

The **David Eccles School of Business** leadership knows you are an out-of-the-box thinker with unique needs and a busy schedule. Our goal is to provide you with top-notch, results-driven executive career coaching services to meet you wherever you are in your busy life. Strategic and tactical executive coaching helps you develop a career plan, identify professional goals, fine-tune your executive resume, hone networking and interview skills, negotiate salaries, and more. Services are conveniently delivered via video conference, phone, email, and a robust eLearning platform. Services are available at the start of your academic program experience. You have access to an average of up to six hours of coaching each academic year.

RESOURCES AT A GLANCE

EXECUTIVE COACHING

Meet one-on-one with a dedicated executive career coach to discuss a variety of topics, including evaluation of career opportunities, planning long-term career strategies, interview preparation, salary negotiations, resume review, and leadership development.

EXPAND YOUR NETWORK

From when you are a prospective student, to the time you're in the program, and for years beyond as an alum, the MBA Network supports, challenges, and grows with you. You will gain immediate access to more than 20,000+ alumni through events, visits, and personal communication. There are a variety of opportunities to connect with people; start by joining the Utah MBA Network LinkedIn Group.

CAREER DEVELOPMENT WORKSHOPS, PRESENTATIONS, & RESOURCES

We've designed a slate of career workshops focused on the needs of working professionals. Themes include career transitions, LinkedIn, public speaking, and personal branding. Attend in real time or watch at your convenience on a wide range of topics. A sample of resources include:

- **Video Library** – Available 24/7 with materials from workshops and presentations, “how to” documents and templates, and tips and tricks for preparing for interviews, self-assessments, industry exploration, LinkedIn, pitch development, and many more.
- **Employer Insights** – Talent acquisition is a relationship business. We offer the best people for the job, while being responsive to your needs. We're here to partner with you to meet your goals and find the right opportunities.
- **Online Job Board** – University of Utah job board is now on handshake.
<http://ulink.utah.edu/s/1077/20/interior.aspx?pgid=463&gid=1>

HOW IT WORKS

At the University of Utah, you will find coaches who take a genuine, focused interest in your career and know you by name. Our team members are seasoned professionals with corporate experience, career development expertise, and advanced degrees. An effective coaching partnership is a blend of your investment and key deliverables, guidance, and feedback provided by your coach to help you optimize your career strategy. **To start your career coaching experience, visit: [HOME | Career Advancement \(utahmbacareeradancementcoachingform.com\)](http://ulink.utah.edu/s/1077/20/interior.aspx?pgid=463&gid=1)**

COACHING PROGRAM OVERVIEW

CAREER ADVANCEMENT	CAREER TRANSITION
<p>Career Advancement – Focuses on the desire to grow within your current company or seek a board position. The Career Advancement track helps you gain new experiences and skills to positively impact your current situation and promotions you are likely to pursue in your future career.</p>	<p>Career Transition – Ready to launch a dynamic career search? Career Transition focuses on leveraging your experience in your current industry, focusing on roles in a new organization with potentially added responsibility.</p>
<ul style="list-style-type: none"> • Long- and short-term goal planning • Asking for bigger challenges • Assess business direction and identify resources • Develop your resume and personal brand • LinkedIn profile review • Mock interviews • Informational interviews • Avoid internal interview mistakes • Determine gaps / skill development opportunities • Self-assessment • Salary negotiations 	<ul style="list-style-type: none"> • Establish objectives and targets • Develop and target your resume • LinkedIn profile review and utilization • Personal brand alignments • Mock interviews • Informational interviews • Proactive job search strategies and advice • Qualification preparedness • Networking do's and don'ts • Self-assessment • Salary negotiations
CAREER VENTURE	CAREER PIVOTER
<p>Career Venture – Want to turn your business idea into reality? Professionals who are interested in exploring self-employment, starting a business, consulting, or buying a franchise discuss options and long-term plans for entrepreneurship.</p>	<p>Career Pivot – Professionals looking to make industry and/or a functional change face a unique challenge that demands a fresh approach. Learn to leverage your skills and experience to think big picture and pivot to your next role.</p>
<ul style="list-style-type: none"> • Assess readiness for entrepreneurship • Learn fundamentals of being self-employed • Define critical business skills / competencies • Perform gap analysis • Assess areas for professional development • Investigate typical business models • Develop a strategic action plan • Integrate into the Lassonde Center 	<ul style="list-style-type: none"> • Determine your path and goal planning • Assess areas for professional development • Perform qualification gap analysis • Asking for varied challenges • Develop and reposition your resume • LinkedIn profile review, positioning, utilization • Personal brand review • Informational interviews • Practice mock interviews • Establish networking goals • Salary negotiations