

Introduction to Job Hunting



Course Syllabus

- Search Mode
- Gearing Up
 - Building a Resume
 - Leveraging LinkedIn
 - Job Boards
- Engaging
 - Interview Tips
- Locking In
 - Salary Negotiations
- Now the Work Begins
 - The First 90 Days

Goals

- Learn to how to find fulfilling work
- Present yourself and your skills in the best way possible to maximize chances for callbacks
- Deliver a polished interview
- Negotiate the highest salary possible
- Create value for your new company as soon as possible

Career Development

- The “Company Person” is long gone; most people change jobs every 2 years.
- In fact, changing jobs every 2 years is the best way to maximize salary increases.
- Each job should teach you something you can take with you (transferrable skills).

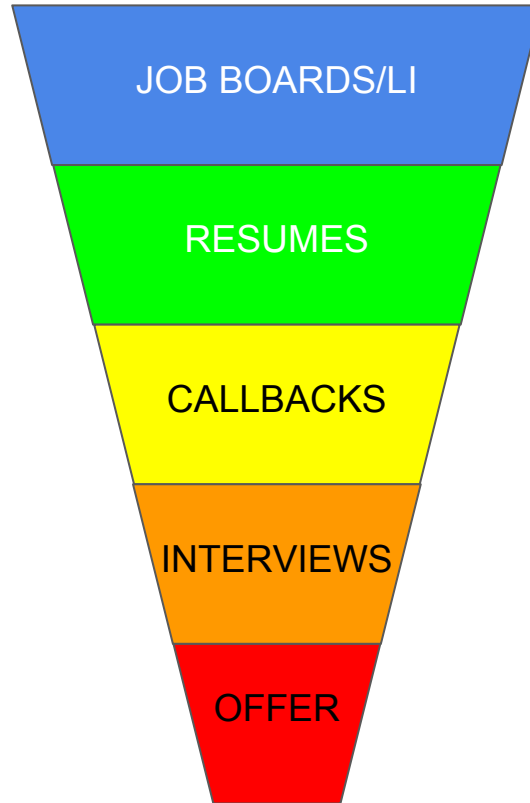
Like a Glove

- A satisfying career is not about money; it's about fit and fulfillment.
- Organizational behavior and motivation studies show that after a certain salary level, money becomes less of a motivator than other things, such as time off or work/life balance.
- Finding the right fit requires you knowing a lot about yourself, which may be hard if you've never had a job before.
- Have you interned?

Hard Reality

- At the beginning of your career, there isn't much to differentiate you from a sea of other applicants.
- You're often up against other applicants that do have experience.
- Do not get discouraged.
- Applying to jobs is a numbers game.
- The more you apply, the more callbacks you get, the more interviews you have, etc.
- You need to focus on maximizing your exposure with the least amount of effort

Job Funnel



Company Perspective

- They know they won't find the perfect candidate
- They are looking for the “best fit right now” candidate
- They have a position they need to fill
- Some companies have more urgency than others to fill positions
- Some companies have more applicants than others and can be pickier
- In some cases, recent grads are better options because they are a clean slate and need to be trained up
- All hires, experience or not, have a learning curve to overcome

More to Come!

Don't forget, over the next several lessons, we'll cover things like:

- Writing resumes, and building a LinkedIn profile
- Interview tips from the professionals (hiring managers and recruiters)
- Salary negotiation strategies that work
- Things you can do to ensure success after you're hired

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