

Career Planning and Placement Report

Jesse H. Jones School of Business
(2004-2007)

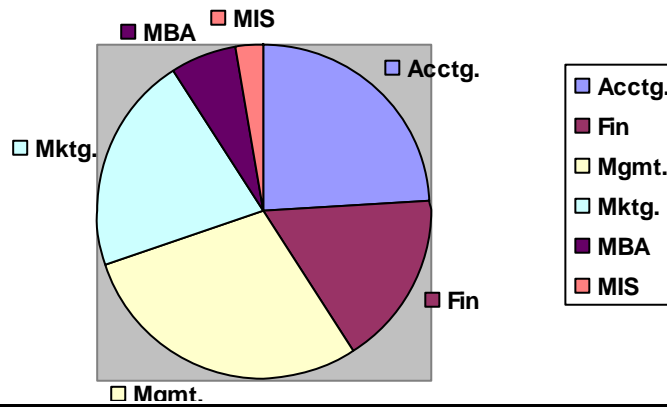
Three Year Report

FINDINGS/TRENDS

According to the NACE (National Association of Colleges and Employers) Job Outlook from 2004-2007, employer's expected hiring of college graduates increased from 13.1 percent to 17.4 percent. In business disciplines, starting salaries increased from \$37,368 to \$41,155 for business administration/management majors, \$36,071 to \$37,191 for marketing majors, and \$42,050 to \$44,928 for accounting/finance majors. Outlook by industry indicates an increase in the areas of service, manufacturing, and government/non-profit.

REGISTRATION

The Career Planning and Placement Center registered (324) students from fall 2004 to spring 2007, resulting in an increase of 284% since 2004. Enrollment by majors:



A total of (58) classes were visited to promote the CP&P Center and conduct development seminars/workshops in Résumé Writing, Interviewing Skills, Business Etiquette, and Job Search Strategies.

RECRUITMENT

A total of (38) companies conducted Corporate Information Sessions. Corporate Information Sessions increased from a total of (9) in 2004 to (39) by 2007 year end. Companies that participated included the following:

Accenture
H-E-B
ConocoPhillips
Deloitte
Black & Decker
EDS (Electronic Data Systems)
Pfizer
ExpressJet Airlines
Kraft
Enterprise Rent-A-Car
Target
Internal Revenue Service
Walgreens
Amegy Bank
Edward Jones Investment
Aramark
Federal Express
Sherwin Williams
Republic Beverage Company
UTMB Galveston
Baker Hughes
IKON Office Solutions
Weyerhaeuser
Armstrong
Lee Hecht Harrison
DCAA (Defense Contract Audit Agency)
Met Life
Maersk, Incorporated
Grant Thornton
Comerica Bank
Continental Airlines
Shell Oil
Wal-Mart
CITGO
Wolseley North America
Northern Trust
AXA Advisors
DCMA (Defense Contract Management Agency)

ON-CAMPUS INTERVIEWS

A total of (633) students participated in on-campus interviews for internships and full-time employment. Approximately (41) companies conducted on-campus interviews from 2004 – 2007 which is a 40% increase since 2004.

PLACEMENT

A total of (545) students graduated from the School of Business from fall 2004 – spring 2007, which is an increase of 50% in 2005-2006 and 26% in 2006-2007. Approximately (245) students were registered with the CP&P Center and utilized services that included Résumé/Career Counseling and Mock Interviews and development seminars such as Résumé Writing, Interviewing Skills, Dressing for Leadership, Business Etiquette, Dining Etiquette, Professional Image, Job Search Strategies, and Networking. Average salary offers for business undergraduates increased by 10% from 2004-2007 (see salary increase by major on Page 1).

Companies that hired business majors are listed below:

COMPANY NAME	MAJOR
AIG	Management
AMC Theatre	Management
Accenture	MBA
Alexander & Associates	Marketing
Allied Home Mortgage	Management
Alzienteck Accounting	Accounting
Amegy Bank	MBA
Ameriprise	Management
Aramark	Mktg./MBA
Arbitron	Management
Awakening Moments	Marketing
Baker Hughes	Finance/MBA
Banana Republic	Management
Bank of America	Management
Beneficial	Finance
Best Buy	Management
Black & Decker	Management
BMC Software	Management
Bravo U-Bolts/Fasteners	Management
Brookhollow Church	Accounting
Burlington Coat Factory	Accounting
Cardinal Health	Accounting
Charlotte Russe-Galleria	Management

ChaseCom	Management
Chef Food, Inc.	Management
Chevron	Management
Chili's Restaurant	Marketing
Cingular Wireless	Marketing
CINTAS	Marketing
Circuit City	Finance/Mgmt.
CITGO	IT/CS
City of Houston	Mgmt./Mktg./Acctg
Coca Cola	Marketing
Concourse Billing	Marketing
Conoco Phillips	Finance
Continental Airlines	Management
Dale Company	Management
Datasors Consulting	Marketing
DCAA	MBA
Deloitte	Accounting
Dillard's	Management
Dinky Drum Company	Marketing
Discovery Gymnastics	Marketing
DuCharme, McMillen & Associates, Inc.	Accounting
Eagle Global Logistics	Accounting
Edward Jones Investment	Management
El Paso	Accounting
Enterprise Rent-A-Car	Management
Exaxis Consultng	Management
ExxonMobil	Accounting
Express	Management
FBI	Management
Fannie Mae	Finance
Federal Express	Management
Federal Reserve Bank	Finance
Financial Fed. Credit Union	Marketing
First American Title	Marketing
First Data	Finance
First Investors	Finance
Follett	Marketing
Fox Sports Network	Accounting
Fox Television Station	Finance
Game Stop	Management
GAP, Inc.	Marketing
Getronics	Finance
GlaxoSmithKline	MBA
GoDish.com	Marketing
Grant Thornton	Accounting
Harris County	Management
HCCS – SE	Management
Hewlett-Packard	Finance
HISD	Mgmt./Acctg/Mktg.
Higher Dimension Church	Management
Home Depot	Management

Hotel Icon	Finance
HOTLINE	Management
Houston Community College	Management
Houston Credit Union	Accounting
Houston Grand Opera	Marketing
Houston Texans	Marketing
Hull & Associates	Marketing
IKON	Marketing
IRS	Accounting
Image Promotions	Management
Investment Solutions	MBA
JCPenney's	Accounting
JMA Group	Management
J.P. Hunt	Management
JPMorgan Chase	Fin./Acctg./HR
Katz's Deli Bar	Accounting
Key Financial	Management
Krause Children Treatment Center	Accounting
Law Office of Betty Moore	Marketing
LIT Group	Marketing
Louis Vuitton	Marketing
M.D. Anderson Cancer	Management
Mac Cosmetics	Management
Make Over Houston	Marketing
Marathon Oil	Accounting
Martin Elementary School	Management
McConnell, Jones, & Murphy, Lanier	MBA
Mercer	Management
Metrix Holding & Trade	Management
Money Management Int'l	Management
Northern Trust	Finance
Novartis	Marketing
Nsoro	Management
O'Connor & Associates	Accounting
Office Depot	Management
Pappasitos	Marketing
Pappadeaux	Mktg/Mgmt.
Parker Drilling Company	Management
Personett & Associates	Accounting
PricewaterhouseCoopers	Accounting
RTC Marketing	Marketing
Raytheon	Management
Reliant Energy	Finance
Reliant Stadium	Marketing
Ross Department Store	Finance
SCI	Management
SGC Agriculture	Marketing
SMG	Finance
Sears	Accounting
Second Baptist	Finance

Seedco Financial	MBA
Signius Communications	Management
Smith International	MBA
Social Security Admin.	Management
Sonic Drive-In	Management
Spring Branch ISD	Management
Star of Hope	Marketing
St. Luke's Episcopal	Management
Swim 'n' Sport-Galleria	Management
Target	Mktg./Fin./Mgmt.
Terrace Security	Management
Texas Dept. of Criminal Justice	Accounting
Texas Southern Univ.	Acctg./Mgmt./MBA/Mktg.
Texas State Auditor	Accounting
Time Warner Cable	Management
TRS Services	Management
United Stationers	Accounting
UPS	Management
U.S. Department of Justice	Management
U.S. Veterans Initiative	Management
Van Kamp Investments	Management
Victoria Secrets	Marketing
Vinson & Elkins, LLP	Management
Wachovia	Finance
Walgreens	Mgmt./ Finance
Wal-Mart	Finance/Mgmt.
Washington Mutual	Mgmt./Mktg/Acctg/Fin.
Wells Fargo	Accounting
Wilson Financial	Accounting
Wolseley North America	Mgmt/Mktg/MBA
Womack Development	Accounting
World Financial Group	Finance
XEROX	Marketing
Zales	Management

Internships

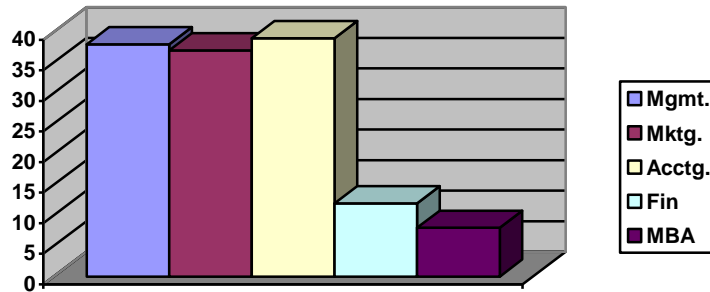
Approximately (148) students were placed on internships from 2004-2007. The average salary was \$12 per hour. Below is a list of companies that participated in the internship program:

Company	Intern	Paid	Major	Pay
ACCUC (Credit Unions)	5	Y	Accounting	\$10
AT&T	2	Y	Finance	\$15
BMC Software	4	Y	Mgmt./Fin.	\$10
Beyond Careers	2	N	Mgmt./Mktg.	N/A
Black & Decker	2	Y	Marketing	\$12

CITGO	2	Y	Accounting	Unknown
CRU Associates	1	N	Marketing	N/A
City of Houston	1	Y	Accounting	\$10
Continental Airlines	1	Y	Marketing	Stipend
Corbiq Advertising	1	N	Marketing	N/A
DCMA	2	Y	Management	\$11
Datasors Consulting	5	Y	Mgmt./Mktg.	\$10
DigiMarketing	1	N	Marketing	N/A
Disney Resorts	2	Y	Marketing	Unknown
Eagle Global Logistics	3	Y	Acctg./MBA	\$12
Enterprise Rent-A-Car	3	Y	Management	\$12
ExpressJet Airlines	6	N	Mkt./Mgt./Fin	N/A
FBI	3	Y	Accounting	Unknown
First Investors	1	N	Marketing	N/A
Fox Television Stations	2	N	Fin./Mgmt.	N/A
Grant Thornton	1	Y	Accounting	Unknown
HISD	5	Y	Accounting	\$11
Houston Dynamo	2	N	Marketing	N/A
Houston Livestock & Rodeo	6	Y	Accounting	\$10
Houston Technology	2	Y	MBA	Stipend
INROADS	5	Y	Mgmt./Mktg	\$12
INTUIT	4	Y	Marketing	\$12
IRS	1	Y	Accounting	Unknown
I Seek 4 Consulting	1	N	Marketing	N/A
Interfaith Ministries	2	N	Marketing	N/A
JPMorgan Chase	1	Y	Accounting	Unknown
K&P Marketing	1	N	MBA	N/A
Mayor's Office	3	N	Mgmt./Mktg.	N/A
MACSC Housing	1	N	Accounting	N/A
McConnell, Jones, Murphy	2	Y	Acctg./Mktg.	Unknown
Merrill Lynch	6	N	Acct./Fin./MBA	N/A
Momentum Financial	1	N	Accounting	N/A
Nicholas Printing	1	Y	MBA	Unknown
Port of Houston Authority	2	Y	MBA/Acctg.	\$15
PricewaterhouseCoopers	3	Y	Accounting	\$15
Raytheon	6	Y	Management	Unknown
Reliant Energy	1	Y	Finance	\$12
SWAC	2	N	Marketing	N/A
Sehah Youth Program	1	N	Marketing	N/A
Shelia Jackson Lee	2	N	Acctg./PS	N/A
Sherwin Williams	1	Y	Management	\$9
Smith International	2	Y	Mgmt./MBA	\$12/Unknown
St. Luke's Hospital	1	Y	MBA	Unknown
TBK Holdings (Breakfast Klub)	2	N	Marketing	N/A
Tanglewood Legacy	3	N	Finance	N/A
Target	1	Y	Management	\$12
Texas Southern University	3	Y	Fin./Acct./Mktg.	Unknown
Thomas & Thomas, PC	1	N	Accounting	N/A
Triad Entertainment	2	N	Mgmt./Mktg.	

U.S. Dept. of Int'l Trade	2	N	Mktg.	N/A
UTMB Galveston	1	Y	Finance	\$12
Udell & Associates	2	N	Marketing	N/A
Walgreens	8	Y	Management	\$12
Wal-Mart	2	Y	Mgmt./CS	\$12
Wealth Development Strat.	1	Y	Finance	\$10
Wilson Financial	2	Y	Accounting	\$10
XEROX	1	Y	Marketing	\$12

Internship placement by major is shown below:



CP& P SERVICES

Résumé and Career Counseling

A total of (347) résumé/career counseling sessions were scheduled through the CP&P center and over (800) résumés were reviewed, resulting in an average of 23% of the students registering with the center.

Career Fair/Human Resources Breakfast

The annual Career Fair had approximately (472) business students to participate from 2004-2007 and over 60 companies in attendance per year. Approximately (84) companies over the past three years attended the annual Human Resources Breakfast.

Professional Development Seminars/Workshops

A total of (249) hours of development seminars were offered. Seminars included Résumé Writing, Interviewing Skills, Dressing for Leadership, Professional Image, Business Etiquette, Dining Etiquette, Job Search Strategies, and Networking.

Evaluation mechanisms were utilized to determine the effectiveness of seminars/ programs and employer evaluations for on-campus interviews. Below is an average over the past three years.

Program	Rating (5.0 scale)
Development Workshops/Seminars	
Résumés for Leaders	4.8
Interviewing for Leaders	4.8
Dressing for Leadership	4.8
Business Etiquette	4.9
Dining Etiquette	4.9
Job Search Strategies	4.9
Professional Image	4.9
Networking	4.8
Graduating Seniors Workshop	5.0
Employer Evaluations – On-Campus Interviews	
Student’s Preparation	3.8
Student’s Communication Skills	3.9
Student’s Physical Demeanor	4.1
Student’s Professional Demeanor	4.4
Student’s Response to Tech. Questions	3.9
Student’s Responsiveness	3.9
Student’s Questions	3.7
Overall Rating	3.9

CP&P FOCUS

The Career Planning and Placement center’s focus has been to enhance/increase the services of the center. The following are services implemented within the last three years:

1. Utilization of the Online Career Services system – TigerConnect for students and employers. Approximately (879) jobs (internships/full-time/part-time) have been posted on the system by employers. In addition, two career planning resources were added to the TigerConnect system; The VAULT Online Library and E-Job Posting Magazine.
2. Student Awareness of CP&P Services: Established the “JHJ Employment Source” quarterly newsletter to inform students of events/programs, career accomplishments, and employment tips/sources. Classroom visits increased by 195% since 2005.
3. Established a Mentor Program: We currently have (21) mentors from various industries to mentor students interested in certain fields and allow networking opportunities.

4. Instituted an Online Interview system: Allows students the opportunity to work on their interview skills and receive invaluable feedback on their “recorded” interview session.

The following development programs have been implemented:

1. Professional Development Program (BADM 466) Internship course encompasses Résumé/Cover Letter Writing, Mock Interviews, Networking, and Job Search Techniques/Strategies.
2. BADM 230 Module (Résumé Writing/Interviewing Skills/Mock Interviews/What Employers Want).
3. BADM 101 Module (Résumé Writing/Business Etiquette/Job Search/CP&P Services).
4. Finance Boot Camp (Dining Etiquette).