## JOSE LLONTOP CADENAS PARLAYED HIS JONES SCHOOL EDUCATION INTO A HIGHLY SUCCESSFUL CAREER IN LATIN AMERICA.

JOSE LLONTOP CADENAS, RICE MBA '93 VICE PRESIDENT OF PROJECTS, VENEZUELA VENEZOLANA DE CEMENTOS, A SUBSIDIARY OF CEMENTOS MEXICANOS (CEMEX), CARACAS, VENEZUELA



## PERSONALIZED CAREER PLANNING

THE JONES SCHOOL'S CAREER PLANNING CENTER (CPC) IS AN EXTREMELY VALUABLE ADVOCATE FOR YOUR FUTURE.

The CPC offers more campus interviews per student and more personalized service than any "Top 25 MBA" program in the nation. In 1998–99, approximately 900 on-campus interviews for full-time employment took place, an average of eight per student. Approximately 600 interviews were conducted for first-year students seeking summer internships.

In addition to linking you with potential summer internships and permanent employers, the CPC also gives you a competitive edge with customized placement training that includes résumé preparation, company research, interview workshops, mock interviews, and alumni career panels.

Every first-year student meets one-on-one with a counselor to discuss career goals and a strategy for achieving them. Mock interviews are actually required in your first semester. After an interviewing workshop, you'll research a particular company and participate in a mock interview that's videotaped and critiqued. The CPC also uses Career Leader, a self-assessment tool developed by two Harvard Business School professors.

Additional workshops are conducted on campus by recruiters from top firms. For example, representatives from Booz-Allen & Hamilton may present a case method interview workshop, while recruiters from Ernst & Young may conduct behavioral interviewing sessions.

The CPC, the Jones Graduate School Alumni Association, and numerous student organizations sponsor career panels related to specific functional areas—such as marketing, finance, and consulting—in which visiting representatives discuss their companies' culture and work ethic and offer tips on preparing for employment.

## **PARTIO TIME!**

On Thursday afternoons, as classes wind down for the week, Jones School students gather for lively "partios" on the patio of Herring Hall. Sponsored by recruiting companies that provide free beer and pizza, partios give you a chance to socialize with fellow students and faculty and to meet with potential employers in a fun, relaxing atmosphere.

## MARKETING YOUR ASSETS

The CPC actively markets Jones School graduates to hundreds of corporate recruiters by publishing your résumé in two books that are sent to prospective employers and linked to our Internet homepage (available only to corporate recruiters via password). *The Graduating Class Book*, published each September, features the résumés of students scheduled to graduate the following May, along with an index to their major fields of interest. *The Summer Internship Book*, containing the résumés of first-year students seeking summer employment, is distributed each December. **"I HAD RESERVATIONS** ABOUT LEAVING A GOOD JOB TO RETURN TO SCHOOL. BUT NOW I SEE THE TIME I SPENT AT THE JONES SCHOOL WAS INVALUABLE. I GREW TREMEN-DOUSLY BOTH PROFESSIONALLY AND PERSONALLY. AND WITH THE AID OF THE CAREER PLANNING CENTER, I LANDED MY DREAM JOB "

Trisha A. Grisham, Rice MBA '99; Executive Compensation Consultant, William M. Mercer

Abbey Group ABN Amro Accessories International, Inc. ADAK HealthCare Information Systems Administaff Advanced Micro Devices Advanced Technology Staffing, Inc. Aegis Advisers, Inc. A. G. Edwards & Sons, Inc. AIM Management Group AirNet Systems AirTouch International Allegro Financial Advisors Allied-Signal Inc. Alltel Service Corporation Amerada Hess American Airlines American Express American General American Management Systems American Medical International American Oncology Resources America Online Ameritech New Media Amherst Securities Group Amherst-Merritt International Anadarko Petroleum Corporation Anadrill Andersen Consulting Andrus Resources Corporation Antares Alliance Group Apache Corporation Appian Technology, Inc. Applications Solutions Corp. Applied Bioscience International Inc ARAMCO Archon Group, L.P. Arthur Andersen 4 Arthur D. Little Asset Management Advisors Associates Financial Services AT&T Global Systems ATCO Development Azerbaijan International Operating Co. Baker Hughes Inc Baker Robbins & Banca CRT S.p.A.-Company New York Branch Bank of America Bank of America Montgomery Securities **Bank of Montreal** Bank of the Northwest Bank One Bank United Baroid Drilling Fluids, Inc. Battle Mountain Gold Co., Inc. **Baxter World Trade Corporation** Bay Area Technology Baylor College of Medicine BCM Technologies Bear Stearns Asia Be. Inc Belmont Corporation BlackRock Financial Management BMC Software Booz-Allen & Hamilton Inc. BP-Amoco Brazos Sportswear, Inc. Brown & Root, Inc. BSG Alliance It., Inc. BT Alex. Brown Inc. Budget Rent a Car Burkard Petroleum Company Burlington Resources Cain Brothers & Company, Inc. **Cameron Controls** Careerstaff Unlimited, Inc.

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Caribbean Utilities Co Carlson Capital L. P. Catalytica Advanced Technologies Centergy Cerner Corporation Chase Bank of Texas Chevron CHI Energy, Children's Medical Center of Dallas Chittenden Bank CHS Electronics Inc. CIGNA Individual Financial Co. Citibank City of Houston Coastal Corp. **Coca-Cola International** Cockrell Oil & Gas L.F Coffer Corporation Columbia Energy Group Comerica Bank Compaq Computer **Continental Airlines** Cooper Industries Coral Energy Corestates Capital Markets Corning Incorporated **Credit Suisse** Creekside Industries, Inc. CSC Consulting Cushman & Wakefield, Inc. Cyberonics Dana Perfumes **Dell Computer** Deloitte & Touche **Delta Air Lines** Dental Healthcare, Inc Department of Air Force Donaldson, Lufkin & Jenrette Dow Chemical Co. Drypers Corp. Duke Energy International Dynegy Eagle Global Advisors East Bay Regional Parks Eberbach Corporation **Economics Resource** EDS E. I. DuPont El Paso Energy Employease EnCap Investments EnFORM Technology Engineering Diagnostics, Inc. Enron Entergy Enterprises, Inc. Enserch Entex Incorporated Entron Computer Corp. ERGSAN Ernst & Young ESRI Esso Production Malaysia Inc. Esterbrook Company European Investment Bank EVI, Inc. Exxon Fairlane Credit Federal Express Federal Home Loan Bank Federal Reserve Bank Fidelity Investments First Commercial Financial Group First Data Solutions First Midwest Mortgage Corp. First Union Corporation Fleetwood Homes Fluor Daniel **FMC Corporation** Ford Motor Company

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Phillips Petroleum Company Phillip Townsend Associates, Inc. **Phoenix Partners** Piedra Capital, Ltd. Planned Parenthood Pogo Producing Company Pollard Banknote Limited Pounder Consulting Services Preferred Management Services Presbyterian Healthcare System PricewaterhouseCoopers Pricoa Capital Group Primaxx Prime New Ventures Principal Financial Securities Princo Capital Management Procter & Gamble, Inc. PROS Cargo Technologies, Inc. Protienix Inc. Proxima Prudential Putnam Investment Company Quest Realty Ralph S. O'Connor & Associates Randalls Food Markets, Inc Rauscher Pierce Refsnes, Inc. Raymond James & Co. Raytheon Company Reliant Energy **Resource Management Solutions** Rice University Rockwell Space Operations Co. Roundtree Capital Corp. Russell Reynolds Associates **Rutgers University** SABRE Group SafetyNet, Inc. Sam Houston State University S&B Engineers & Constructors, Inc. Sanders Morris Mundy Sara Lee Corporation SAP **SBC Communications** Schlumberger Technologies Schnitzius & Vaughan Schroders Asia Limited Scott, Madden & Associates Security Capital Industrial Trust Shared Financial Systems Shell Oil Co. Showtime Networks Siderca Silicon Graphics, Inc. Simmons & Co. International Sinor Engine Company Situs Companies Skillmaster, Inc. Smart Management Services Société Générale Solvay Polymers Sonat Southern California Edison Southern Company Energy Marketing Southern Electric International Southern Methodist University Southwest Airlease, Inc Southwest Bank of Texas Southwest Securities Spencer Stuart Associates Stephens Inc. Sterling Consulting Group St. Luke's Episcopal Hospital Stone & Webster Studio 2010/Product Development Sulzermedica USA, Inc. Sylvan Learning Center TD Securities Techint

Tejas Gas Corp. TeleCheck, Inc. Telscape International Temple-Inland Tenneco Business Services Tennessee Gas Pipeline Tennessee Oilers, Inc. Texaso Texas A&M University at Galveston Texas Capital Investment Advisers Texas Children's Cancer Center Texas Independent Producers Texas Instruments Texas School Bus Center, Inc. Toroch Energy Marketing, Inc. Toronto Dominion Towers Perrin Toyota Motor Sales, U.S.A., Inc. Tractebel Power, Inc. Trammell Crow Company Transamerica Corporation Transcontinental Gas Pipeline Corp. TransEnergy Management, Inc. Transocean Offshore Inc. Transworld Properties Tri-State Outdoor Media Tricon Global Restaurants ULTRADATA Corp. Underwriters Indemnity Company Underwriters Indemnity Company University Care Plus University of Central Florida University of Houston University of Nebraska University of South Florida University of Texas at Austin University of Texas Medical Unocal Corporation U.S. Central Capital Markets, Inc. U.S. Central Credit Union U.S. Denartment of Health and U.S. Department of Health and Human Services Van Kampen/American Capital Vastar Resources, Inc. Vatis VDS Software Ventura Co. Healthcare Agency VHA Upstate New York, Inc. Vignette Corp. Vinson & Elkins, L.L.P. Vista Analytics, LLC Vitol Wasserstein Perella Weingarten Realty Management Weisser, Johnson & Co. Wells Fargo Westinghouse WhiteSpace Wickland Oil Co. William Cole Inc. Williams Communications Williams Energy William Mercer Woodlands Corporation World Bank Worldsoft Corporation W. S. Bellows Construction Corp. Zeigler Associates Zurich Kemper Investments

# A WORLD OF POSSIBILITIES

RICE UNIVERSITY MBAS ARE RECRUITED AND EMPLOYED BY SOME OF THE WORLD'S BEST COMPANIES.

## Additional Career Resources

The Jones School is a member of the MBA Consortium, an association of 15 premier business schools that connects students with corporate recruiters at several national events. Interviews are held in Atlanta each November for full-time placement and in New York each January for summer internships. International students also have the option of interviewing with major employers at two annual Foreign National MBA Career Forums.

## THE BUSINESS INFORMATION CENTER

One of the quickest ways to find out about a company in which you're interested is to use the Business Information Center (BIC), a resource and research center designed specifically to benefit Jones School students, faculty, and alumni. The BIC offers access to a world of company information and bibliographic data, including on-line and compact disc electronic sources. Its services include Bloomberg, which provides on-line data from all of the major securities exchanges, corporate financial information, and financial news, and Lexis, which contains full-text information from around the world on business and legal subjects.

#### EMPLOYMENT STATISTICS, CLASS OF 1999

Number of On-Campus Initial Interviews 870
Number of Off-Campus Initial Interviews 150
Number of Initial Interviews/Student 8.8
Overall Base Salary* Range \$50,000-\$95,000
Average Base Salary* \$71,000
Median Base Salary*\$70,000

#### Average Base Salary\* by Undergraduate Degree:

Liberal Arts/Other	\$69,000	)
Business/Economics	\$69,000	)
Engineering/Technical	\$73,000	)

Average Base Salary\* by Years of Experience:

0–2 Years	\$64	,000
3–7 Years	\$73	,000
8 + Years	\$78	,000

## MBA EMPLOYMENT BY FUNCTION

Function	Percent	Base Salary Range*	Average*
Corporate Finance	28	\$ 52,000 - \$ 75,000	\$ 68,000
Consulting	25	\$60,000 - \$95,000	\$ 76,000
Marketing/Sales	20	\$50,000 - \$75,000	\$ 67,000
Operations/Planning	12	\$52,000 - \$90,000	\$ 74,000
Banking/Financial Services	s 11	\$60,000 - \$85,000	\$ 76,000
Human Resources/Other	4	\$50,000 - \$75,000	\$ 63,000

## SUMMER INTERNSHIPS, CLASS OF 2000

Number of Student Internships 128				
Number of On-Campus Initial Interviews 579				
Number of Off-Campus Initial Interviews 125				
Number of Initial Interviews/Student 5.5				
Average Monthly Base Salary* \$4,300				
Average Monthly Base Salary* by Undergraduate Degree:				
Liberal Arts/Others \$4,200				
Business/Economics \$4,200				
Engineering/Technical\$4,400				
Average Monthly Base Salary* by Years of Experience:				
0 – 2 Years \$4,100				
3 – 7 Years \$4,300				
8 + Years \$4,700				

#### INTERNSHIP EMPLOYMENT BY FUNCTION

Function	Percent	Monthly Average Salary*
Marketing/Sales	34	\$4,200
Corporate Finance	22	\$4,500
Banking/Financial Services	16	\$4,500
Operations/Planning	15	\$3,900
Consulting	11	\$5,000
Other	2	\$4,700

\*As of June 15; baseline salary only; excludes annual and signing bonuses and overtime.

**"DOING THE MBA WITH** TWO SMALL CHILDREN AND A HUSBAND WHO HAS A DEMANDING JOB HAS BEEN AN OVERWHELMING UNDERTAKING. BUT IT'S BEEN WELL WORTH IT. I'VE LEARNED A LOT, WORKED WITH SOME WONDERFUL STUDENTS. AND HAVE LANDED A CHALLENGING JOB WITH ONE OF THE '100 BEST COMPANIES TO WORK FOR' (ACCORDING TO FORTUNE)."

Cindi Howson Rice MBA '99; Senior Consultant, Deloitte & Touche Management Solutions

"WHEN YOU SAY YOU'RE FROM RICE, IT MAKES A VERY POSITIVE IMPRESSION. IT'S A RICH UNIVERSITY WITH A LOT OF RESOURCES, AND VERY PRESTIGIOUS."

Janet Lowe, Rice MBA '88; Vice President and General Manager, ILOG Direct





Top: Caroline Caskey, MBA '92, learns the latest Jones School news from Associate Dean Wil Uecker.

Bottom: Kenneth L. Lay, chairman and chief executive officer of Enron Corp., chats with Patricia Lewis, MBA '85, her daughter Catherine, and Mary Bourne-Marth, MBA '87, prior to the 1999 Annual Alumni Dinner, at which he was the guest speaker.

#### JONES GRADUATE SCHOOL ALUMNI ASSOCIATION BOARD OF DIRECTORS

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#### **ALUMNI CONNECTIONS**

ALUMNI OF RICE UNIVERSITY'S JONES GRADUATE SCHOOL INCLUDE TOP TIER EXECUTIVES WITH MAJOR CORPORATIONS.

Jones School alumni enthusiastically share their contacts and insight to help students establish and advance their careers. Equally helpful are the countless other Rice University alumni, who can be found in leading positions in virtually every industry.

Each fall, the Jones Graduate School Alumni Association hosts a Career Forum at which alumni discuss their professions and answer questions about career paths and strategies.

Alumni connections are available through a database at the Career Planning Center. You can also literally link up on the greens with potential employers at the Jones School's annual golf outing, organized by the students to promote interaction between them, recruiters, and alumni.

## LIFELONG FRIENDSHIPS

When you graduate, you'll automatically become a member of the Jones Graduate School Alumni Association. So no matter where your career takes you, you'll continue to be a member of Rice University's close knit community. Jones School alumni live throughout the U.S. and in a number of foreign countries. Even alumni in far corners of the globe continue to maintain good friendships long after graduation.

The Jones Graduate School Alumni Affairs office works closely with the alumni association to coordinate special events and networking opportunities to promote educational and professional development.

The alumni association invites students and faculty to social events in Houston throughout the year—including a homecoming lunch, a spring picnic, breakfast meetings, theater parties, and an annual dinner. To keep you in touch, the association publishes a directory that's distributed to second-year students, faculty, staff, and alumni.

## MORE GREAT BUSINESS CONNECTIONS

TO BUILD A CAREER IN GLOBAL BUSINESS, SOMETIMES WHAT'S MOST IMPORTANT IS WHOM YOU KNOW.

The Jones School maintains close working relationships with two influential groups of business and industry leaders who serve on the Council of Overseers and as Partners. "WHEN I RUN INTO MY PROFESSORS AT RECEPTIONS OR AROUND TOWN, IT'S LIKE SEEING OLD FRIENDS. I DON'T THINK YOU'RE GOING TO HAVE THAT KIND OF RELATIONSHIP AT A LOT OF GRADUATE SCHOOLS."

Abby Rodgers, Rice MBA '93; Director of Global Brand Development, The Minute Maid Co. Division, The Coca-Cola Company

## DOUG FOSHEE, RICE MBA '92; CHAIRMAN, PRESIDENT, AND CEO, NUEVO ENERGY COMPANY.

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As CEO of one of the most successful publicly traded independent energy companies in the industry, Doug Foshee '92 credits the Rice alumni network for many of his most important business connections. Thanks to this network and the Jones School's Career Planning Center, he chose from several job offers while finishing his MBA. "Every alum I called was helpful," Doug says, "not only Jones School alumni, but the many other Rice University alumni who are in the business community." The perspective Doug gained while at the Jones School empowered him to become chairman of one of the energy industry's most innovative companies very quickly. In 1997, he lead Nuevo Energy (NEV:NYSE) to record operational results. At the same time, Doug was president of the Jones School Alumni Association, which sponsors an annual career forum for students. Some of his close friends are fellow alumniincluding management leaders at AIM Mutual Funds, Chase Bank, and CIGNA. Doug continues to contribute to his alma mater by serving on the school's Council of Overseers, a group of business leaders that advises the dean.

## **COUNCIL OF OVERSEERS**

The Jones School's curriculum and direction are led by the Council of Overseers, a group of prominent business executives who meet regularly with the dean. The council also participates in recruiting faculty.

**DENNIS HENDRIX** 

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## **PARTNERS OPEN DOORS**

Established in 1996, the Jones Graduate School Partners organization promotes activities that help the Jones School attract students who are capable of making substantial contributions as future business leaders.

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