

“SUSIE”

Instructions

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

Susie has been interviewing at several companies and looking for an internship while getting her master’s degree. Her 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. Susie went on a number of interviews at BDC but has not heard back from them yet. Several of Susie’s friends have already been given offers to intern at BDC.

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

Susie’s Next Steps:

- Susie still wants the dream job with Big Data Corp but wants to make sure she has an internship for the summer so she accepts the offer with Data Miners
- Big Data Corp. calls one week later and offers Susie an internship
- Susie immediately accepts the internship with Big Data Corp.
- Susie sends Data Miners an email, and lets them know that she is no longer available to pursue the internship with them

Activity:

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

Pros	Cons
Expected Outcomes	