

Resent-From: Christopher Carroll <ccarroll@jhu.edu>
From: CHRISTOPHER METCALF <chris.metcalf@jhu.edu>
Subject: **Re: Job Market Preparation.**
Date: May 24, 2007 12:00:24 PM EDT
To: ccarroll@jhu.edu

Here is some other random advice.

They should get only "Pull and seal" envelopes (from staples) because the adhesive strip will make their life appreciably easier.

They should buy a leather padfolio (the term is from the staples webpage) or similar to carry from interview to interview, and put 1 copy of the jobmarket paper in it and 3 copies of the resume and that's it--nothing else. I lugged my bag around which was not necessary and somehow didn't look quite as serious because I was carry around tons of junk. Plus, it sucked to waste interviewing time looking for something in my bag. One simple folio would make the personal presentation sleeker. In addition, this will give paper right at hand.

This bring me to three points about the interview: (1) you should write down the names of your interviewers, first thing--you will forget them and they are not wearing name tags--undoubtedly someone will ask you: oh you interviewed at ____, did you get __ as an interviewer?, (2) if you ask questions, then you should write down the person's answer--its a sign of respect, plus you will definitely forget what they said and (3) each candidate should make a simple typed 1 page fact sheet about the department that they can glance at (you could put questions at the end)--this will avoid dumb statements and also if they see it--it is a sign of respect. For instance avoid this mistake:

interviewer: What classes would you like to teach?

me: IO and possibly an economics of innovation class for Ph.D. students so they could participate in my research.

interviewer: we don't have a Ph.D. program.

I would also recommend using an online scheduling program like Google's to schedule interviews, and into this online schedule put every imaginable detail you have gotten like peoples names, phone numbers, who the interviewers are. Since it is online, you will be able to access it from anywhere in case you loose something or in case someone wants to schedule an interview while you are visiting somewhere etc.

With regards to economic consulting firm interviews, if you go into this interview with any attitude other than I will accept this job if offered to me, then you do not have a chance. These people's radars are tuned into the fact that academic people regard these as a fall back option and will tell you to screw off at any indication that you regard their job as a second-best option. Typically, they have gone to schools that rank higher than Hopkins and are personally very aggressive, so that take this as an insult and a waste of their time. They want someone who wants the job. I was asked directly if we offered you this job would you take it. Of course the answer was, depends on the counter offers. So they asked, precisely which places if offered would you take over us. So they will definitely press the point and firm, affirmative answers need to be given. Sometimes you will be interviewing for a transfer pricing position, in which case you should know what that is:

calculating value added prices within a multinational firm for the purposes of paying taxes (for instance on a car whose production is spread out over different countries).

Saving the worst advice for last: It is important to realize that in these interviews you are not as much defending your job market paper as convincing a group of middle aged men that you are upbeat and productive. How you do that is through explaining your job market paper and do it in a fashion that conveys that you are excited about research you have done and will do. It is important not to neglect either past research (job market paper) or future research. Being excited about past research, shows that you will be a person who likes to sell his work and wants to communicate it to the rest of the profession, which is really important. Being excited about future research, conveys that you will be productive and have a decent chance to make tenure etc.

--Chris Metcalf