Work Integrated Learning @ WMS
Insights to improve your career
Steve: Director, Employer Engagement – sbowden@waikato.ac.nz 0273894330
FOUR PILLARS OF WIL

01 APPLIED LEARNING
Projects for the real world

02 SKILL ACQUISITION
Hard skills and soft skills

03 STORIES FOR INTERVIEWS
Tell me about a time …

04 NETWORK
It’s who you know, so get to know people
Two Perspectives
Students & Employers

6 of 10 Internships to Positions
8 of 10 Positions from Internships
TESTIMONIALS
What our students and employers say

“If I see a resume with an A on the 499 then they get an interview with us.”

“The confidence I got out of knowing that I really could contribute in a work place was great.”

“Our student was brilliant and we have made them an offer for a graduate position.”
The Key Question

How do I help myself best with my graduate outcome?

Skills that will help

Stories I can tell

People who could help

Think about what’s missing
Key changes this year

• No departmental codes – only MNGMT
  – Improved consistency

• Internships do not have a GPA restriction
  – That doesn’t mean we can get you one

• Experiential Report of an Investigation option
  – Learn about the problem by doing

• Group-based projects
  – We are trialling team-based WIL
WIL OPTIONS WITHIN WMS

INDUSTRY EXPERIENCE

95

INTERNSHIP

96

REPORT OF INVESTIGATION

99
### Basic Comparison

<table>
<thead>
<tr>
<th>95 Industry Experience</th>
<th>96 Internship</th>
<th>99 Report</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work + Related Reports</td>
<td>Work &amp; Report on that work</td>
<td>Report on applied problem</td>
</tr>
<tr>
<td>Summer (Nov-Feb)</td>
<td>Throughout the year</td>
<td>Throughout the year</td>
</tr>
<tr>
<td>Find your own job and topic, can help with topic</td>
<td>Find your own internship, but we post opportunities</td>
<td>Find your own topic, but also help available</td>
</tr>
<tr>
<td>Approval required</td>
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</table>
95 – Industry Experience

• Nov-Feb – so Summer
• “If your boss asks you to sweep the floor, sweep the floor. BUT your job can’t be just to sweep the floors.”
• Preference for connected to major

• Example:

Working in the warehouse. Write 3 reports that have to be on business topics. Ideal are ones that relate to major and work.

• You are getting academic credit and we care what brand Waikato means.
96 - Internship

Two options

CORPORATE INTERNSHIP

• NO SPECIFIC PROJECT
• OFTEN ROTATIONAL

• SUPERVISION: CPE

PROJECT INTERNSHIP

• SPECIFIC PROJECT
• MAY BE TECHNICAL BUT NOT REQUIRED

• SUPERVISION: CPE (+ TECHNICAL)
96 - Internship

Examples

CORPORATE INTERNSHIP

- Working across two areas over summer
- You are exploring what you want to do, they are exploring where you fit
- 110 hour minimum + 40 hours of assessment

PROJECT INTERNSHIP

- Exploring new product options
- Time spent working with management and then researching options
- 110 hour minimum + 40 hours of assessment
# Report of Investigation

There are two options:

## Research Investigation (Classic)
- Find a topic and propose
- Set out expectations
- Develop the research question
- Undertake the research
- Finalise the draft report for feedback
- Submit the final report
- Reflect on the process

## Experiential Investigation
- Talk to CPE about possibilities
- Set out expectations
- Develop a problem statement via work
- Solve the problem
- Finalise the draft report for feedback
- Submit the final report
- Reflect on the process
99 Report of Investigation

Examples

**Research Investigation (Classic)**

- Spoke to a family friend at Fonterra
- Suggested idea of big data impacts on supply chain
- Wrote up a proposal and assigned faculty supervisor
- Spoke to people inside Fonterra to gain information necessary
- Researched other approaches and literature

**Experiential Investigation**

- Spoke to CPE about possibilities
- SPCA felt they needed help with their marketing
- Volunteered for SPCA to fully understand the problem
- Developed a problem statement that needed to be resolved
- Investigated the problem more thoroughly and came up with suggestions on how to help
Different levels

• 300s vs 400s – no real difference
• 500s – 30 point versus 15 point so 300 hours versus 150 hours
• Extra work is partly in the firm for 596 (150-200 hours), but mainly in the level of literature and substantiveness of the report
• 599 – Extra work is all in the report – more literature and more substantiveness (can’t do a 599 experiential).
What next

• When do you want to do WIL – if summer then 95 is in play (but still can do 96 or 95)

• If looking to do during academic year, then need to be thinking about host organisation and/or topic for 99 or 96.

If want 99 classic:
• Need to find a topic to investigate, and preferably a host (desk-based still possible)
• Need to develop a proposal (on moodle)
• Contact subject convenor (on moodle)

If want 499 Experiential:
• Come talk to CPE
• Have links to EPP program and building more
• If you have an idea for a place this could work for - awesome
What next

If looking to do a 96

• Check the facebook page
  https://www.facebook.com/groups/management496/
• Talk to people about interning – use family contacts, friends, the old dude at the bbq
• Apply to the big programs (that’s now for summer)
• Come talk to me or email internships@waikato.ac.nz

If looking to do a 95

• Start thinking early about trying to get a job and coming up with topics
• We will have further information sessions specific to 95s in B semester (not at the end – too late)
Actual Projects

- Hamilton City Council (team) – Internet of Things – Digibusiness + potential marketing/design
- Waihi Railway - multiple
- GFAB Trailers (Tauranga) – 4 projects – Supply Chain, Marketing, Digital, Strategy
- Waikato Rugby Union (multiple) – marketing
- University of Waikato (multiple) – marketing and comms
- MBIE – Pasifika (Summer)
- Graeme Dingle Foundation (Summer - Auckland) – Marketing and research team
- Ruapehu – market analytics
- Entrepreneur – Accounting
- Manta5 – Accounting
- Enterprise Angels (Tauranga) – Finance
- NZ Super Fund (3) - Summer
- IT Partners – Marketing
- Tide Studio (Tauranga) – PR
- NZ Metals and ALENZ – Economics (2)
- Waikato Business News – Readership survey
- Many others that we are talking to.
Questions?