

## “DAVID”

### Instructions

1. **Read the Case Study, Background, and Next Steps**
2. **Think about Advantages and Disadvantages regarding David’s behavior and potential outcomes**
3. **Share with the members in your group and choose one person to report out**

### Case Study: Managing Multiple Internship Offers

We will review a common scenario that can have important consequences and different outcomes for students. The goal of reviewing this case study is to look at this scenario as if you were going through it, understand policies associated with internships, and make informed decisions.

#### Background:

David has been interviewing at several companies and looking for an internship while getting his master’s degree. His primary interest is to work at Big Data Corp. (BDC) as their background in analyzing big data is a great fit. BDC is a large global company that is very popular in the tech & business industries. It has been operating for more than 20 years. David went on a number of interviews at BDC but has not heard back from them yet. Several of David’s friends have already been given offers to intern at BDC.

David has also been interviewing with a new startup company called Data Miners Inc. (DM). This company flew David out for final interviews in their New York office and is expanding with offices in Los Angeles. At David’s final interview, DM makes him an offer to intern in their LA office.

#### David’s Next Steps:

- David does not respond to Data Miners, neither accepting or declining the job offer as he is still waiting to hear from Big Data Corp
- Data Miners continues to reach out to David, as they would like a timely decision on their offer
- Due to finals, David waits two weeks to reply to their email. When he does reply, he shares that he “still needs time”

#### Activity:

List the pros and cons of David’s decision and approach as well as what you expect the outcomes to be for this situation

Pros	Cons
Expected Outcomes	