The Truth About Getting A Job!

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Motivation
(Why Am I doing this?)

• We are engineers
  – We teach design and analysis
  – Cannot use these skills without a job
  – Usually when we teach, we give the tools to perform

• I have observed weird things in the market
  – People looking for workers cannot find them
  – People looking for jobs cannot find them
  – VERY OFTEN SAME DAY
Where the job market is NOT!

• Failures
  • Newspaper ads – 80%
  • Mailing out resumes – 92%
  • Job Fairs – 90%

• Somewhat Successful
  • DICE.COM
  • MONSTER.COM
  • Many others……
Is it About Qualifications?

• Often we hear it is “Who you know”
  – Reason job ads fail
  – Is this ethical?

• Your Qualifications DO matter

• People who refer and vouch for you
  – Theirs matter to
People are Key

• Companies hire people
• They do not hire!
  – Resumes
  – Emails
  – Job postings
Facts Summary

• Newspapers and Jobs board work poorly
  – People really do count
• Resumes are only a tool

To get the job it takes knowing people !!!!!!
Reality Summary

– But I have a resume!
– But I can find jobs on job board!
– But I can use email!

But I don’t know the right people!!!

NOW WHAT!
What to do

• Quit Looking for a Job
• Look for a place to serve….
Step 1 - Engaging!

• What is your passion? Who has similar passions?
• Go where those people are.
• Ask questions! Get involved. Expand your learning to industry.

DO NOT ASK FOR A JOB!!!!!!!!!!
Step 2 – Gathering Information
(Reverse Interviews)

• Ask people about their jobs.
  Key questions……..
    • What do you love about your job?
    • What do you hate about your job?
    • How did you get started?

• Ask about the company and the industry

• Find out who is doing what
Step 3 – Getting Employment

• Now you know who they are
• Now you know their needs
• Now you know what you want
• Go after a job! (Or take one that has been offered)
References

- www.jobhuntersbible.com/
- “What Color is Your Parachute?“
  By Richard Bolles