



Job Search

The MBA Career Development Service provides job-search workshops and seminars, counseling, an extensive documentation center, and contacts with the 40,000-strong HEC alumni network. In addition, the Career Development Service facilitates interaction between companies and participants to enable the former to optimize their business decisions and the latter their career decisions. Companies may choose from a range of possibilities to gain access to the talented profiles in the program.

- [Job Search Training](#)
- [Interview Practice](#)

Job Search Training

Designed specifically for MBA participants, the HEC job search workshops are conducted by job search expert Daniel Porot who is well known as a pioneer in career design and job hunting, running training sessions, seminars and conferences in 30 different countries. During the training, participants take part in a number of role-play exercises on how to:

- Obtain insider information: This involves obtaining information from a network.
- Use the network: This entails finding out who can be helpful in a job search.
- Approach targets: This means making sure the right decision-maker is known.
- Manage relationships with potential recruiters: This indicates a willingness to stay on top of a network.
- Develop interview strategies: This often involves more attention to details than anticipated.
- Understand the importance of salary negotiation.

Interview Practice

Interview practice can take place either in a group context or on a one-on-one basis, depending on the participant's individual needs. From the interview practice sessions, participants learn that they are not only answering questions, but also interviewing the organization. To do this, they must learn how to set themselves and the interviewers at ease. Interviewers also ask many difficult questions, and participants must learn how to respond in a natural and effective manner.