcome:

**SEPTEMBER/OCTOBER**
- Attend the Public Service Fair to learn about local organizations and to secure a spring and/or fall part-time internship. Part-time internships will help build your resume and your network.
- Gain access to CareerNavigator to upload your resume.
- Decide what type of agency you would like to work for (e.g. large or small, nature of the work, etc.), what city you would like to live in, what issue you would like to work on, etc.
- Research management training opportunities (PMF, PA Management Associate’s).
- Meet with your career advisor to discuss your interests and to organize your job search.
- Attend relevant networking events Attend relevant Network Nights.

**NOVEMBER/DECEMBER**
- Attend the workshops to perfect your resume, hone your interviewing skills, and gain knowledge about the job search process.
- Attend relevant information sessions.
- Participate in mock interviews.
- Get your resume cleaned up and reviewed by your career advisor.

**JANUARY/FEBRUARY**
- Attend relevant Network Nights.
- Talk to alumni about opportunities in their organization. They’re an excellent resource for learning more about a particular organization, career field or employment opportunity. You can find alumni in the Alumni Directory, Alumni Career Advisor Network, and Carnegie Mellon Alumni LinkedIn Network.
- Join professional organizations, attend conferences, conduct informational interviews to help foster relationships in the field.
MARCH/APRIL

- Update your resume with relevant academic projects, coursework, etc.
- Look at organizations’ websites for job postings and also use the online resources.
- Attend relevant Network Nights and Career Fairs (i.e. Network Washington, DC).
- Make contact with employers, send resumes and applications, and begin the interviewing process.

MAY/JUNE

- Interview with various organizations.
- Once you accept a job, report your employment to the Heinz Career Service Office.

Job Search Assistance Fund

The Heinz College will provide each Master’s student with up to $300 in assistance for reasonable costs of travel associated with job interviews and/or conference attendance with public sector or non-profit organizations. The fund is also available to 2nd-Year MEIM students for interviews within the for-profit entertainment industry.

This fund is to assist you with your job search; expenses will not be reimbursed if you have accepted a job offer and receipts must be submitted within 21 days of the interview. In order to qualify, you must first inquire with the interviewing organization whether they have funds available to assist you with interview-related travel expenses and document their response. Please view the guidelines and application on the website or in the CareerNavigator Document Library for details and instructions.

Fellowships

After graduation, some students opt to take advantage of fellowships, which are paid and often have all the duties of a full-time job, but have a set time frame and often give the student exposure to multiple aspects of the organization. Some are very prestigious awards, and some are designed to be gateways into the organization. Fellowships are also often a blend of a work and learning environment, and can ease the transition between classroom and workplace. Some paid internships that are similar to fellowships by being paid and for an extended period of time post-graduation are also included in this category.

Federal

Presidential Management Fellows Program (PMF). A two-year training program with accelerated promotional opportunities, the PMF is the premier future leader program in the U.S. government. Applicants seek to secure a Heinz College nomination in the early fall term before proceeding to the on-line application process in the mid-fall and a written exam at one of 12 national test centers. Finalists receive access to a designated on-line job database and spring-term job fair.

Federal Career Intern Program. (FCIP) is widely utilized by the Federal to bring in future leaders and offers the same exact promotional structure and pace. You have to find the openings on your own using either the agency websites or the system-wide job database USAJOBS.

White House Fellows Program. Founded in 1964, the White House Fellows program is one of America’s most prestigious programs for leadership and public service. White House Fellowships offer exceptional young men and women first-hand experience working at the highest levels of the federal government.
Center for Economic and Policy Research. Full-time paid internships generally available year-round. Focus on research and writing that promotes democratic debate of contemporary economic and social issues.

Center for American Progress. Year-round paid (stipend) internships in many policy and nonprofit management areas. Deadline: varies; typically July for fall, December for winter/spring, and February for summer. CHCI Public Policy Fellowship Program

US EPA Federal Career intern Program

Department of Labor Mgt. Intern Program

Foreign Agricultural Service Career Intern Program

US Nuclear Regulatory Commission Fellowship

Native American Congressional Internships

Local/State Government

Local Government Management Fellowship. This is an annual fellowship program. Fellows are placed in a full-time management-track local government positions, shaped by direct mentorship under senior government leaders with rotational assignments.

Scholars in Local Government Program. A highly competitive career development initiative to attract recent graduates of master’s, law, or doctoral-level degree programs in public policy, public administration, social work, business, law and related fields to work at the Allegheny County Department of Human Services. Scholars join the Department for one-year appointments, during which they complete high-profile projects and analyze difficult problems; specific projects are tailored to the individual skill sets and interests of the Scholars.

Center for Urban Redevelopment Excellence. The fellowships are two-year project management jobs at a host redevelopment organization, with mentorship from senior staff. The Center also enhances the Fellows’ individual field experiences with technical training, leadership development, and exposure to different markets, organization structures, and cases addressing both physical and non-physical redevelopment issues.

Bill Emerson National Hunger Fellowship

The Paul and Phyllis Fireman Public Service Fellowship

Broad Residency in Urban Education

Greenlining Academy

Nonproliferation Graduate Program

Herbert Scoville Jr. Peace Fellowship

Tom Joe Public Policy Fellows Program

Carnegie Council on Ethics and International Affairs Fellowship

Reinhard Mohn Fellowship

Center for California Studies Capital Fellows Program

City of Grand Junction, CO Management Internship

Clark County, NV Management Analyst Intern

City of Phoenix Management Intern

City of Savannah, GA, Management Internship Program

Pinellas County FL Management Associate Program

Sedgwick, KS Management Program
Echoing Green Fellowship. Echoing Green awards two-year fellowships to emerging social innovators. Annually, we award fellowships to individuals with innovative ideas for creating new models for tackling seemingly unsolvable social challenges. These fellowships offer them the opportunity to develop and test their ideas. During the two-year fellowship, Echoing Green provides both financial and technical support.

World Bank Young Professionals Program. Those selected to the Program spend 18 to 20 months as Young Professionals before they are confirmed into a regular position in the World Bank. Most Young Professionals take up two rotational assignments in different units in the World Bank and participate in two to three trips to developing countries during each assignment.

United Nations Internship Programme. The programme is normally full-time, i.e., interns are expected to work five days a week (9:00 a.m. - 5:00 p.m.) in the department or office of the Secretariat which has selected them, carrying out their tasks under the supervision of a supervisor.
Ian Axford Fellowships in Public Policy
Asian Development Bank-Research Fellowships
Studentenservice International
Mickey Leland International Hunger Fellows Program
Acumen Fund Fellowship
International Finance Corporation Global Transaction Team Program
Congress-Bundestag Youth Exchange for Young Professionals
Luce Foundation Fellowship
Alfa Fellowship Program
Inter-American Development Bank Junior Professional Program
Ronald H. Brown International Trade Internship
Institute for Democracy in South Africa – Pretoria, South Africa
The Ghana Center for Democratic Development – Accra, Ghana

Research/Academic

Individual Advanced Research Opportunities Program
Fulbright Scholarships
Ford School Postdoctoral Fellowship Program
Academia Resource Management
Brookings Institution Pre-doctoral Fellowships
Mariam K. Chamberlain Fellowship in Women & Public Policy

Global Center for Development and Democracy – Lima, Peru
Nonprofit Enterprise and Self-sustainability Team – Budapest, Hungary
Nonprofit Enterprise and Self-sustainability Team – Santiago, Chile
Institute for National Policy Research – Taipei, Taiwan
Reserve Bank of India – Mumbai, India
Ministry of Finance and Economic Empowerment – Port Louis, Mauritius
World Wildlife Fund – Belize
Secretariat of the State of the Amazonas for Planning and Economic Development – Manaus, Brazil
International Labor Organization – Beijing, China
International Labor Organization – Geneva, Switzerland
Rotary Foundation
Peace Corps

Millennium Momentum Foundation, Inc.
The Soros Fellowships for New Americans
AAAS Science and Technology Fellowships
Teresa Heinz Scholars for Environmental Research
The Independent Institute
CORO Fellows Program
Tips for Writing Resumes

Get the interview
A resume is a tool which highlights your past experience to demonstrate your ability to perform a job. A resume’s function is not to get you the job, it is to get you the interview. It does this by structuring the reader’s thinking, communicating your strengths and abilities, and grabbing the attention and motivating the reader to take action.

Make it easy to read
A prospective employer will scan your resume for no longer than 30 seconds on average. In order for this to work in your favor, your resume must deliver job-relevant information quickly by being easy to skim and extract interesting information.

Make it relevant to the employer
To gain a competitive edge in the job market, your resume must be well written, error-free, and as quantitative and objective as possible in order to convey a clear and concise image of yourself.

Many of the skills and characteristics listed below relate to how employees work, indicating the importance employers place on work style. Your ability to demonstrate to an employer that you have these qualities and skills is just as important as actually possessing them. When you can, point to specific activities or course work that demonstrate these qualities:

- Communication skills, verbal and written
- Teamwork skills
- Interpersonal skills/work well with others
- Motivation/initiative
- Strong work ethic
- Analytical skills
- Flexibility/adaptability
- Computer/technical skills
- Organizational skills
- Leadership

Source: Job Outlook 2006, National Association of Colleges and Employers

DO:
✓ Make sure everything on your resume supports your job objective.
✓ Focus on the employer’s needs for the position.
✓ Emphasize what you got done, do not simply list your role.
✓ Show results, and quantify. Use numbers, percentages, frequency, volume, etc.
✓ Be relevant – mention the specific skills you have to do the job.
✓ Use action verbs to describe your work. (See the list that follows).
✓ Limit length to one page. After you have a couple of years of experience, then go to two.
✓ Be visually appealing and easy to read.
✓ Use consistent formatting.

DO NOT:
✗ Lie on your resume. The truth will be found out and many employers will terminate an employee if false information was provided during the hiring process.
✗ Have any misspellings, bad grammar, or poor punctuation.
✗ Use lengthy phrases, sentences or paragraphs.
✗ Include your birth date, marital status, religious affiliation, and personal philosophies.
✗ Include salary information; save it for the interview. If you are required to give that information, reveal it in the cover letter.
✗ Include a photograph of yourself.
✗ List exact dates (months and years are sufficient).
List your high school information.
List references on the resume – those will be asked for later if needed.
Use pronouns, abbreviations, conjunctions, jargon or buzzwords unless terms are widely known and accepted (as in the case of AFL-CIO or UNICEF).
Be too repetitive with your action words.
Have someone else write your resume. You can ask for advice, but you know yourself best and will have to defend the contents in the interview.

**415 Action Words for Describing Your Experience**

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</table>

The table above lists a variety of verbs and their corresponding synonyms or related terms, typical in a vocabulary expansion exercise. Each entry is paired with another word that is similar in meaning, often used interchangeably or in a similar context. This kind of exercise can be useful in enhancing vocabulary skills or for creating more nuanced writing.
Noema Madison

EDUCATION
May 2009 – Present  CARNEGIE MELLON UNIVERSITY  Pittsburgh, PA
H. John Heinz III College
Master of Science in Public Policy & Management,
GPA 3.9; expected graduation May 2010
Project Management Teaching Assistant, Fall 2009
Work Study: Heinz Career Services Project Associate

Sept 2000 – May 2004  SLIPPERY ROCK UNIVERSITY  Slippery Rock, PA
College of Business, Information, and Social Sciences
Communication B.A. and Political Science B.A.
GPA 3.98; Presidential Scholar & Honors graduate

WORK EXPERIENCE
May 2007 – May 2009  PA CIVIC ENGAGEMENT LEAGUE  Pittsburgh, PA
Director of Operations & Communication
∙ Managed finances and developed budget for five-to-ten person staff and
∙ Board of Directors with a $300,000+ revenues and 25,000 voter contacts
∙ Created internal processes for evaluating programming success
∙ Organized and ran staff meetings, board meetings, and community meetings
∙ Created all printed publications and materials for outreach and education
  ∙ programming; created media talking points and online content
∙ Created and managed internship program with local universities
∙ Converted all financial records to Quickbooks
∙ Developed annual strategic plans for organization with ED and staff

Sept 2006 – May 2007  TRIMENIDES ARTISTS GROUP  Pittsburgh, PA
Assistant to the Director
∙ Coordinated contracts and tours for 12 native performance artists
∙ Managed office and research for Director

Sept 2004 – Aug 2006  PENNSYLVANIA HOUSE OF REPRESENTATIVES  Harrisburg, PA
Legislative Assistant
∙ Researched policy options and made recommendations to Representative on
  ∙ environmental and civil liberties legislation
∙ Conducted constituent outreach and assistance in local office
∙ Wrote material for letters, legislation, newsletter, and website
∙ Filed legislation and amendments; provided assistance at committee meetings

RECENT PROJECTS
Fall 2009  Synthesis Project: Strategy for Federal Funding of Social Innovation
For Heinz College: Financial Manager/Data Analyst for research project to quantify and evaluate the
social and economic impact of social enterprise and make policy recommendation for federal funding
of social enterprise to the White House Office of Social Innovation.

SKILLS
Microsoft Office Suite including Access, Microsoft Project; Adobe Photoshop, Illustrator, Dreamweaver,
Pagemaker, InDesign; Quark; Final Cut Pro; HTML, CSS; Minitab Statistics; Quickbooks; Plone CMS; Salesforce
FOSTER WALLACE
1234 Forbes Avenue, Pittsburgh, PA 15213
412-268-2166 · fwallace@andrew.cmu.edu

EDUCATION
Master of Science in Public Policy and Management Pittsburgh, PA
Social Enterprise Leadership Award; 3.8 GPA, highest distinction

Rhodes College Aug 1996 – May 2000
Bachelor of Arts in Economics and Business Administration Memphis, TN
Presidential Scholar; Dean’s List; 3.7 GPA, magna cum laude

EXPERIENCE
Democracy Without Borders Foundation (DWBF) Aug 2006 – present
Deputy Director Tegucigalpa, Honduras
- Responsible for development and integration of financial, administrative, and operational systems at DWBF, an organization founded by the Center for International Policy (Washington, DC) in 2006.
- Coordinated with a programmer to develop an on-line version of an international award-winning Honduran Congressional Directory to monitor the legislative production of 128 Congressmen and women.

Technology and Development Consultant Pittsburgh, PA
- Created a community model, in cooperation with Hôpital Albert Schweitzer, to implement “best practices” in healthcare delivery for their clinics and hospital in Deschapelles, Haiti.

Cooperative Housing Foundation (CHF) Feb 2002 – Apr 2004
Logistics Manager & Social Promoter Usulután, El Salvador
- Implemented inventory control and supply invoices for USAID project to construct 750 houses in 90 days in earthquake-damaged regions.

United States Peace Corps May 2001 – Dec 2001
Micro-Enterprise Developer Zacapa, Guatemala
- Developed, administered, and directed a business development course in thirty rural communities to support the creation of revenue-generating cooperatives by program participants, in coordination with Plan International.

LEADERSHIP & ACTIVITIES
- Eagle Scout Award: Directed a year-long service project coordinating over 60 volunteers, 1999.

SKILLS
- Spanish fluency, both written and oral.
- Proficient in MS Office, ArcGIS, QuickBooks, Web Site Design/Development
David A. Lee

EDUCATION

Carnegie Mellon University

H. John Heinz III College of Public Policy and Management

M.S. Public Policy and Management, 06/04 (Accelerated Master’s Program)

Concentration in Policy Analysis and Security & Technology Policy

Tepper School of Business

B.S. Business Administration with a second major in History & Policy, 05/03

Dean’s List: Spring ’00, Fall ’00, Spring ’01, Fall ’01*, Fall ’02* (* w/ honors)

WORK EXPERIENCE

Summer Associate

06/03 – 07/03

Deloitte Consulting, LLC

Harrisburg, PA

- Participated as a member of the implementation team of a systems integration project.
- Added value to the training team by creating several management tools to better monitor and expedite the development of web-based training modules by developers.
- Worked closely with client testers in system acceptance testing and utilized spreadsheets and databases to track testing scenarios and problem resolutions and measure progress.
- Devised a resource estimation model to calculate manpower needs for security testing.
- Prepared the primary exit criterion deliverables for the system-acceptance testing phase.

Summer Analyst

06/00 – 08/00

Mirae Corporation, Ltd.

Seoul, Korea

- Worked closely with the project manager to research and create business plans for international joint-venture partners in high-tech, B2B e-commerce industries.
- Developed a report on Korean market trends in the semiconductor, photonics/fiber optics, wireless design and RF globalnet industries to determine the feasibility of vertical e-markets.
- Devised a market-entry plan for a dedicated women’s portal website in Korea.

PROJECT EXPERIENCE

Team Lead – Secure Air Cargo System

08/03 – 05/04

Course: Systems Synthesis

Pittsburgh, PA

- Consulted primarily for TSA, Pittsburgh International Airport, and US Airways to improve air cargo security policies and procedures using Pittsburgh International Airport as the test site.
- Led airport security team on augmenting cargo screening at airport facilities.
- Developed risk management-based security resource allocation model and policies.
- Assessed screening technologies, formulated procedures, and analyzed industry trends.
- Developed queuing model to simulate screening and compare various alternatives’ performances.

Project Manager – Boeing in China: First-Mover Advantage?

08/02 – 12/02

Course: Corporate Strategy

Pittsburgh, PA

- Analyzed the strategic positions of Boeing Co. and Airbus S.A.S. in China to re-evaluate Boeing’s first-mover advantage and determine the implications of local content requirements.
- Conducted research for overview of global and Chinese aviation industries and created analyses of passenger, freight, aviation services, and defense sectors of China.
- Employed game theory to derive recommendations for Boeing’s commercial airliner business.
RESEARCH EXPERIENCE

Research Assistant 01/03 – 12/03
GSIA, Carnegie Mellon University Pittsburgh, PA
- Studied the process of innovation by examining European and U.S. “national innovation systems.”
- Gathered qualitative data to understand policies concerning university technology transfers.
- Collected quantitative data on research efforts from 1960-1990 for Gallium Nitride-based (GaN) semiconductors to examine the rate of entry and exit of firms and research labs.

SKILLS

Computer Languages, Applications, Platforms:
- Java, C++, some SQL and HTML
- MS Office, MS Access, STATA 8.0, SAS 8.0, Arena, ILog OPL, Internet applications
- Windows 98/NT/00/XP, Mac O/S, UNIX, MS-DOS

Foreign Languages, Honors, Activities:
- Fluent in Korean, functional in Russian, and familiar with Japanese
- Deloitte Consulting Case Challenge – 1st Place, 2002
- Western Massachusetts District Music Competition – 1st Clarinet, 1996
- Mock Trial Association, Model United Nations, History Society, Habitat for Humanity
Tips for Writing Cover Letters

The Goals of a Cover Letter

a. Identifies the position for which you are applying and how you learned of it.
b. Indicates why you are applying.
c. Describes how your skills match the position requirements.
d. Provides an attractive self-portrait and subliminal reasons why they should interview you.
e. Requests information on next steps and repeats your availability, phone, and email.

Style Guidelines

- Be Targeted: Be specific. If possible, indicate a special reason for wanting to work for that particular employer. Discuss your interest and skills for the industry or career field.

- Be Persuasive: The letter should be problem-solving oriented referring to how you can meet the employer or job needs rather than simply listing accomplishments or your desires.

- Tone: Be clear and concise. The letter should expand upon the resume and add personal flavor. Give the impression of confidence, but not conceit. It is best not to be clever or cute, but you may choose to be creative, depending on the type of employer to whom you wish to appeal.

- Be Accurate: Use correct grammar, punctuation and spelling. Make certain there are no mistakes. Have career advisors and/or individuals you know critique your letters.

- Be Specific: Address the letter to an individual rather than to Dear Sir/Madam whenever possible. Call to get a contact if one is not known. This is important for follow-up. You will need to follow-up your letter with a phone call to confirm that it arrived and demonstrate continued interest.

- Paragraphs: Be brief; keep them short enough to encourage reading.

- Paper: Use high quality bond paper with matching envelopes.

- Print: Type or laser-print your letter using block or semi-block basic letter styles. The page should be well-balanced.

- Signature: Remember to sign your letter by hand after it is printed out, preferably in blue pen.

Note: There has been a dramatic increase of letters and resumes sent through email and the web application sites. Regardless of the communication mode being used, strong letters will produce a positive first impression. Students who send exceptional letters, on paper or electronically, are noticed and strongly considered for opportunities.
Cover Letter Outline

Your Name
Your Address
City, State, Zip
Your Phone
Your Email

Contact Person
Title
Department
Employer
Address
City State Zip

Date

Dear Mr./Ms./Mrs./Dr. etc (Contact Person)

Paragraph One: Introduction
  • Brief
  • Mention exact source of job information
  • Upbeat and confident tone

Paragraph Two: The Why Paragraph
  • Mention three reasons why you are qualified for the job (cross-reference with your resume)
  • All three points must awaken the employer’s curiosity
  • Prioritize three points strategically (weakest point should go second)
  • Keep temp of the sentence fast and smooth – read it aloud to see if it flows

Paragraph Three: The Descriptive Paragraph
  • Choose the strongest point from the previous paragraph and provide an in-depth description
  • Use quantifiables
  • Add information of interest NOT on your resume
  • Note a few interesting things about yourself – paint yourself as interesting, likeable, etc.

Paragraph Four: The Closing
  • Include next steps – your contact information and plans for follow-up
  • Closing – one-sentence recap of the why (don’t repeat yourself) with a emphatic, confident tone without making any demands of the employer outright

Sincerely/Regards,

Your Name Typed

Sample cover letters can be found in the Heinz Career Services document Cover Letter Guide (PDF).
### Cover Letter Language

#### SELF-DESCRIPTIVE WORDS

*Use words like those below to add descriptive personal qualities to your letter.*

<table>
<thead>
<tr>
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<th>Detail-Oriented</th>
<th>Independent</th>
<th>Proficient</th>
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<td>Realistic</td>
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<td>Alert</td>
<td>Disciplined</td>
<td>Mature</td>
<td>Resilient</td>
</tr>
<tr>
<td>Ambitious</td>
<td>Discrete</td>
<td>Objective</td>
<td>Resourceful</td>
</tr>
<tr>
<td>Analytical</td>
<td>Economical</td>
<td>Optimistic</td>
<td>Respective</td>
</tr>
<tr>
<td>Attentive</td>
<td>Efficient</td>
<td>Perceptive</td>
<td>Self-reliant</td>
</tr>
<tr>
<td>Broad-minded</td>
<td>Energetic</td>
<td>Personable</td>
<td>Sense of Humor</td>
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<td>Sincere</td>
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<td>Dependable</td>
<td>Honest</td>
<td>Productive</td>
<td>Thorough</td>
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#### ACTION WORDS

*Use words like those below to connote a “spirited personality” and a “productive work ethic.”*

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Choosing Writing Samples

Potential employers may occasionally ask for a writing sample to be included with the cover letter and resume, typically for jobs in research, the media, or advertising and public relations.

Unless otherwise specified by the employer, choose a writing sample that is at least two and no longer than five pages in length. If you wish to use a longer piece of writing, extract a two to five page section of the larger work and introduce it with a paragraph or abstract which puts the selection in context (i.e. that explains what the larger work is about and how the section you’ve provided fits in to that larger work).

Your first consideration in selecting a writing sample is quality. Choose a piece that you feel is well-written over a piece that covers a topic related to the job but about which you have reservations.

This is almost as important as the quality of the writing. For virtually any job, choose a piece which reflects the elements of good business writing. It should be based in reality and concrete terminology (versus abstractions), be concise, conveying meaning in as few words as possible, and it should not require the reader to have any special knowledge of your topic.

Lastly, if it happens that you have written something which relates to the job in some way (be it content or the manner of analysis) and it is of good quality, choose that piece as your sample. For example, a case study from a business-related course would serve as a good writing sample for most management or business analyst positions. A research paper would be a good choice for virtually any research-oriented position.

Special cases: Using "creative" samples, when conveying your ability to think creatively can be important in certain fields. But even in "creative" fields, such as advertising or television, employers want to know that you can convey your ideas clearly and succinctly. Seek advice from a career advisor before submitting a creative piece as a sample.

The writing sample instructions above were developed by the Boston College Career Center.

Preparing for an Interview

The first thing to remember in an interview is that the interviewer does not hold all the power; you need to be interviewing the employer as they are interviewing you. Both you and the employer have to decide if you meet each other’s goals, values and culture. Make sure you know what you are looking for in a company and position.

Plan for the interview questions in advance. Think about your strengths and weaknesses, and how you have developed your skills and characteristics during your classroom experiences, activities, internships, volunteerism, etc. Prepare examples from your experiences to support your answers to questions about your skills or work style. Mock interviews are helpful and can be scheduled with career advisors at any time.

Next, you need to research the employer. Employers are looking for candidates who have done their homework and have a general understanding of the company's products and/or services. Most companies will have a web site that is a wealth of information. In addition, alumni contacts can be helpful as well as company-sponsored information sessions. Talk to a career advisor to obtain alumni contacts.
Perfect Interview™ Software
You can also use the Perfect Interview Software, which creates a compelling and realistic "simulated interview" experience. This is perfect for the busy student who doesn’t have time to dress-up and schedule a mock interview. An interviewer will ask challenging questions like those in a real job interview and will prompt you to respond. This program is interactive because you’ll record your response and replay it back to critique your response. You can also choose to hear feedback by an interview coach. Contact a career advisor to use this program.

The Interview Structure

1. Most interviews will start out with an introduction to establish a relationship between you and the interviewer. Often they will try to help you relax by asking simple questions such as how your year is going, or if you had trouble finding parking. Even though this may be a time for you to settle in and try to relax, keep in mind that the interviewer is forming his/her first impression of you. You want to make sure you have good eye contact, wait to ask to be seated, and give the interviewer a solid handshake. Remember to have good posture, since the way you carry yourself tells about your self-confidence. In a 30-minute interview, this part of the interview will last for about 3-5 minutes.

2. The second part is the interviewer’s specific questions. The interviewer will ask a variety of topics that will range from your education, work and internship experiences, activities, career plans and self-assessment. The interviewer will use open-ended questions that will let you describe your background. The interviewer may probe into certain areas to evaluate your knowledge and background.

Your goal is to communicate clearly how your experiences lend themselves to the position. This is your chance to sell yourself. Certainly one of the goals of the interview is to determine if you have the skills and knowledge needed to do the job. In addition, the interviewer is trying to determine if you are a “fit” for the company and position. They are evaluating how you handle yourself in a stressful situation, and looking at your communication skills, self-confidence, ability to relate to others, and interest in the position. There is a lot going on in this 15-20 minute stage of the interview.

3. The third phase of the interview is time for your questions. This will give you an opportunity to show you did your homework and to clarify any information that has already been provided. Carefully plan your questions beforehand. Do not ask questions which could be answered from the company website or literature, but rather are a result of what you have read.
When developing questions, consider what you need to know to make an informed decision about employment with this company. Remember that you are interviewing them as well as they are interviewing you. This phase of the interview will last about 5-10 minutes.

4. The fourth stage of the interview is the close. The interviewer should inform you of the next step in the process. If he/she does not, you may ask in a professional manner. Express your appreciation for the opportunity to speak with him/her and “ask for the position” by making a final statement summing up your good fit and strong interest.

The “Behavioral” Interview
Behavioral interviewing is a popular interviewing style where the interviewer will ask open-ended questions about your past experience and how you handled them to gauge how you will handle future situations. Your response should be based on the STAR system:

Situation: Identify the problem.
Task: Define your objective.
Action: Describe the steps you took to achieve your objective.
Results: Measure your effectiveness.
Practice Interview Questions

1. Tell me about yourself?
2. What are your motivations for applying to this position/company?
3. How are you going about your job search?
4. Why do you want to work in this industry?
5. What is your career plan?
6. What are your strengths?
7. What are your areas for improvement?
8. Why did you choose this masters program?
9. Tell me about a time you failed?
10. Tell me about a time you encountered people of different backgrounds?
11. Tell me about a difficult challenge you had to overcome?
12. Tell me about a time when you had multiple things to do at the same time, how did you handle it?
13. Tell me about a time when you didn’t get along with a teammate or co-worker?
14. Tell me about a time when your ethics were challenged?
15. Tell me about a time when you learned a new technology quickly?
16. Tell me about a time when you were unable to meet a deadline?
17. Tell me about a time when you had the opportunity to lead a team?
18. Describe a time when you felt it was necessary to modify or change your actions in order to respond to the needs of another person.
19. Give me an example of a problem you faced on the job or in the classroom, and tell me how you solved it.
20. Tell me about a situation in which you had to deal with a very upset customer, coworker or peer.
21. Describe your most recent group effort.
22. Describe your dream job/career.
23. Describe the most creative project you have completed.
24. Give me an example of when you felt you were able to build motivation in your coworkers or peers.
25. Give an example of a time when you had to be relatively quick in coming to an important decision.

Sample Questions to ask the Interviewer

1. Can you tell me in detail about the duties of this position?
2. Why did this position become available?
3. What will the training program be like?
4. How long do people typically stay in the position?
5. Where do people go after they leave the position?
6. What characteristics are you looking for?
7. What major challenges is this organization facing?
8. What are the challenges, negative aspects or positive aspects of this position?
9. What advanced training programs are available for those who demonstrate outstanding ability?
10. What are the organization’s growth plans?
11. What is the next step in the selection process?
12. Where do you see me in five years if I join and succeed with your organization?
13. How will my performance be evaluated?
14. How are employees rewarded for excellent performance?
15. What is the attrition rate of new hires within one/three/five years?
16. How does this position and department fit into the organization as a whole?
17. How would you describe the work atmosphere in the organization?
18. What would I be expected to accomplish in the first six months on the job? In the first year?
19. Does the job require much travel?
20. What are the chances of being relocated after starting the job?

More interview tips and questions can be found in the Heinz Career Services Interview Skills Guide (PDF).