Upcoming Events

- Mingling and Working the Room
  - Friday, Sept 12, 5-7 pm

- University-Wide Career Fair Days
  - Sept 16 and 17, 10 am-3:30 pm
  - Barton Hall

- Envisioning Yourself Outside of Academia: First Steps for Grad Students & Postdocs
  - Wednesday, Oct 1, noon-1 pm
  - 102 Mann

- Cornell’s Non-Academic Career Resources
  - Wednesday, Oct 8, noon-1 pm
  - 102 Mann

- Expanding Your Job-Search Skills
  - Tuesday, October 14, 8:30 am-4:30 pm
Preparing for the Career Fair: Approaches for Graduate Students and Postdocs

Christine Holmes
*Director of Post-Doctoral Studies, Caldwell Hall*
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Anne Poduska, PhD
*Graduate & International Student Career Advisor*
Cornell Career Services, Barnes Hall
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Where Can You Go For Help With Your Career?

- **Workshops and Events**
  - [Graduate School Program Chart](#)
  - [CCS Event Calendar](#)
  - [CCNet](#)

- **Websites**
  - [Cornell Career Services](#)
  - College career office

- **Career Offices**
# Career Services:

**Research Master’s and PhD students**

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<td><strong>Professional master’s students:</strong></td>
<td><strong>Contact your program’s office</strong></td>
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*Note: For professional master’s students, contact your program’s office.*
Career Services:

Postdocs

Graduate Students Interested in a Postdoc

Christine Holmes,
Director of Post-Doctoral Studies,
Caldwell Hall
ch18@cornell.edu
True or False?

Career Fairs are just for undergraduates.

FALSE
True or False?

You can stop by a career fair for a few minutes and casually meet employers.

GENERALLY FALSE
True or False?

You can get free things at career fairs.

TRUE
True or False?

You should only go to a career fair when you’re looking for a job.

FALSE
Most people get a job from a career fair.

**GENERALLY FALSE**
True or False?

You don’t need to wear anything special to a career fair.

GENERALLY FALSE
You can get a lot out of career fairs, but you need to do the following:

• Identify your goals for attending
• Conduct research in advance
• Develop a strategy
You can get a lot out of career fairs, but you need to do the following:

- Identify your goals for attending
- Conduct research in advance
- Develop a strategy
- Use the career fair in conjunction with other programs
- Wait in line and tolerate large crowds
- Be patient and polite
Presentation Goals

- Explain the purpose of career fairs: students and employers
- Discuss how someone with a graduate degree might benefit from attending a career fair
- Identify resources to help research employers and develop a career fair strategy
- Provide tips and suggestions to make the most of the University-Wide Career Fair
CCNet: A Key Tool

Cornell-specific database that includes:

• Information about employers
• Job postings
• Email notifications for events and employer info sessions
• Connections to Cornell alumni mentors
CCNet: A Key Tool

Sign up:

• Graduate students: take the tutorial, complete your profile
• Postdocs: send Christine Holmes an email (ch18@cornell.edu)

Pick a Grad School major: humanities, social science, physical science, life science
When is the University-Wide Career Fair?

Sept 16: Employers from All Industries
10 am – 3:30 pm, Barton Hall

Sept 17: Technical & Engineering Employers
10 am – 3:30 pm, Barton Hall

Who comes?
What happens?
Who Is Coming to the University-Wide Career Fair?

http://www.career.cornell.edu/events/university_fair/participants.cfm
Identifying Graduate-Degree Friendly Employers

• Search database of employers attending Career Fair
• Look at job postings on CCNet
• Conduct research on LinkedIn
• Talk to individuals in your field to see what employers have hired Cornell graduate students
Why Do Employers Come to Career Fairs?

Increase
“Brand Recognition”

Table at Career Fair
Information Sessions
Why Do Employers Come to Career Fairs?

Advertise Positions

- On CCNet
- Conduct on-campus interviews during or after the fair
- Conduct interviews at a later date, on- or off-campus
- On their own website
- Conduct interviews off-campus
Why Might You Attend the Career Fair?
Why Might You Attend the Career Fair?

- Practice talking to people about your background and career interests
- Identify interesting employers or industries and examine why they appeal to you
Why Might You Attend the Career Fair?

- Learn what skills or experiences are necessary for a particular industry or position
- Identify informational interview contacts if you’re considering applying for a job
- Learn about hiring cycles
Why Might You Attend the Career Fair?

• Get background information about an employer
• Make a good first impression with an employer to whom you submitted a job application
• Submit your resume / business card for future openings
Once you know your interests and what is being offered at the Career Fair...

then you can develop a strategy.
Developing a Strategy: Priorities and Logistics

1. **Decide what your top priorities are for the fair**
   - Do you want to meet a recruiter in person?
   - Do you need more information about how to transition into a new field?
   - Do you need new pens?
Developing a Strategy: Priorities and Logistics

2. Develop a ranked list of employers you’d like to meet.
   • Make a list of your top choices of employers and the questions you’d like to ask
   • List second, third, and fourth tiers of employers in case the lines are too long
Developing a Strategy: Priorities and Logistics

3. **Consider logistics**
   - Avoid crowds between classes
   - Decide how much time you can dedicate to the event
Developing a Strategy: Being Creative and Resourceful

- Go to an information session for larger employers
- Consider pairing up with friends and sharing information
- Think broadly about what companies do (they need technical and non-technical people)
- Use your time in line wisely
  - Listen to questions that people ask who are ahead of you in line—and ask something new!
  - Network with individuals standing in line with you
  - Visit other employer booths if they are empty
Developing a Strategy: Research Employers and Fields

- Use Cornell Career Services databases and resources
  - Hoover’s
  - CCS Link Library
  - LinkedIn
- Consider:
  - What connections do they have with Cornell?
  - What Cornell students have they typically hired and what backgrounds did they have?
  - How could you relate your background with what they do?
Developing a Strategy: International Students and Scholars

• Target companies:
  • That have international branches: Uniworld
  • That may sponsor H-1B visas: Myvisajobs.com
  • That have recruited international students in the past:
  • Understand what work authorization you have after you graduate (ISSO website and walk-in hours)
Do You Need a Resume? Business Cards?

Have copies of your resume available in case the employer is accepting them.

- **Note:** Some employers are unable to accept resumes because of regulations from the Office of Federal Contract Compliance Programs.
- In those cases, business cards can be accepted.
Do You Need a Resume? Business Cards?

To develop your resume:
• See Career Guide and Optimal Resume
• CV to Resume presentation
• Attend Resumaniacs on Friday, Sept 12

To order business cards:
• http://forms.store.cornell.edu/printshop/bc_student.aspx
• Save the $7 delivery charge by having them delivered to 103 Barnes Hall and you can pick them up
Develop a strong personal “elevator pitch” that highlights your skills and how you could contribute to their organization

- Identify your skills and strengths
- Identify the organization’s needs and interests
- Attend Career Services programs, look in Media Library: http://www.career.cornell.edu/resources/media/

*Mingling and Networking Workshop, Sept 12 5-7 pm*
Developing a Strategy: Formulating Good Questions

What questions could you ask?
Developing a Strategy: Formulating Good Questions

- Give a brief overview of who you are and what you’re interested in—and ask in which area of the company values these skills or interests.
- Find out what skills you would need to be a strong applicant.
Developing a Strategy: Formulating Good Questions

What questions could you ask?
Developing a Strategy: Formulating Good Questions

- Ask questions about recent events relating to the company
- Get answers to questions that might help with interviews (e.g. company culture, advancement)
- Learn what they like most about working for the company
Being a Good Career Fair Citizen

• Know when you should stop asking an employer questions
• Wear appropriate attire (at least business casual)
• Be mindful that you will be standing close to many people: don’t apply or project strong odors
• Don’t make your conversations all about yourself: try to contextualize your experiences and interests from the employer’s perspective
If You Don’t Feel Ready to Attend the Career Fair

- Meet with a career advisor or Christine Holmes
- Attend on-campus programming:
  - Cornell Career Services event calendar
  - Grad School Newsletter, Postdoctoral listserv
  - Grad School Program Chart
- Explore:
  - VersatilePhD
  - Link Library
- Attend other career fairs held in spring 2015
Career Fairs

University-Wide Career Fair
- September 16th and 17th, Barton Hall

ILR Career Fair
- October 22

Engineering Career Fair

Entrepreneurship & Startup Career Fair
- February 3, 2015

Non-Profit and Government Career Fair
- February 26, 2015
What Are Your Questions?