Making the Most of the Employer-Student Mixer

Mina Jama, Program Manager BESTT
Renee Polziehn, PhD, FGSR
Research the Companies

• Get a list of who will be there, find out what they do

• Bring your cheat sheet with you

• Focus on the industry and not a specific job

http://www.learn2rap.com/creating-a-media-list/
First Impressions

• Only have one chance to make a 1st impression
• Dress appropriately
• Smile, have a good handshake, make eye contact
• Speak and move with confidence

http://www.newyork.com/articles/jobs/how-not-to-dress-for-an-interview-25245/
Introductions

• **Introduce yourself** – name, department, degree/year in school, and why you are interested in their company.
  
  [http://www.youtube.com/watch?v=Cyww7eRVj3E](http://www.youtube.com/watch?v=Cyww7eRVj3E)

  – My name is Sam Somebody. My major is in Marketing and Public Relations, this includes two years of specific course work in Public Relations and Marketing. I have working knowledge of word processing, spreadsheets, and graphic software. Recently, as a team member, I helped to develop and complete from start to finish, a marketing plan proposal for a Plastics Company. I am very interested in your company. (time 50 sec.)

• **Close the conversation** - Thank-you for your time. It was a pleasure to meet you (Name). Do you have a business card? (Here is one of mine). I am very interested in your organization and have appreciated visiting with you.
Introductions Continued

• People you are meeting are there for a reason
• Ask question – not about salaries, vacation time, benefits
• Have a pitch prepared – what do you bring to the job
• Practice with a company you are less interested in
• Don’t talk about personal stuff
• Don’t talk negatively about previous jobs, supervisors
• Talk with a variety of people
• Be polite, give other people a chance to talk as well
Questions to Ask as Graduate Students

• What personal qualities do you look for in a great candidate?
• What is your application process?
• How did you get into this career?
• What made you choose this company?
• What is the market outlook for the future in this industry?
• I am fluent in a foreign language. Would this skill be helpful to your company?
Questions to Ask as Graduate Students - Continued

• What specific qualities and skills are you looking for in a top candidate?
• My major is [ ]. What career opportunities are available with your firm?
• May I give you a copy of my resume?
• Do you have a business card? May I have one?
• What steps would I need to follow to request a referral to your office in [ ] (another city)?
Networking

• Ask about possibility to meet with someone from the company – mentorship perspective
Resume – To bring or not to bring

- [http://www.youtube.com/watch?v=KPxf4EU92JM](http://www.youtube.com/watch?v=KPxf4EU92JM)
- Bring a couple printed on nice paper
- Pay attention to details
- Talk about your accomplishments
- Not much to say- Get experience
- Have different people read it – change it for the job
Resume’s Continued

– Job Fair-Recruiters want you to apply through work site – but may want to look at it while they talk to you

– Mixer – Companies may not be recruiting – so ask if the company has many projects on the go, who are they recruiting, do they see of any openings in the near future, what is their recruiting process
Business Cards

• Make them stand out
• Include your website
• Photo??
• Cannot use UofA Logo

http://us.moo.com
Job Pitch

- [http://www.quintcareers.com/interview_questions.html](http://www.quintcareers.com/interview_questions.html)
- What are your long range and short range goals and objectives?
- How well do you work with people? Do you prefer working alone or in teams?
- Have you ever had difficulty with a supervisor? How did you resolve the conflict?
- What do you consider to be your greatest strengths and weaknesses?
- What qualifications do you have that make you successful in this career?
- Which is more important: creativity or efficiency? Why?
- What's the most recent book you've read?
- What two or three accomplishments have given you the most satisfaction?
- What's one of the hardest decisions you've ever had to make?
- Why did you decide to seek a position in this company?
Follow-Up

• Make notes of people you talked to (write on their business cards info relevant to the person)
• Follow-up with people – especially if you said you would...or if you don’t hear from them
• Ask for interview or job prospects/job shadow.
BESTT and TEC Edmonton Mixer

• Who is BESTT
• What to expect
• April 24, 5-9 pm, Enterprise Square, TEC Edmonton

Bridge for Engineering, Science, and Technology Talent
References

- [http://www.career.arizona.edu/student/career-fairs-events/one-minute-commercial-(quick-introductions)](http://www.career.arizona.edu/student/career-fairs-events/one-minute-commercial-(quick-introductions))