

# Roadmap to Finance Internship (Junior Year)

Understanding the Industry	<ul style="list-style-type: none"><li>✓ Have I decided on one role within Finance that I want to pursue for my internship?</li><li>✓ Do I have a compelling story for my path to pursuing the particular role?</li><li>✓ Do I understand what my role will be like as an intern (hours, environment, tasks, expectations, etc.)?</li><li>✓ Do I understand the big picture of what my group as a whole will be doing?</li></ul>
Understanding the Markets	<ul style="list-style-type: none"><li>✓ Can I discuss what's happened in the major world economies in the past 6 months?</li><li>✓ Do I know what the market trends have been over the past year?</li><li>✓ Do I read the news daily and enough to discuss world and company events intelligently?</li><li>✓ Can I explain in an interview the main causes of the last financial crisis?</li></ul>
Applicable Skills	<ul style="list-style-type: none"><li>✓ Can I explain in an interview how my skills from my extracurricular activities apply to the job?</li><li>✓ Can I explain in an interview how my coursework can be applied either directly or indirectly to the job?</li><li>✓ Can I list any extra steps I've taken to gain knowledge and skills in an interview?</li><li>✓ Have I practiced answering technical questions with mock interviews?</li></ul>
Networking	<ul style="list-style-type: none"><li>✓ Have I made at least one connection with an alumnus, current student or other connection at the companies I'm most interested in pursuing a Finance internship?</li><li>✓ Have I attended company information sessions?</li><li>✓ Can I give compelling answers to "Why this company?" for jobs I'm pursuing based on my networking?</li></ul>
Experience	<ul style="list-style-type: none"><li>✓ If I have previous Finance experience, can I discuss the applicable skills I learned as well as what I liked and disliked about the position?</li><li>✓ If I did not have previous Finance experience, can I discuss why I still believe that I will like the work and will be able to handle the new information by talking about indirect experience?</li></ul>

# Roadmap to Finance Internship (Junior Year)

## Understanding the Industry

- ✓ Have I decided on one role within Finance that I want to pursue for my internship?
- ✓ Do I have a compelling story for my path to pursuing the particular role?
- ✓ Do I understand what my role will be like as an intern (hours, environment, tasks, expectations, etc.)?
- ✓ Do I understand the big picture of what my group as a whole will be doing?

After using the resources below and speaking to people in the industry, you should be able to say which role definitively you wish to pursue and why you've made that decision. For example:

*I've decided to pursue Sales and Trading because I'm very drawn to the markets and have experience on my own evaluating and trading financial instruments. I've learned from my own research and through speaking to people at various firms that the environment is very fast-paced and in teams. I know that hours are very early in the morning, but that I get off shortly after the markets close. I know that as an intern, I'll mainly be shadowing...*

### Resources

- Vault Guides (provided by Vanderbilt)
  - [Vanderbilt.edu/career/](http://vanderbilt.edu/career/) → Students → Explore Online Resources
- <http://www.mergersandinquisitions.com/articles/>
- <http://www.wallstreetoasis.com>
  - Videos about industry
- <http://www.investopedia.com>
- <http://www.financialsense.com/>
- *Investment Banking* (Rosenbaum & Pearl)
- eFinancial Careers - **Careers in Financial Markets**
  - Download the free app for your iPhone or iPad. A printable [PDF version](#) is also available. See the helpful 2-page overviews of various careers in the financial services industry

# Roadmap to Finance Internship (Junior Year)

## Understanding the Markets

- ✓ Can I discuss what's happened in the major world economies in the past 6 months?
- ✓ Do I know what the market trends have been over the past year?
- ✓ Do I read the news daily and enough to discuss world and company events intelligently?
- ✓ Can I explain in an interview the main causes of the last financial crisis?

- Continuing to read market publications and to stay up to date with the news
  - Publications listed before including Wall Street Journal, Bloomberg, Dealbook, etc.
- Continuing to monitor major indices and events
  - Why is gold going up or down? What are the causes of the movements in oil?
  - How did the recently announced merger affect the stock price of a company?
  - Why are so many companies in this industry experiencing buyouts, M&A activity, etc.?
  - How did what Janet Yellen say affect the U.S. 10-yr? The USD?
  - How did the S&P 500, the DJIA, the Nikkei, etc. react to major world news?
- After reading books on the financial crisis, ask yourself:
  - What were the main causes?
  - Who is at fault?
  - What was the aftermath?
  - How is the financial crisis affecting the industry today?
- Industry specific
  - Investment Banking
    - Paying attention to mergers and discussing the details of deals
  - Sales and Trading/Asset Management/Private Wealth Management
    - Paying attention to securities and preparing long and short stock pitches

# Roadmap to Finance Internship (Junior Year)

## Applicable Skills

- ✓ Can I explain in an interview how my skills from my extracurricular activities apply to the job?
- ✓ Can I explain in an interview how my coursework can be applied either directly or indirectly to the job?
- ✓ Can I list any extra steps I've taken to gain knowledge and skills in an interview?
- ✓ Have I practiced answering technical questions with mock interviews?

- Skills to be developed from extracurricular activities, coursework
  - Directly applicable financial knowledge (not necessary for all of this)
  - Leadership/teamwork
  - Analytical skills
  - Attention to detail
  - Ability to work under pressure
- Extra steps you possibly have taken
  - Even though Vanderbilt does not have a business school, you've taken advantage of all that you can in terms of (insert whatever you've done). Through that you've been able to learn...
- Technical questions
  - Mock interview with older students or people in the industry you've developed a relationship
  - Use the resources below as well as information learned in FNEC coursework and/or Career Center workshops such as Training the Street to understand these concepts

### Technical Interview Questions

- Vault Guides (provided by Career Center)
  - [Vanderbilt.edu/career/](http://Vanderbilt.edu/career/) → Students → Explore Online Resources
- Wall Street Oasis Guides (provided by Career Center)
  - Request through the Career Center via e-mail ([dorrie.presson@vanderbilt.edu](mailto:dorrie.presson@vanderbilt.edu))
- Mergers and Inquisitions 400 Questions

# Roadmap to Finance Internship (Junior Year)

## Networking

- ✓ Have I made at least one connection with an alumnus, current student or other connection at the companies I'm most interested in pursuing a Finance internship?
- ✓ Have I attended company information sessions?
- ✓ Can I give compelling answers to "Why this company?" for jobs I'm pursuing based on my networking?

- Continue as mentioned before to reach out to people in the industry
- Make sure you keep them up to date on your progress
- Keep an excel file or some form of keeping track of your network
- Take what you learn from talking to people at the firm and what you hear at the information sessions and use in your "why XYZ firm" explanation
- Practice explaining in the mirror why the firm

# Roadmap to Finance Internship (Junior Year)

## Experience

- ✓ If I have previous Finance experience, can I discuss the applicable skills I learned as well as what I liked and disliked about the position?
- ✓ If I did not have previous Finance experience, can I discuss why I still believe that I will like the work and will be able to handle the new information by talking about indirect experience?

### Experience Characteristics that Financial Firms Want

- Analytical skills, teamwork, ability to work under pressure, attention to detail, presentation skills

ANY EXPERIENCE IS GOOD EXPERIENCE TO DISCUSS:

- Working at my parents' small business in their finances...
- Playing on a sports team
- Working in a company that went through a merger
- Being a part of the Investment Club and analyzing stocks
- Working on a school project in a team
- THE EXAMPLES ARE ENDLESS!