

EMEA

# INSTITUTIONAL SECURITIES: SPRING INSIGHT

Morgan Stanley is a leader in providing the finest in financial thinking, products and execution for companies, governments and institutional investors from around the globe. Our people, thought leadership and product offerings across our Institutional Securities business serve the diverse needs of our clients and are consistently ranked best in class across the industry.

**PLACEMENT AND DURATION.** The week-long Spring Insight Programme will give you an overview of our Institutional Securities Group (ISG), including Investment Banking, Global Capital Markets (GCM), Sales & Trading, Research, Private Wealth Management (PWM), Real Estate Investing, and Investment Management. The Spring Insight Programme is held in London, beginning in late March or early April each year.

**TRAINING PROGRAMME.** The Programme consists of a mix of lecture-based sessions, educational activities and case studies, as well as the opportunity to shadow on a variety of desks. Throughout the week, you will work on the skills necessary for a career in Institutional Securities, honing your communication, presentation, teamwork, and interview skills. You will meet and network with Morgan Stanley employees at all levels.

## QUALIFICATIONS/SKILL/REQUIREMENTS

- You have a minimum 320 UCAS points in the United Kingdom and an equivalent standard for students from outside the U.K.
- You must be an undergraduate in your first year of a three-year degree course or your second year of a four-year course and on target to graduate in 2014.

**INTERVIEW PROCESS.** The selection process will consist of telephone interviews and a numerical reasoning test. Second and third round interviews, as well as an individual presentation, will take place at an Assessment Centre.

**APPLICATION PROCESS & DEADLINES.** All students must apply online at [www.morganstanley.com/careers](http://www.morganstanley.com/careers). Deadline for applications is 12 December 2011, although we encourage students to apply early, as we recruit on an on-going basis.

Morgan Stanley's goal is to build and maintain a workforce that is diverse in experience and background but uniform in reflecting our standards of integrity and excellence. Consequently, our recruiting efforts reflect our desire to attract and retain the best and brightest from all talent pools. We want to be the first choice for prospective employees.

It is the policy of the Firm to ensure equal employment opportunity without discrimination or harassment on the basis of race, color, religion, creed, age, sex, gender, gender identity or expression, sexual orientation, national origin, citizenship, disability, marital and civil partnership/union status, pregnancy (including unlawful discrimination on the basis of a legally protected pregnancy/maternity leave), veteran status, genetic information, or any other characteristic protected by law.

Morgan Stanley is an equal opportunity employer committed to diversifying its workforce (M/F/D/V).