Dear Friend of UPOP,

UPOP's "spring search surge" is well under way. More than 100 students have confirmed their summer internships with us, and the office is a hive of activity as we help the 200+ others firm up their job-search plans. We continue to expand our comprehensive employer base.

As you will read below, with our new series, "UPOP Presents," we can offer mentors and friends of UPOP an opportunity to present talks on campus, open to students and the MIT community. The first under this banner was by Glenn Hopkins '87, who gave a talk on "Private Equity in Context: a review of the private equity industry."

MIT celebrates the 100th anniversary of its move from Boston to Cambridge with festivities throughout the spring, including an Open House on Saturday, April 23, where UPOP will have a booth in the Kresge Oval tent--please drop by and say hello!

With best wishes,

The UPOP Team
Undergraduate Practice Opportunities Program
Massachusetts Institute of Technology

Joel Schindall  Director  |  Kate Moynihan  Outreach & Mentor Liaison Coordinator  |  Bethany Walsh & Sharon Leary  Student Program Coordinators  |  Amy Bass  Program Manager Employer Relations  |  Jessica Jones Communications & Operations Coordinator  |  Eliana Runyon  Manager of Finance and Administration

The UPOP internship-tracking board has more than 80 companies actively seeking students
The great spring sophomore internship search is under way

Team Training Workshops are over, and the UPOP team is fully focused on helping our sophomores secure summer internships.

All UPOP students are required to complete a relevant summer experience, and the vast majority choose a traditional industry internship. More than 100 have already confirmed their summer plans, but 200+ students are still looking, and they will meet one-on-one with UPOP staff to develop a plan, learn how to make useful connections with their network, and submit strategic and well-prepared applications.

So far this spring, more than 80 internship opportunities (and counting) have been posted to the UPOP network, with at least 200 student applications made in response to those job postings. Students have found excellent internships at companies such as Northrop Grumman, Sanofi-Pasteur, Dassault Systèmes, Boeing, Pioneer Natural Resources, Jane Street Capital, Sonos, Google, and more!

Looking back:
We are starting a series of brief student profiles, focusing on their UPOP internships. Last summer, Daniel Vignon ’17 interned at Electricité de France, modeling some components of EDF’s nuclear reactors. You can read his profile here.

Dassault gives UPOP students a chance to perform virtual open heart surgery in its virtual reality CAVE

UPOP annual sponsor, Dassault Systèmes, "the 3DEXPERIENCE Company," invited UPOP students to tour its US headquarters in Waltham, Massachusetts, on March 3. Students learned about the company’s work developing 3D design, 3D digital mock-up, and product-lifecycle management solutions, followed by a trip to their incredible virtual reality CAVE, or immersive VR room. Each student had the opportunity to participate in Dassault’s 3D automotive and aerospace demos and to perform virtual open-heart surgery.

Leading the tour were Dassault's university relations manager, Joe Smith, and UPOP mentor Jim Lambert ’76, the chief financial officer of Dassault Systèmes'
SIMULIA brand. Many of the students were Jim's former Team Training Workshop mentees! Dassault Systèmes has hired two UPOP sophomores (and counting) for summer 2016.

**UPOP Presents:**
**A series of talks and seminars by mentors and friends of UPOP**

UPOP has often sponsored talks and seminars during MIT's Independent Activities Period (IAP) that are offered to our students and the MIT community. With *UPOP Presents*, we hope to expand our outreach and offer opportunities for UPOP mentors and friends to engage with UPOP students and other interested members of the MIT community by sponsoring talks throughout the academic year.

We were pleased to sponsor a talk by Glenn Hopkins '87 on March 10: *Private Equity in Context: A Review of the Private Equity Industry*, in which he discussed various aspects of private equity including investor objectives; past and expected returns from various asset classes; and the key steps in a private equity transaction. The seminar also covered the generators of return in a private equity investment and worked through a case study of a possible private equity investment. To conclude the evening, as a counterpoint to the discussion of this high-fee, high-return investment option for institutional investors, Mr. Hopkins discussed the benefits of passive, low-fee investing for individual investors. In addition to UPOP students, attendees included graduate students and staff from various MIT schools.

During the IAP of January 2016, UPOP sponsored the following talks:

- **Jo Ivester '77** (UPOP mentor) read from her moving memoir, "The Outskirts of Hope," at an IAP event, *Embracing the Outskirts*
- **Dick Schulze '67** (UPOP mentor) presented an informative and entertaining overview of copyrights and trademarks in *It's Fair; No It's Not*
- **John Chisholm '75** gave valuable insights and guidance to entrepreneurs in *Unleash Your Inner Company* a two-part seminar on entrepreneurship based on his recent book of the same name
- **Cathy Olkin '88** (UPOP mentor, and deputy project scientist for NASA's New Horizons mission to Pluto) gave a first-hand, unique perspective on the New Horizons project in *Our New View of Pluto*

Please contact Kate Moynihan or Joel Schindall to pitch ideas for seminars or talks that you would like to present.

UPOP is the Undergraduate Practice Opportunities Program, a yearlong co-curricular program open to MIT sophomores from across the Institute. The program's mission is to prepare MIT sophomores to successfully integrate into and thrive in the professional world and to be strong contributors to their organizations, supported by a dynamic community of students, program staff, employers, MIT alums, and other friends of the program. UPOP offers numerous opportunities for MIT alums and companies to get involved—as speakers, coaches, employers, and sponsors.