

Winslow-Maxwell Global Summer Internship FAQ's

Please be aware that if you accept your offer into the program, there are financial penalties to withdraw (these are outlined in the agreement you will sign to accept the admission offer), so please make sure you read the agreement carefully, as well as understand the dates and logistics of the program, and how it operates before you accept the offer.

Costs

The program can be quite expensive, so be sure that this is what you wish to do. All costs differ from location to location and can be found online. The program in Madrid includes 2 meals a day (as they are homestays) otherwise food is not included.

Fixed costs (Program Fee):

- Housing
- Internship placement
- Administrative support (resume review, visa applications, etc.)
- In-country support
- USC insurance (mandatory but separate from program fee)

Other costs:

- Round-trip flight
- Living expenses (food, transportation, entertainment, shopping, travel, etc.)

Students will be charged the fixed costs via the USC e-pay system (the same account in which your tuition is charged), so you can work with the cashier's office regarding payment options. Student accounts will be charged early March and will be due shortly thereafter.

Whom can I intern for/ What kind of internship is this? (Names of companies/types of jobs).

The goal of this program is to provide participants with an international learning experience which centers around an on-the-job experience. We do NOT match students with companies but rather with a desired vocation. What does that mean? We do not have 10-20 openings and try to "fit" students into that opening. Instead with this program, our partners have relationships with hundreds of companies, whom they contact, ask what is available, and then match student interests (participants tell them what type of work they wish to do- Marketing in Entertainment, or Human Resources, or maybe simply working for a Start-up) and background, with the available positions. As such, we do NOT provide company name lists because there is no guarantee that a company will be hiring this year OR will have a position open in the desired field of the student, or will be looking for someone with the student's background and education (REMEMBER-the COMPANY selects the student based on their resume and interview, which is why it is important that the CV or Resume applicants submit be the best it can be.)

Students will work with our program providers on creating a profile with your outlined interests and a top-quality resume, and they will work to find you the best fit, based on what is available and on your academic and work experience. This program is great for students who are unsure as to what they wish to do or have little experience, as our program providers will help students make a decision as to what is best given their interests. The Student will help define the area in which they wish to intern.

This program is NOT about a “Brand Name” placement, it is about matching the student’s interest and abilities with companies who have openings and matching those interests and needs AND abilities (The VAST majority of placements will be with SME’s, and NOT global brands).

When will I know whom I am working for?

With the exception of the Advanced London program (who will find out earlier as their visa is sponsored by the company), most of the participants will NOT find out what company they are assigned for until late-April at the earliest, with most of students finding out in May, and even some having to wait until arrival to find out. It takes time to contact hundreds of companies, ask what openings they have, and match your interests to their openings and convince these companies to hire students for the summer. REMEMBER, unlike the on-campus recruiting process where companies send representatives to USC for multiple interviews, our partners are relying solely on the participant’s resume - and the conversation or essay or letter of recommendation from the applicant- and nothing more. So the process is slow going, companies decide on other students, or local interns, or new companies come to our partners with new positions. We are always trying harder and harder to find participants the closest position to what they are searching for. As such, this requires faith.

What will I be doing in my internship?

We want these positions to provide a meaningful experience. Our program providers work closely with employers to ensure internships are properly structured – and if participants are not getting a fulfilling experience, they can work with our partners to determine how to address the situation.

Participants also need to have realistic expectations. Work responsibilities heavily depend on prior experience and academic training. Think about your own life- would you have someone repair your car if they had NO experience, and maybe 1 class on changing tires? Probably not. Same with anything in life. As we mentioned above, students need to temper their expectations with regards to what projects they will be working on with their actual experience and academic training. If the participant has not taken a finance course, they should not expect to be working on financial modeling or planning, even if they have their own stock account, or know the vocabulary.

The positions are assigned based on the participant’s interest, the needs of the company, and the participant’s experience, so the duties could be virtually anything. The duties will obviously differ if the student is assigned to a financial services company compared to a fashion company as each has different needs, projects, office culture, business styles, etc. It is up to the participant to advocate for meaningful experiences – but to also be reasonable and appreciate value gained from internships (e.g., core skill development, industry/ functional exposure, opportunity to build contacts and network). Generally, we’ve found that internships can take time to ramp up as the supervisor gets to know the student and their strengths/weaknesses, interests, work habits, etc.)

Internship Placement Process

Once selected to the program, we will hold an orientation where we will explain the placement process in depth. In a nutshell, students will be contacted by one of our partners to upload or e-mail their resume/CV and potentially a short essay about what type of internship they wish to do. Over the course of the next few months, our partners will comb through their databases, and will try and match participants with companies who have openings in appropriate fields, and who might be interested in hiring one of the students. When they find a match, they will e-mail the participant that match (it will be 1 company, not a

number of them for participants to select from). Participants will review the information about the company, possibly have a short interview to get to know the company- and the company gets to know the students) and if a match the student may accept the offer. If it is not a match, the student (or company) may reject the offer. If this occurs, our partner will continue their search on behalf of the student.

Even after both parties accept the offer (for all of the programs other than London Advanced and Hong Kong, where visa sponsorship is involved) students will have opportunities to change companies if things are not working out, and we are unable to fix/address the issue(s).

This is NOT a Back-up Plan!

A number of applicants approach this program as a “back-up” should they not be able to obtain an internship through other means for the summer. We **STRONGLY** suggest that students do NOT do this. Students should engage in as many recruiting channels as necessary to meet their needs – it’s always good to create options for yourself so that you can consider the best decision based on actual opportunities you have secured. That said, this consideration should take place **BEFORE** the student commits to the program. After they commit to the program, they should not view it as a “backup plan.”

We have found that students who view this program simply as a fallback position, tend to be disappointed because A) it was not their first option, and B) they compare the work that they are doing abroad (in an unpaid position, in a different culture) to what their friends are doing in the US (in a paid position). The goal of this program is NOT simply to gain work experience but to do so in a different cultural setting. It is NOT simply an internship, it is a whole experience, taken as the sum of its parts, and so not really the same as an internship in the US in many ways. Students should be applying to this program because they want to be part of the program, not because they are worried they will not get that offer elsewhere. The value of this program is to provide that work experience **OUTSIDE** of the US, not to replicate an internship in the US. If that is what you want- a US Internship experience- then you should stay in the US.

There are also financial penalties for withdrawing from the program after the student accepts the offer (details of dates and costs will be included with the agreement forms submitted as part of the admission e-mails. Normally students will apply, be admitted, and will be given a period in which to accept the offer into the program. Once they sign the commitment forms- there are penalties for withdrawing from the program after dates specified in the commitment forms provided during admission).

I'm a December 2022 or May 2023 graduate, is this program right for me?

It depends. Internships are valuable because of the work experience, networking opportunities, chance to refine interests, and with these internships, the cultural immersion and training students obtain. Students obtain these benefits through both the Winslow-Maxwell program and through an independently sourced internship (minus the cultural training). Internships in the last summer before graduation are especially important because they should lead to a full-time offer. These internships will NOT lead to a job offer. In 12 years of existence, only 17 students have been extended serious job offers (which were more than “why don’t you stay and work for us”, and included visa sponsorship, etc.). As these will not lead to job offers, students need to think very carefully if this is what you should be doing this summer. If students are interested in Accounting (so working for the Big 4) or I-Banking, or Consulting, or other highly selective industries, and they are graduating soon, then they may be better served staying in the US, and we strongly encourage students to explore on-campus recruiting. But ultimately the decision is the student’s to make.

Travel During the Program

Remember, you will be working 4-5 days a week (sometimes more), which will limit how long (and how far) you can travel. If you are envisioning traveling across Asia or Europe this summer, remember that your first priority is your internship. Now, this does not mean you cannot travel on the weekends, or prior to or after the program. But taking time off to travel will not be allowed.