

Roadmap to Finance Internship (Sophomore Year)

Understanding the Industry	<ul style="list-style-type: none">✓ Do I understand the different roles within Finance (i.e. Investment Banker, Trader, Asset Manager, etc.)?✓ Do I understand the differences in tasks and environment for each role?✓ Do I understand how the different roles work together?✓ Do I understand the typical progression in a career for different Finance roles?
Understanding the Markets	<ul style="list-style-type: none">✓ Have I started following the markets?✓ Have I started to read the news regularly?✓ Can I speak intelligently about trends in Finance?✓ Have I attempted to start learning about the previous financial crisis through research and/or books?
Applicable Skills	<ul style="list-style-type: none">✓ Am I involved in any applicable organizations on campus?✓ Am I signing up for FNEC courses to give me as much knowledge as possible through my coursework?✓ Am I taking advantage of any workshops or events the Career Center offers?✓ Have I begun reviewing technical interview questions?
Networking	<ul style="list-style-type: none">✓ Have I spoken to alumni in potential fields of interest?✓ Have I spoken to current Vanderbilt students who have worked in potential fields of interest?✓ Have I spoken to family and friends who may have connections in potential fields of interest?✓ Have I made a LinkedIn account?
Experience	<ul style="list-style-type: none">✓ Have I had any Finance-related experience in the past, either strongly or loosely correlated to the field?✓ Have I researched potential opportunities for this summer?✓ Have I researched any events I could apply for that are organized by companies of interest?✓ Are there any opportunities around Nashville that I could apply for during the school year?

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Understanding the Industry

- ✓ Do I understand the different roles within Finance (i.e. Investment Banker, Trader, Asset Manager, etc.)?
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- ✓ Do I understand how the different roles work together?
- ✓ Do I understand the typical progression in a career for different Finance roles?

These resources as well as speaking to people in the industry help you to understand the industry. It is important to first utilize the below to be prepared when you speak to those people.

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

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Markets Publications*

- Wall Street Journal
- New York Times Dealbook
- Seeking Alpha
- Bloomberg
- Listservs (ex. Morning Brew)
- The Economist
- Reuters

*Not an exhaustive list, but these are used often

How to Follow the Markets and Speak about Current Events

- Major indices at the top of the Wall Street Journal and their movements over time
- Trends in major world economies
- Business news, especially IPOs, mergers, buyouts etc.
 - Tying all this together by explaining how events are affecting these indices, why the indices are moving the way that they are, general cause and effect of the events you're reading about

Financial Crisis Readings

- *The Big Short* (Michael Lewis)
- *Too Big to Fail* (Andrew Sorkin)
- *Stress Test* (Timothy Geithner)

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Applicable Skills

- ✓ Am I involved in any applicable organizations on campus?
- ✓ Am I signing up for FNEC courses to give me as much knowledge as possible through my coursework?
- ✓ Am I taking advantage of any workshops or events the Career Center offers?
- ✓ Have I begun reviewing technical interview questions?

Organizations

- Vanderbilt Finance Club
- Vanderbilt Investment Club
- Vanderbilt Alpha Kappa Psi

FNEC Classes

- **YOU DO NOT NEED TO MAJOR IN ECONOMICS OR MINOR IN FNEC TO GO INTO FINANCE**
- However, FNEC classes do give you the most applicable skills possible for the work in Finance

Workshops at the Career Center

- Keep up to date with Career Center workshops by signing up for the Finance listserv
 - Vanderbilt.edu/career → Subscribe to Industry Listservs → Banking and Finance

Technical Interview Questions

- Vault Guides (provided by Career Center)
 - 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)
- Mergers and Inquisitions 400 Questions

Additional Preparation

- Training the Street at Vanderbilt
- Wall Street Prep courses

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- ✓ Have I spoken to alumni in potential fields of interest?
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- ✓ Have I spoken to family and friends who may have connections in potential fields of interest?
- ✓ Have I made a LinkedIn account?

Finding Contacts

- LinkedIn
- VUConnect (Alumni Directory)
- Company information sessions and on-site events

Reaching Out

- Send a brief e-mail saying you are interested in learning more about the firm and the person's work and that you'd like to set up a phone call or meeting
- Find general e-mail address format for a firm using E-mail Hunter
 - Vanderbilt.edu/career → Students → Explore Online Resources

Following-Up

- Thanking them after the call/meeting
- Ask about further contacts
- Updates afterwards
 - Submitting application
 - News about your recruiting process

LinkedIn

- Resource for finding connections and staying in touch with existing network
- Typically standard to connect after meeting in person or over the phone

QUALITY
OVER
QUANTITY
**FIND SOMEONE
AT EACH FIRM TO
CHAMPION YOUR
APPLICATION
AND PULL YOU
THROUGH THE
PROCESS**

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Networking

Sample Questions:

- How long have you been with XYZ firm?
- What was your path to the firm?
 - Dependent on the answer, you can ask about previous work experience leading them to their current position or about their recruiting process out of college
- What keeps you at the firm?
- What gets you excited to go to work every day?
- How would you describe the culture of the firm/group?
- What led you to choose the firm over others you may have considered?
-wherever the conversation leads with regards to their work!

LET THE CONVERSATION FLOW, AND DO NOT READ OFF THESE LIKE A SCRIPT. This takes practice, and you should always have questions to fall back on just in case. However, this should be a natural chat.

What not to ask:

- Questions you can Google the answer to
- Questions that are inappropriate (if you're questioning it, don't ask)
- Questions about an area that the person does not work in
 - Example: do not say to a person in Sales and Trading person that you're very interested in learning more about Investment Banking. You've reached out to them to learn about their role, not Investment Banking, and you may offend them. Also, the best people to tell you about Investment Banking are Investment Bankers.

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Experience Characteristics that Financial Firms Want

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

Finding Summer Opportunities

- DoreWays Job Postings
- DoreWays My Internship Database
- UCAN
- Career Center Finance Listserv
- Online Research
 - Firm websites
 - Local hometown positions in any area of Finance
- Personal and Vanderbilt alumni network

Finding Company Events

- Online Research for larger firms
- Career Center Finance Listserv

Finding Opportunities in Nashville

- DoreWays Job Postings
- Career Center list of where students have worked previously
- Online Research