

FAST FACTS

90

**EMPLOYERS
ENGAGED WITH US
IN 2016/17**

FIFTH

**IN GRADUATE
EMPLOYABILITY
RANKINGS 2017**

**TYPICAL ENTRY
GRADES**

AAA

(170+ UCAS)

97%

**INDUSTRIAL
PLACEMENT
GRADUATES**

**IN GRADUATE EMPLOYMENT
OR FURTHER STUDY**

98%

**WIE STUDENTS
AND 83.6% NON-WIE
STUDENTS
GRADUATED
WITH 1ST OR 2.1**

TOP 1%

**OF WORLDWIDE
BUSINESS
SCHOOLS**

3,800+

**UNDERGRAD
AND POSTGRAD
STUDENTS**

89.3%

**GRADUATES
IN GRADUATE
EMPLOYMENT
OR FURTHER STUDY**

A Team

**OF DEDICATED
CAREERS
STAFF**



Business School Industrial Placements Fair 2016

BUILDING BRILLIANT CAREERS

WHEN YOU JOIN US AT EXETER YOU CAN LOOK FORWARD TO ACQUIRING THE SKILLS AND ATTRIBUTES THAT WILL HELP YOU BUILD A GREAT CAREER – WHETHER YOU ARE JUST STARTING OUT OR LOOKING TO IMPROVE YOUR QUALIFICATIONS AND EXPERIENCE.

If you do well, you'll not only leave us with a great qualification from one of the UK's top universities, you'll also have the additional **employability skills** to help you forge a career in today's highly competitive global marketplace.

Leading employers who visit the Business School to offer you advice and insights into their businesses include:

- Accenture
- Bank of England
- BMO
- Deloitte
- Dyson
- Enterprise Rent-A-Car
- EY
- GSK
- IBM
- Intel
- J.P. Morgan
- Jefferies
- Johnson & Johnson
- L'Oréal
- Mars
- Microsoft
- Mondelēz
- Morgan Stanley
- Nationwide Building Society
- New Look
- PwC
- Royal Bank of Canada
- RSM
- UBS
- Unilever
- Vauxhall
- Willis Towers Watson
- Woodford
- Xerox

We help you build a great career by:

- Running a wide range of employability events at the Business School to give you invaluable and highly relevant careers skills, advice and support
- Designing courses that will equip you with the skills that today's employers need to significantly increase your chances of getting the job you want
- Providing a dedicated and highly experienced Careers and Employability team, who will work with you from day one to develop your skills for employment
- Delivering YES!: Your Employability Skills, an online course that provides 24/7 careers management skills when you need them, where you need them
- Supporting the 'With Industrial Experience' programme and the Business Experience module

BOOST YOUR EMPLOYABILITY

DURING YOUR TIME AT THE UNIVERSITY OF EXETER BUSINESS SCHOOL YOU WILL HAVE THE OPPORTUNITY TO TAKE PART IN A VARIED PROGRAMME OF CAREERS EVENTS THAT WILL BUILD YOUR EMPLOYABILITY CREDENTIALS.

Many of these events are run by leading graduate employers with support from highly qualified and experienced careers consultants and employability advisers. We encourage you to take part in as many of these events as you can, to equip yourself with the necessary skills and tools that you will need for the highly competitive graduate job market.

Typical employability events led by careers consultants with occasional guest sessions from employers and alumni include:

- **Mock interview sessions and mock phone interviews**
- **Career and industry-specific sessions**
- **“day@” site visits to employers**
- **“How to:” series of careers and professional skills development workshops**

Tariro Mashongamhende
HARARE, ZIMBABWE

BA BUSINESS AND MANAGEMENT WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT: PWC (ECONOMICS & POLICY ASSOCIATE)

GRADUATE JOB: PWC (CONSULTING ASSOCIATE)

“The Business School Careers team allow students to engage with Employability Advisers as well as an extensive range of services, talks, employer events and employability skills workshops to get students on track for building an excellent career.”



Alex Ainsworth

HUNTINGDON, CAMBRIDGESHIRE

BSc ECONOMICS AND POLITICS
WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
IBM

GRADUATE JOB: BLUEFIN
SOLUTIONS, JUNIOR
CONSULTANT

“The personalised support from the Careers Team at the Business School helped me every step along the way, allowing me to secure my first choice industrial placement.”

WHY DO A WORK PLACEMENT

Relevant work experience is more important than ever in the increasingly competitive labour market.

Rate My Placement found that 59% of graduate hires by Top 100 Undergraduate Employers were of students who had previously worked in a placement with them (RateMyPlacement 2017).

Sophie Maynard

BUCKINGHAMSHIRE, UK

BSc ECONOMICS WITH
INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
ACCENTURE

GRADUATE JOB: ACCENTURE
(ANALYST)

“My placement year was invaluable. Working with diverse teams across multiple industries has provided me with the confidence, skills and drive to pursue a career in consulting.”



Caroline Hole

DEVON, UK

BA BUSINESS ECONOMICS
AND FINANCE WITH
INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
HM TREASURY

Students in the Business School study a wide range of courses including economics, finance, accounting, business, management and marketing. These students have skills and interests in a variety of sectors.

Caroline Hole wanted to do a placement that was closely related to her degree subject and the prestigious and highly competitive HM Treasury scheme really stood out.

“As an Economics student, if you want to do a placement where you can really apply the economic theory and concepts, the Treasury has to be one of the best places to do it. I spent a lot of time considering other organisations, and the fact that I would be doing something really tangible with the theory I’d been learning was very appealing to me.”



Charlotte Adams

TUNBRIDGE WELLS, UK

BA ECONOMICS
WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
BANK OF ENGLAND

“ Being able to work for some of the leading economists in the country is definitely the best aspect of my role, as they have experience spanning decades and a great influence in shaping our economy.”



Iona Wark

BUCKINGHAMSHIRE, UK

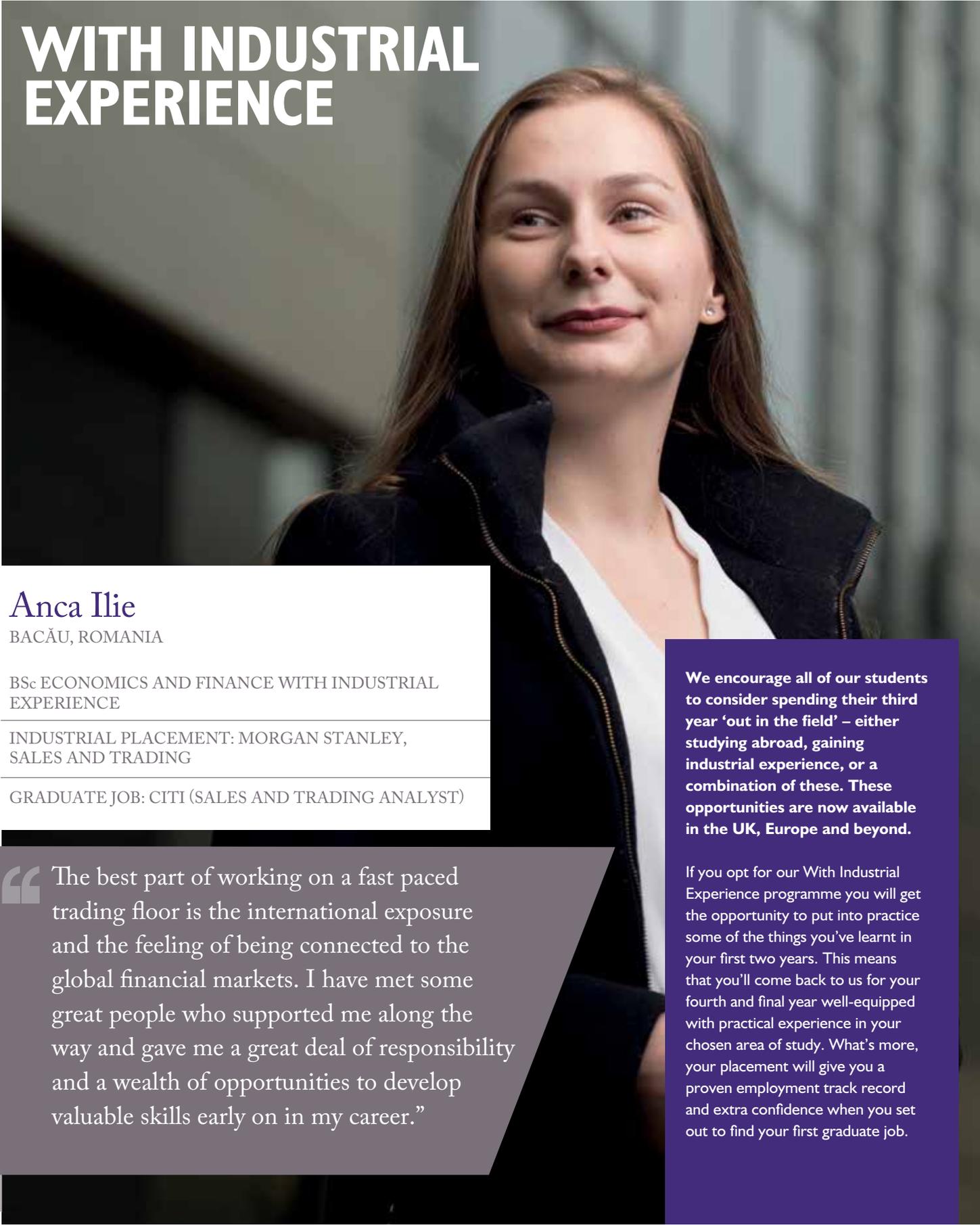
BA ECONOMICS WITH
INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
TUI TRAVEL

GRADUATE JOB: UNITED BISCUITS
(PROCUREMENT GRADUATE
SCHEME)

“ Not only did my industrial placement give me lots of examples to use in interviews for future jobs, it also provided me with an insight into the working world.”

WITH INDUSTRIAL EXPERIENCE



Anca Ilie

BACĂU, ROMANIA

BSc ECONOMICS AND FINANCE WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT: MORGAN STANLEY, SALES AND TRADING

GRADUATE JOB: CITI (SALES AND TRADING ANALYST)

“ The best part of working on a fast paced trading floor is the international exposure and the feeling of being connected to the global financial markets. I have met some great people who supported me along the way and gave me a great deal of responsibility and a wealth of opportunities to develop valuable skills early on in my career.”

We encourage all of our students to consider spending their third year ‘out in the field’ – either studying abroad, gaining industrial experience, or a combination of these. These opportunities are now available in the UK, Europe and beyond.

If you opt for our With Industrial Experience programme you will get the opportunity to put into practice some of the things you’ve learnt in your first two years. This means that you’ll come back to us for your fourth and final year well-equipped with practical experience in your chosen area of study. What’s more, your placement will give you a proven employment track record and extra confidence when you set out to find your first graduate job.

97%
of 2016
Industrial
Placement
graduates were in
graduate employment
or PG study six months
after graduation



Ben Kosky

CRAWLEY, UK

BA MANAGEMENT WITH
MARKETING WITH INDUSTRIAL
EXPERIENCE

INDUSTRIAL PLACEMENT:
MICROSOFT

GRADUATE JOB: MICROSOFT
(Graduate Programme)

*Awarded 'Best Placement Student'
at the National Undergraduate
Employability Awards*

“ My placement has been invaluable for my future. It has developed me into a more rounded individual and taught me lifelong career skills. I am very happy to have been accepted onto Microsoft's Graduate Programme.”

FREQUENTLY ASKED QUESTIONS ABOUT THE

HOW DO YOU SECURE AN INDUSTRIAL PLACEMENT?

Students follow a comprehensive careers management programme and are supported in their work placement search by the Business School's Employability Advisers and Programme Director. Ultimate responsibility for sourcing and securing the work placement rests with the student.

DO ALL APPLICANTS GET AN INDUSTRIAL PLACEMENT?

No, placements are competitive, however in 2016/17 there was an increase in Business School students securing Industrial Placements, rising to 156 on placement.

HOW MUCH DO YOU GET PAID?

This will vary depending on your placement provider and location. Salaries typically range from £20,000 – £23,000 but can be as high as £51,000 or as low as £13,500.

AM I CONSIDERED A STUDENT WHILST OUT ON PLACEMENT?

Yes you would be registered as a student and eligible for the usual student discounts, exceptions and support whilst out on placement for example:

- Council Tax
- Student Fees and Loans
- Oyster Cards
- Student ID and NUS Cards
- Guild Services
- UNiDAYS

ARE THERE ANY SESSIONS YOU HAVE TO ATTEND?

As part of the With Industrial Experience programme, there are two non-credit bearing modules you must complete. These lectures and workshops will prepare you for the placement search and recruitment process including CVs, interviews, LinkedIn and Assessment Centres. These sessions are compulsory and will appear on your timetable.

DO YOU HAVE TO PAY TUITION FEES?

Currently students are charged a fee of £1,850 (set at 20% of course fee) for their year out on placement. However this fee is subject to annual review. Fees cover module assessment and support from your personal and academic tutor, employability advisers, IT services and other student support services.

For further information visit:
www.exeter.ac.uk/students/finance/studentfees

WITH INDUSTRIAL EXPERIENCE PROGRAMME

HOW LONG DO INDUSTRIAL PLACEMENTS LAST?

Placements usually last for 12 months although this can be flexible subject to a minimum placement length requirement of 33 weeks plus holidays. It may be possible to extend the placement period, depending on the final year start dates.

HOW LONG IS THE 'WITH INDUSTRIAL EXPERIENCE' PROGRAMME?

Four years with your third year out on placement.

WHAT % OF INDUSTRIAL PLACEMENT STUDENTS GO INTO GRADUATE EMPLOYMENT OR PG STUDY?

- 97% of all industrial placement 2016 graduates*
- 100% Economics
- 100% Accounting and Finance
- 90.5% Business and Management

*87.5% of non WIE 2016 graduates were in graduate employment or PG study.

WHERE CAN I DO MY PLACEMENT?

You can complete your placement within:

- The UK and the rest of the EU
- North America
- Australasia
- India
- China and Hong Kong
- Japan
- Singapore

Other countries will be considered on a case by case basis.

WHAT ARE THE ACADEMIC REQUIREMENTS?

- Entry tariff is the same as the corresponding three year programmes.
- A minimum 1st year average grade of 50% of your taught and assessed modules.
- Successful completion of the With Industrial Experience taught programme.

HOW WILL I BE ASSESSED?

The placement year assessment currently comprises of:

- Progress Reports provided by employers
- A Business Report
- A 'mock' job application

You will be allocated an academic tutor to support you during your placement year.

WITH INDUSTRIAL EXPERIENCE TAUGHT SESSIONS

What Job's For Me?

What Are My Strengths?

Shaping Your CV and Covering Letter

Effective Application Forms

How To Impress At Interviews (Employer Co-Led)

YEAR ONE

E-me and LinkedIn (Employer Led)

Psychometric and Online Skills Tests (Employer Led)

Assessment Centres

Commercial Awareness

Personal Resilience and Emotional Intelligence

Finding Placements Within The UK and Internationally

Reflective Practice (assignment preparation)

YEAR TWO



Sophie Barlow

BRISTOL, UK

BSc BUSINESS ECONOMICS WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
NORTH HIGHLAND

GRADUATE JOB: MCKINSEY & CO
(BUSINESS ANALYST)

“ My placement year gave me the insight I needed to confirm that I wanted to pursue a career in consulting. North Highland provided me with a fantastic network and set of professional skills to take with me to my graduate position with McKinsey & Co.”

Completing the With Industrial Experience programme and securing a placement will also provide you with the significant advantage of being able to market yourself whilst out on placement.

More than half of our industrial placement students receive a graduate job offer from their placement provider, easing the pressure of final year.

WHAT DO EMPLOYERS SAY ABOUT US?



Working with the University of Exeter Business School is always a pleasure; the students are engaged, commercially aware and incredibly proactive. The Careers Team at the school are hugely supportive of their students, running a variety of events for all year groups which see high turnout and often adopt a creative flair.”

Scarlett Seager

PwC | West and Wales Student Recruitment Manager



The Careers Team within the Business School are extremely helpful and the relationship between us is incredibly valuable, to the extent that it allows us to form connections with high potential students who soar to great heights within our organisation.”

James Perryman,

Mars | Graduate Careers Campus Manager



Our success is built on a history of providing the very best advice and solutions tailored to our clients' needs. The Business School Careers Team share that commitment to providing first-class service to its academically strong and well-rounded students.”

Caitlin Isaacs

Morgan Stanley | Infrastructure Senior Recruitment and Programme Coordinator



Accenture's relationship with the Business School is proving ever more valuable in meeting the needs of our business. Both on a graduate and undergraduate level, their maturity, analytical approach and business acumen puts them in high standing at our assessment centres, and on countless occasions the students at Exeter have proven themselves to be a great fit to a career in consulting.”

Francesca Seeley

Accenture | Undergraduate Placements Recruiter



Greg Cornes

LOUGHBOROUGH, UK

BA ECONOMICS AND FINANCE
WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT: IBM

“ I’m planning to follow a career in sales after university and my placement will help me a lot with this. A year at a company such as IBM is very valuable as I have already experienced how a multinational company operates, as well as adapted to working life.”



Kirsty Lightfoot

LEEDS, UK

BSc BUSINESS ECONOMICS
WITH INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
MARS

“ I can't put into words how invaluable my year at Mars was. Not only was I pushed and challenged, I was given some amazing opportunities that not only developed my skills but me as person.”



Jenna Griffiths

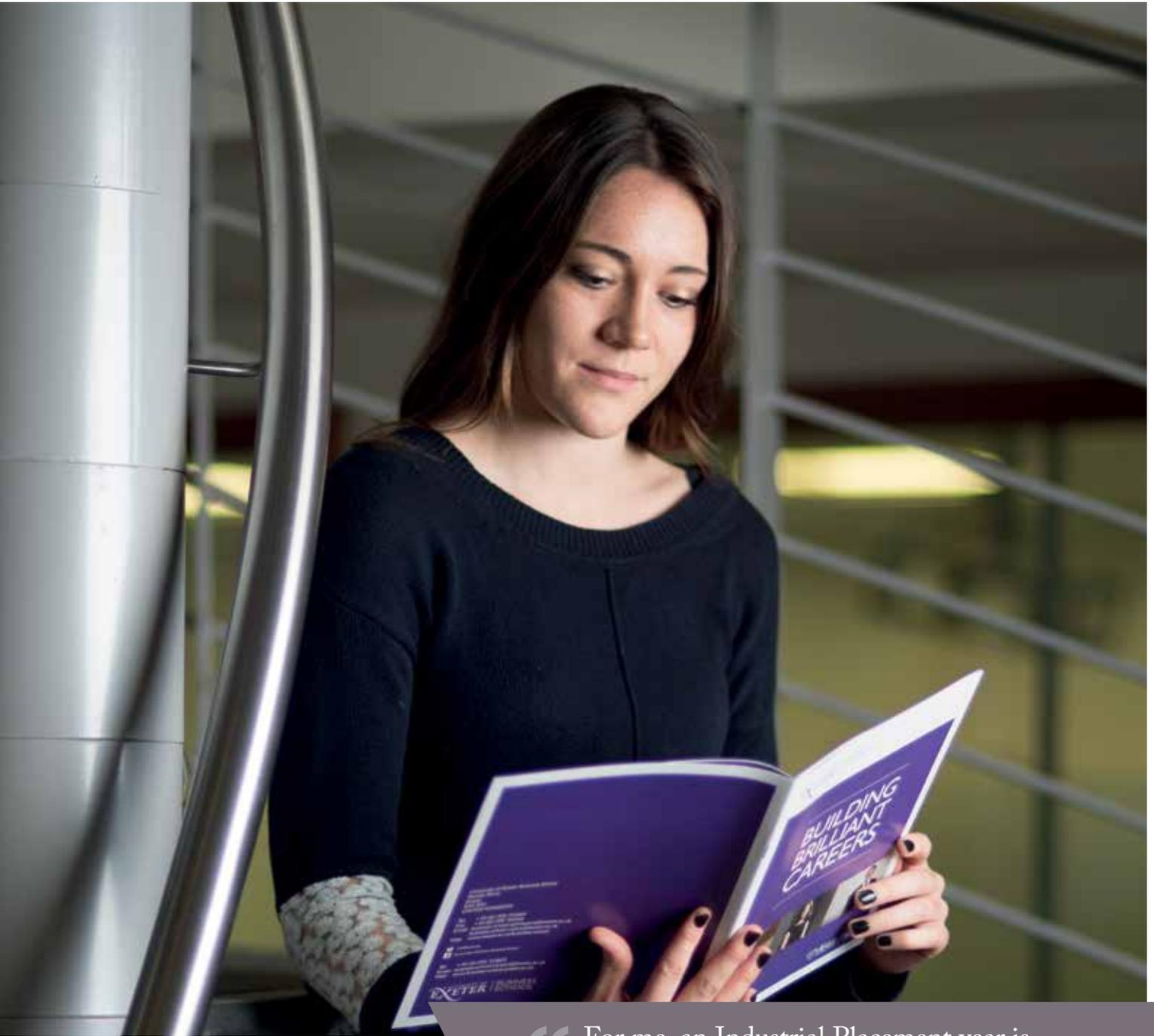
LOUGHBOROUGH, UK

BSc ECONOMICS WITH
INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
LOCKHEED MARTIN

GRADUATE JOB: BT (HR)

“ I thoroughly enjoyed my placement, in particular it felt great being such a valued member of a large organisation. Applying for graduate roles is so much easier having already been through the process successfully when securing my placement.”



Charley Adkins

HERTFORDSHIRE, UK

BSc ECONOMICS WITH
INDUSTRIAL EXPERIENCE

INDUSTRIAL PLACEMENT:
GOLDMAN SACHS

GRADUATE JOB:
KPMG (FORENSIC GRADUATE)



For me, an Industrial Placement year is about exploring the various careers on offer, for learning what roles suit your skill set and interests, and for gaining real-life transferable skills that will set you apart from other graduates. This will ensure when you apply for your dream role, you couldn't be more prepared."



Dan Whitfield

CESHIRE, UK

BSc ECONOMICS WITH INDUSTRIAL
EXPERIENCE

INDUSTRIAL PLACEMENT: MORGAN
STANLEY, SALES AND TRADING

GRADUATE INTERNSHIP: JEFFERIES

GRADUATE JOB: JEFFERIES,
EUROPEAN EQUITY SALES



I am now working on the European Equity Sales desk at Jefferies. Every day can be extremely varied and dynamic reflecting the nature of financial markets.

At Jefferies I have joined a very ambitious firm which has supported me from day one, where I have been given real responsibility very quickly. I receive a huge amount of satisfaction knowing the work I do every day is really valuable.”





Rosie Wilson

LONDON, UK

BA MANAGEMENT WITH
MARKETING WITH INDUSTRIAL
EXPERIENCE

INDUSTRIAL PLACEMENT:
OOMPH! WELLNESS

GRADUATE JOB: OOMPH!
WELLNESS (MARKETING OFFICER)

“ My placement has been a fantastic opportunity to leave my comfort zone, meet some fantastic people working in social enterprise, and become a much more confident, proactive person.”

BUSINESS EXPERIENCE

Richa Rohra

MUMBAI, INDIA

BA MANAGEMENT WITH
MARKETING

BUSINESS EXPERIENCE
PLACEMENT: CONDÉ NAST

GRADUATE PROGRESSION:
MSC MARKETING



“ I worked with four well-known magazines in India: Vogue, GQ, Conde Nast Travellers, and Architectural Digest. It was an opportunity that opened my eyes to the realities of the working world. I got to work on several events and marketing campaigns. This has helped me to grow creatively, and pushed me further towards my desired career direction of being a marketing manager in the future.”



Aditya Jain

HONG KONG

BA BUSINESS ECONOMICS

BUSINESS EXPERIENCE PLACEMENT:
SOUTH WEST WATER

**EMPLOYERS WHO HAVE
RECENTLY OFFERED
PLACEMENTS TO OUR
BUSINESS EXPERIENCE
STUDENTS INCLUDE:**

American Express
AXA SPDB Investment
Coca-Cola HBC Eurasia
Conde Nast International
Crédit Lyonnais
Deloitte
EY
J. Walter Thomson
J.P. Morgan
Metro AG
Petroleum Nasional Berhad (PETRONAS)
PwC
Reliance Mutual Funds
Smith & Williamson
Xerox Corporation



I have developed my communication and teamwork skills, alongside the ability to take initiative. The experience has boosted my confidence in entering the corporate world and finding a graduate job.”



POST GRADUATE CAREERS

Camila Lopez Rojas

BOGOTA, COLOMBIA

ONE PLANET MBA

MSC FINANCIAL ANALYSIS
AND FUND MANAGEMENT

“ I decided to study The One Planet MBA because it combines the traditional qualifications of a regular MBA with a sustainability perspective, producing a world leading course.”

MASTER YOUR CAREER

Start shaping your career from day one with our wide range of PG careers events and services.

Meet Careers Consultants for PG students at the University of Exeter Business School who have a wealth of international experience. Consultants are available for individual career consultations, careers information and e-guidance. They organise workshops and events throughout the year to support your career aspirations and to help you become more employable wherever in the world you are planning to launch your career.

Contact: PGBusinessCareers@exeter.ac.uk



Xiaoze Shen

TONGLING, CHINA

MSC FINANCIAL ANALYSIS
AND FUND MANAGEMENT

GRADUATE JOB: PWC (ASSOCIATE)

“ Career sessions, coupled with the emphasis on real-world applications, provided brilliant preparation for a career in finance.”

OTHER WORK EXPERIENCE AND EMPLOYABILITY ENHANCING SCHEMES SUPPORTED BY THE BUSINESS SCHOOL

BUSINESS PROJECT

- The aim of the Business Project is to give students the opportunity to combine investigation into an authentic business challenge with a more in-depth research report. This not only offers links with potential employers but demonstrates understanding of the application of business principles in a real-world situation.
- Many of the projects are based on local companies and students are encouraged to have a business sponsor for their project. Many students make presentations to the businesses at the draft stage of their report and incorporate the company's responses into the report's recommendations and conclusions.

Further information from: <http://ex.ac.uk/aww>

STUDY ABROAD

- Third Year abroad on "with European Study" / "with International Study"
- "with European Study" allows for one semester study abroad and one semester European work placement.

Further information from:

Study Abroad – With European Study
Study Abroad – With International Study
Short Term Study Abroad Opportunities
Summer School Study Abroad Experience

Visit: business-school.exeter.ac.uk/study/ugstudyabroad

BSc BUSINESS

A career-focused business and management programme, with an ethos of ethics and sustainability, incorporating extensive work placements with an exclusive opportunity to customise your degree by choosing modules designed to inspire the next generation of business graduates.

Based at our Penryn Campus, Cornwall, the programme is designed to address the challenges in growing businesses in the current climate-changing era. We will help you develop a set of graduate skills which are hugely relevant to 21st century businesses, from a local and global perspective.

Cornwall has created a strong, sustainable economy, with a diverse mix of industries and internationally renowned strengths in the environmental, marine, aerospace, ICT, creative, and food and drink sectors. It is the perfect place to experience the world of work and to develop your personal and employability skills whilst gaining credits towards your degree.

Also available:

BSc Business with Industrial Experience, BSc Business with European Study and BSc Business with International Study.

The BSc Business programme will prepare you for a professional career in a wide range of sectors including e-commerce, marketing, manufacturing and/or wholesale, management relations, environmental consultancy or social enterprise.

A degree in a business related subject will also help you develop a wide range of employability skills such as analytical problem solving, teamwork, research, and organising and communicating information.

Further information from:

www.exeter.ac.uk/undergraduate/degrees/business/businessbsc



OTHER PLACEMENT SCHEMES AT THE UNIVERSITY

STUDENT CAMPUS PARTNERSHIPS (SCP)

The University of Exeter offers opportunities across campus, from short-term business and administrative support through to long-term project coordination.

These internships offer a great opportunity to develop your CV, increase employability and can even count towards your Exeter Award!

<http://ex.ac.uk/scp>

STUDENT BUSINESS PARTNERSHIPS (SBP)

The Student Business Partnership scheme offers University of Exeter students from all disciplines the chance to gain essential paid work experience with well-respected local businesses, covering a wide range of roles from marketing, research and business planning to web development and more.

<http://ex.ac.uk/sbp>

SUMMER INTERNSHIPS

Typically carried out in the summer after second year, these are usually paid (unless exemptions apply see web page below). Includes tasks and responsibilities normally associated with a graduate level position and uses undergraduate level skills, knowledge and experience.

www.exeter.ac.uk/careers/internships/

GRADUATE BUSINESS PARTNERSHIPS (GBP)

The Graduate Business Partnership (GBP) scheme has been established to create paid opportunities for recent graduates in their chosen career. The scheme offers relatively inexperienced graduates the chance to access challenging roles, increase their employability and develop a rewarding career.

<http://ex.ac.uk/gbp>

ACCESS TO INTERNSHIPS (A2I)

A scheme to help Exeter students (particularly those from under-represented backgrounds) to secure a paid internship with support and funding provided by the Careerzone. Subsidies and grants are awarded on a sliding scale and on a first-come, first-served basis.

<http://ex.ac.uk/accessintern>

BUILDING BRILLIANT CAREERS

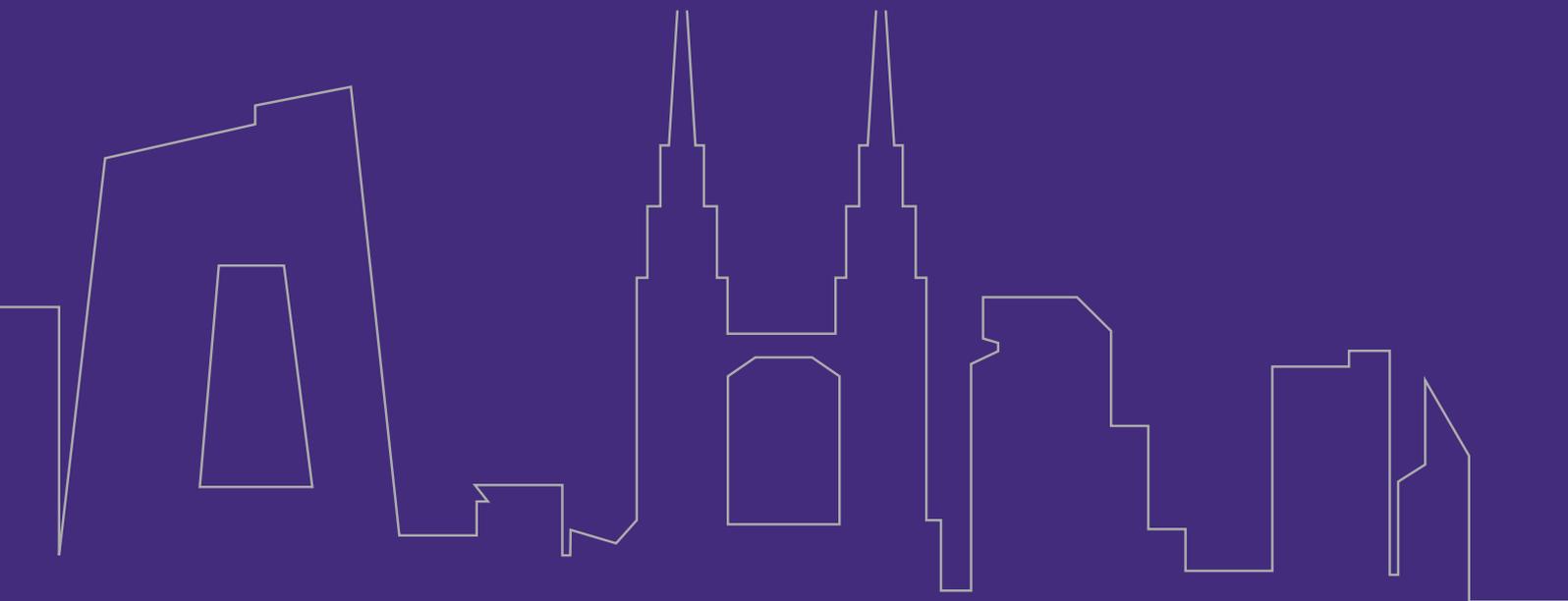
Business School Career Zone
University of Exeter Business School
Streatham Court
Rennes Drive
Exeter EX4 4PU
UNITED KINGDOM

Email: business-school-careers@exeter.ac.uk

Tel: +44 (0)1392 722576

Web: ex.ac.uk/uebscareers

This document forms part of the University's Careers information. Every effort has been made to ensure that the information contained in this brochure is correct at the time of going to press. However, the University cannot guarantee the accuracy of the information contained within this brochure and reserves the right to make variations to the services offered where such action is considered to be necessary to the University.



University of Exeter Business School
Rennes Drive
Exeter
EX4 4PU
UNITED KINGDOM

Tel: +44 (0)1392 725269

Fax: +44 (0)1392 723242

Email: business-school-admissions@exeter.ac.uk
business-school-visitus@exeter.ac.uk

Web: www.exeter.ac.uk/business-school

 UofEBusiness

 University of Exeter Business School

Tel: +44 (0)1392 723829

Email: business-school-careers@exeter.ac.uk

Web: www.business-school.exeter.ac.uk

UNIVERSITY OF
EXETER | BUSINESS
SCHOOL