

# “JOHN”

## Instructions

1. Read the Case Study, Background, and Next Steps
2. Think about Advantages and Disadvantages regarding John’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:

John 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. John went on a number of interviews at BDC but has not heard back from them yet. Several of John’s friends have already been given offers to intern at BDC

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

### John’s Next Steps:

- John declines the offer with Data Miners Inc. in hopes of getting a position with Big Data Corp.
- John emails Big Data Corp. twice a day for a response but doesn’t get a reply
- John also calls the recruiter’s direct line (as listed on her business card) and leaves very polite voicemail messages, at least once a day

### Activity:

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

Pros	Cons
Expected Outcomes	