

Preparing for the Industry/Student Networking Night



THE UNIVERSITY OF BRITISH COLUMBIA
CAREER SERVICES

What are employers expecting?

- You to approach them
- You will ask questions that show you already know a bit about them
- You can talk confidently about your skills/ career goals/ employment interests
- You will show genuine interest in their organization



Sample Employers

- MDA (MacDonald Dettwiller)
- Thirdi Software
- BC Safety Authority
- Haakon Industries
- BigPark
- MTU Maintenance Canada
- Recon Instruments
- Kelsan
- Pulse Energy,
- Acclaro,
- ClearVision,
- Gumstix,
- Powertech,



Research Employers

1. Visit their **websites**

- About Us
- Careers – Look at actual job postings
- News

1. Search **Google News** for more info

- New products/services released
- Recent awards
- New leadership or strategic direction
- New markets

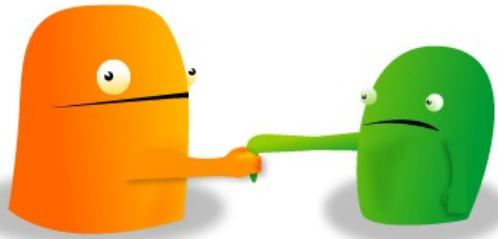


Networking Etiquette

- Eye contact / Confidence
- Repeat names
- Solid handshake
- Nametag on right shoulder
- Relationship building
- Business cards



The Limp, Dead Fish

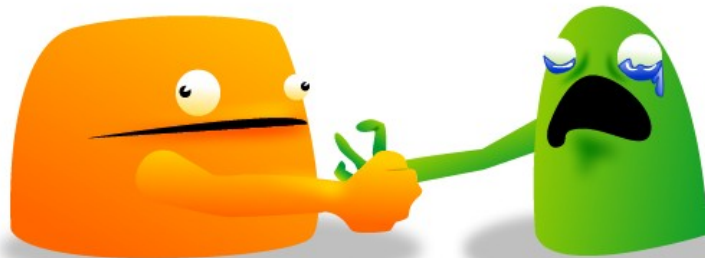


The Politician

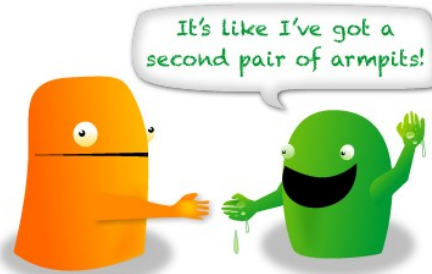
Those who shake with both hands are trying to sell you something.



The Bone Crusher



Sweaty McSweaterson



The Close Shaker

Really what they want is a hug.



The Never-Let-Go

..so then I said "get your baby off my lawn or I'll hit him with the pressure hose again!" So what does she do? She calls the cops! The nerve of some people... Hey, do you like raisins? I think raisins are really neat! Better than grapes, grapes are for chumps. One time I stuck a bunch of raisins in my underpants - it was so weird! LOL ... you dont talk much, do you?



The Professional Handshake

- Palm to palm
- Web to web
- Grip firmly
- Keep a strong wrist
- Let go!



How to start a conversation

- Smile can be seen from 30 meters away
 - Paul Ekman, Professor Emeritus (Psychology), University of California – San Francisco
- Introduce yourself with your NAME:

Name

Academic Background

Motivation for attending

Enquire about them



Good questions to ask:

- I read about your EIT program on your website and I'm curious if...
- What are some projects or clients that your EIT's work on?
- I read in the news that you just recently launched "xyz" – Curious how that's going and if your business is growing as a result?
- Is there a typical entry point for Masters / Phd students graduates in your organization?



Quick tips:

- **Plan your approach:** Pick A,B,C employers – work your way up to your favourite
- **How to end the conversation:**
 - Pay attention to clues that you should move on
 - “Thank you very much for your time. I appreciate the information. Have a good evening!”
 - “Please excuse me, I would like to go and say hello to XYZ”
- **Follow-up** – send a thank you email or follow up with a resume as discussed



Career Services and You

www.careers.ubc.ca

- Online Job postings
- Career Advising (one-one)
- Employer Information Sessions
- Workshops to improve your job search skills

