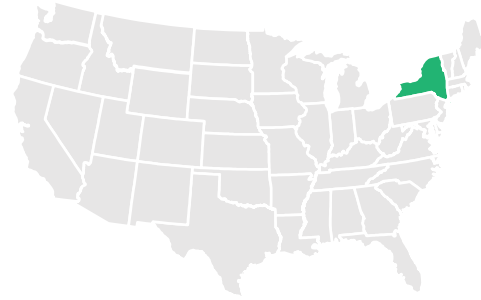# How to Be Successful during your Internship

UNC Kenan-Flagler Business School

Al Dea

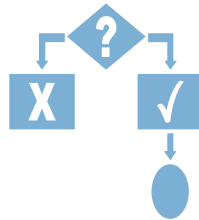@alex_dea

April 2018

Hi, I'm Al

Rochester, NY

Objectives

1 Give an overview of the **Challenges** and **Opportunities** that come with a summer internship

2 Provide **Action-Oriented Steps** to Drive Success in your Summer Internship

3 Share **Lessons Learned** from **others** who have gone through the experience

Some Context on Your Internship

Time

Uncertainty

Knowledge

THE PLAYBOOK

1 2 3 4 5 6 7

HIT THE GROUND RUNNING

Take time to prepare so you are ready on Day 1

DETERMINE WHAT SUCCESS LOOKS LIKE
Understand expectations and develop your view of success

ADD VALUE EARLY AND OFTEN

Utilize your strengths and identify opportunities to use them

LEARN WHAT THE CULTURE VALUES

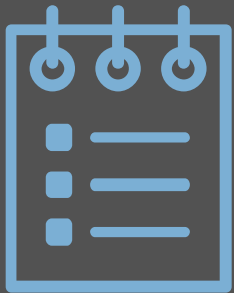*Identify the values, behaviors, and cultural norms to follow*
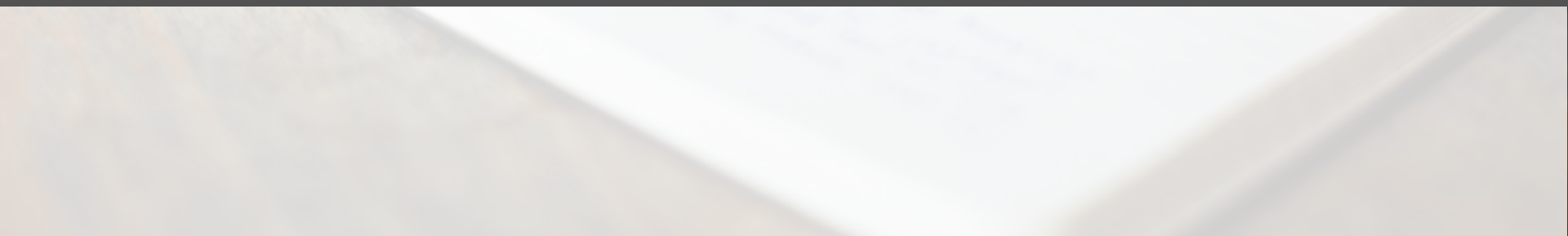
BUILD AUTHENTIC RELATIONSHIPS

Build meaningful relationships for the summer and beyond

KEEP TRACK OF WHAT YOU DO

Develop a value statement and "learning book" to catalogue your lessons and key takeaways

BE INDISPENSIBLE

Deliver. Leave Your Mark. GSD

Lessons from The Front Line

Former Interns tell their stories

Stories from Former Interns

Jessica Fischburg Tripicco

Name: Jessica Tripicco
Class: 2015
Current Job: Senior Consultant, Deloitte Consulting LLP
MBA Internship: Delta Airlines
City: New York

Make Your Internship work for you
Internships are as much about you trying out the company as them trying you out. Proceed accordingly!

Do What It Takes

When an intern is willing to do whatever it takes and assist, they are a true lifesaver. Even if the work seems remedial, it has to get done

Run Your Internship Like a Project
Create a plan for your summer and socialize it ASAP. Then track against it accordingly.

Stories from Former Interns
Ben Thayer

Name: Ben Thayer
Class: 2016
Current Job: Senior Associate, Scott Madden
MBA Internship: Liberty Mutual
City: Chapel Hill, North Carolina

Get Alignment w/Sponsors

Make sure to build relationships with the people who play a role in supporting you for a Full-Time Offer

Be Curious

Curiosity is a marker for intelligence. Are you showing you're interest in the work you are doing? Are you going to go the extra mile to get it done?

Say Yes
You may have lots of experience and a top notch resume, be humble and work your way up from the bottom.

Stories from Former Interns
Corrine Baker

Name: Corinne Baker
Class: 2015
Current Job: Senior Manager, Product Marketing
MBA Internship: Mars
City: New York

Have a Beginner's Mind
Some part of your internship will be new to you – embrace it, ask questions and learn fast

Use Access

Being an intern gives you latitude that you don't get as an FT employee. Take advantage of it!

Be Customer-Service Centric
Show up early, do the work, be helpful, but remember you're evaluating the company too!

Stories from Former Interns
Mike Flint

Name: Mike Flint
Class: 2018
MBA Internship: Summer Associate, Scott Madden

Be Resourceful
You will not know how to do some things – that's okay. Be resourceful and ask for help

Invest in Relationships

People want you to succeed. Take the time to build relationships

Start Early. Go Fast.
Internships are short, Get clear fast on what you need to be successful and execute quickly

Summary

	Internship Tip	Definition
1	Hit The Ground Running	Prepare so you when you start your internship you can move fast
2	Determine what success looks like	Take the time to define and understand how you'll be measured, define your own set of measurements
3	Add Value Early and Often	Use your strengths to contribute immediately
4	Learn What The Culture Values	Speak to other interns about the culture. Start asking around for names of people who are successful at the company
5	Build Authentic Relationships	Connect with others through contributions and mutual interests
6	Keep Track Of what You Do	Develop a "learning book" to catalogue your lessons and key takeaways
7	Be Indispensible	Leave your mark on the people and company

tl;dr
If you don't remember anything else, follow this…

Be Proactive, Add Value, Learn, Be Kind

Appendix

3 Things you can do right now