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How His First Job Shaped Him - A Conversation with Marcus Cole

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How His First Job Shaped Him - A Conversation with Marcus Cole

Dec 16, 2019

G. Marcus Cole is the Joseph A. Matson Dean and Professor of Law at Notre Dame Law School.

He was appointed by University President Rev. John I. Jenkins, C.S.C., and began his term on July 1, 2019. He is the 11th dean in the history of Notre Dame Law School.

Transcript – English (auto-generated)

Errors have not been corrected.

0:01

[Music]

0:04

when I left Cornell I knew that I was

0:08

gonna have to work for a while

0:11

if I wanted to go to law school and I

0:14

wasn't the best student at at Cornell

0:17

and and I knew that it was gonna be hard

0:22

for me to get into law school to begin

0:23

with so I wasn't even sure that that was

0:25

gonna be a possibility for me so I

0:29

started working as a salesman first in

0:32

New York City for Procter & Gamble and

0:35

then later in Chicago for Revlon and I

0:42

worked as a salesman because as a

0:44

salesman they gave you a company car

0:46

that and I needed a car so that was the

0:50

shortcut to getting a car but I learned

0:53

a lot as a salesman I as I look back on

0:56

my life I believe that that was all part

1:01

of God's preparation for the job that I

1:05

have now the the training in sales is

1:10

really important because what it forces

1:12

you to do is to understand other people

1:15

and their needs because if you can't

1:17

understand other people on what they

1:18

need you can't be a good salesman and I

1:21

learned now later in my life as I look

1:24

back on my life is that you know if you

1:26

don't make an attempt to understand

1:28

other people and their needs you can't

1:30

be a good Christian so sales was really

1:34

important training for me to learn how

1:36

to get inside other people and learn

1:40

what it is that they were facing what

1:42

they were feeling what they needed and

1:44

what I could do to solve their problems

1:49

you