

Greetings from the JPD!

We hope your 19X is off to a great start. But if you thought that sophomore summer was all layups and playing pong, we're here to pop your bubble. Stop trying to drown out that little voice inside your head with pizza and Keystone - it's corporate recruiting season.

Here at the JPD, our role is to find jobs for under qualified sellouts like you. Sure, Joe the econ major may have had his internship at Bain lined up since last winter, but finance and consulting can be for everyone - 51% of Dartmouth's graduating class, to be exact. You may hate capitalism and corporate America, but we all know that you can't pay the rent and support your kombucha habit on an NGO salary.

We designed this booklet as a recruiting crash course for people like you, who know a whole lot more about second wave feminism and electron-pushing mechanisms than stock markets and corporate strategy. We hope it gives you the tools to don your business attire, showcase your resume, and grovel at the feet of Goldman Sachs recruiters at the Hanover Inn. You'll be graduating into the 51% in no time!

Sincerely,
Honnie Bolbrook of the JPD
(and the Dartmouth Jacko)

Dear ____ (name),

I am interested in the ____ (noun such as "analyst") position at ____ (Goldman/McKinsey - circle one). I believe that I am a good fit for your company because of your focus on ____ (first thing you find on their website). My qualifications are ____ (try to think of something...we know there isn't much, but you can do it!). My academic experience reflects my passion for ____ (at least pretend to be passionate about something) and ____ (anything).

In my time at ____ (lesser company), I gained a ____ (vague positive adjective) skill set that I could apply during my ____ (Goldman/McKinsey - circle the same one as before!) internship. As an intern, my responsibilities included ____ (action word, menial intern task), ____ (action word, another menial task), and ____ (antonym for crying in a bathroom). I gained problem-solving experience by ____ (verb for completely fucking something up and scrambling to cover it while getting yelled at by my boss).

I developed quantitative skills through my ____ (economics) coursework. Given a ____ (adjective) set of data, I was able to ____ (adverb) calculate the ____ (math noun such as sum, difference, or median). I used complex modeling to find how much I could ____ (synonym for 'slack off and still manage to get a gentleman's B+').

I also am committed to extracurricular activities, such as ____ (pong). I was selected by my peers to represent them in ____ (Masters C), where I ____ (pulled trig) a total of 5 times. I was elected ____ (without contest) as a member of student government, where my responsibilities included ____ (????).

If your company could use a ____ (redeeming quality of a 20-year-old with no experience) who is passionate about ____ (just find something to say), I would be honored to engage in ____ (what the company does). Your company's ____ (element of a toxic workplace) culture sounds like the perfect fit for me.

Sincerely,
(Your Name Here)

The J. P. D. Presents...

Jacko for
Professional Development



YOUR SUMMER 2019 GUIDE TO CORPORATE RECRUITING

THE DARTMOUTH
JACK-O-LANTERN

INTERVIEW TIPS

It's normal to be frightened during your first interview. The reality is that most interview encounters go quite smoothly – and most interviewers aren't as scary as you might think! To ensure that your interview goes smoothly, just follow these simple guidelines.

It's important to prepare before an interview. Research the company, think about answers to possible questions, and brainstorm some questions to ask the interviewer.

Make sure your interview attire is neat, tidy, and appropriate. Get your outfit ready the night before!

Arrive a few minutes early.

Remember that most interviewers prefer to avoid contact with applicants. Your interviewer is probably just as frightened as you are!

When you walk into an interview, you should first evaluate the situation. Identify yourself by speaking in a calm, appeasing tone. If your interviewer appears angry, back away slowly, preferably in the direction you came. Walk, don't run.

Try to keep a smile on your face and maintain a positive attitude throughout the interview.

If an interviewer spots you, try to get their attention while they are still farther away. You want them to know you're there for an interview, so talk in a normal voice and wave your arms. You can throw something onto the ground (like your résumé) if the interviewer pursues you.

Body language says a lot! If you have prepared for the interview, you will feel and look more confident and relaxed.

Do not bring food to an interview. You should never feed or throw food to a interviewer.

If possible, try to determine whether there are other employees present or whether the interviewer is defending an animal carcass or other food source. If this is the case, the interviewer may appear to act aggressively as they defend their food. Get far away as soon as possible, leaving the area quickly and quietly. Do not play dead and do not act aggressively.

Talk to the interviewer in a clear, firm voice. If the interviewer follows you and his or her attention is clearly directed at you, then stand your ground and prepare to use your deterrent. Look at the interviewer straight in the eyes and let them know you will fight if attacked.

Shout! Make yourself look as big as possible.

Stamp your feet and take a step or two toward the interviewer. The more the interviewer persists, the more aggressive your response should be. If the interviewer attacks, use your deterrent and fight for your life. Kick, punch or hit the interviewer with whatever weapon is available.

Concentrate your attack on the face, eyes and nose.

After the interview, don't forget to send a thank-you note to your interviewer!



A Note on Case Studies:

Study lots of cases, especially big and small ones. Watch out: if they're really trying to throw you a curveball they might ask about trophy cases.

- **Briefcase:** Remember to keep your answer brief.
- **Uppercase:** You'll do fine on this one! Just remember what you've studied and take it slow.
- **Lowercase:** Just like uppercase, except you need to divide by two at the end.
- **Helicase:** Don't worry, no one has gotten this case since Sir William Baldsworth aced it in 1872.
- **Nutcase:** You're already screwed.
- **Pillowcase:** Easy, knock this softball question out of the park.
- **Staircase:** This is the screwball question they ask you. Remain calm and don't panic.
- **Bookcase:** Your interviewer is probably going easy on you – a good sign!
- **Typcase:** You've got the job, congratulations!
- **Showcase:** This one is actually illegal to ask in an interview.

A Note on Business Cards:

- The bigger the better. Many noted CEO's use business cards printed on 11"x17" sheets of cardstock.
- Make sure to use powerful graphic design elements, like American flags and lightning bolts.
- Get creative with embossing patterns. A full three-dimensional bust of your face is always a good option.
- Gold leaf along the edges looks cheap and trashy. The only students who will land decent internships are using platinum leaf.
- Environmental responsibility has become fashionable in some corporate circles. Business cards printed on birch bark or dried leaves will demonstrate your deep awareness of the natural world.
- Get some fun craft scissors to give your cards a snowflake-pattern edge.
- Corporate recruiters like nothing so much as creative fonts. Successful recruiting applicants often will use a different font for each letter. A combination of Webdings, Old English Text MT, and Copperplate Gothic Bold is usually a winning formula. Extra points if you illuminate the initial letter by hand.

please enjoy this terrifying flowchart

