

# Landing Your Internship

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Leveraging Your Data Skills and Nailing Your Internship  
[bit.ly/acflippo-ucla-workshop](https://bit.ly/acflippo-ucla-workshop)

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DO WHAT  
YOU

LOVE

WHAT  
YOU DO

# Outline

- Understand your goals
- Technical skills
- Communication skills
- Work and results you can speak to
- The elevator pitch
- Interview skills
- What to say when you don't know
- Tap your network



# Understand Your Goals

Ask yourself:

- Where can you work? In any city?
- What do you want to work on?
- Who do you want to work for?
- How to get your foot in the door?
- Do you want to make money to pay for school?

# Technical Skills



Where does the data you analyzed come from?

- What kind of databases? MySQL, Postgresql, Redshift, ...
  - Install a database on your computer, load data, connect to it, run analysis
- Do you know SQL?
  - [w3schools.com/sql](https://www.w3schools.com/sql/)
  - [udemy.com](https://www.udemy.com/)
  - [codecademy.com/learn/learn-sql](https://www.codecademy.com/learn/learn-sql)
- Do you have scripting skills to manipulate data?
  - Unix skills, bash or python scripts, cloud computing (AWS)

If you can't communicate, it's like  
winking at a girl in the dark

~Warren Buffett

[KissSpeakingTips.com](http://KissSpeakingTips.com)

# Communication Skills

- You are as good as your communication skills
  - Written/Presentation: sway opinions
  - Verbal: talk simply and succinctly
- Create a group of friends to practice presenting
- Join Toastmasters ([westsidetoastmasters.com](http://westsidetoastmasters.com))
- Practice writing ... start a blog



# Work and Results

I am a student. Where can I find results to showcase?

- Class projects and write a blog
- Attend data fests and hack-a-thons & meet people
- Start a github repo to showcase your code
- Contribute to open source projects (fix a few bugs)
- LinkedIn profile

Start to build your work history & show your passion

# Work and Results (cont'd)

Bonus if you can give me your resume right now!

Convey Your Skills Concisely: <https://youtu.be/xnQr3ohml9s>

Effective Resume Components: <https://youtu.be/AiFcaHRGdEA>

Resume Structure: <https://youtu.be/POM0MqLTj98>

Describe Your Work Experiences: <https://youtu.be/B1LED4txinI>

Resume Reflection: [https://youtu.be/8Cj\\_tCp8mls](https://youtu.be/8Cj_tCp8mls)

Resume Review: Have a friend do a 2-minute resume review

**YOUR  
FUTURE** 



# **Elevator Pitch**

In less than 3 minutes ...

In less than 3 sentences ...

Tell me something interesting about you!

# The Interview



# Interviewing Skills

With some work history (github, blog, LinkedIn) to speak of:

- Be humble but confident
- Be genuinely curious
- Be prepared
- Show your passion
- Practice and videotape yourself ... how do you come off?

# Interviewing Skills (cont'd)

- Mock Interviews with an older friend who is working (e.g. your cousin, sibling, aunt/uncle)
- Be prepared to do some pair programming
- Get mentorship
- Prepare a thoughtful list to ask the interviewer if given the chance
  - How would you describe your management style?
  - How does the team collaborate?
  - Will this position be paired with a senior person?

# What to Say if You Don't Know ...

- Take Your Time (Don't be flustered)
  - Acknowledge the question (Hm, that's a good question ...)
- Think Aloud
  - Outline high-level steps on how you might solve a problem
- Redirect
  - Something I don't have direct experience but here's a similar situation and how I approached it
- Have a Fail-Safe
  - It's something I haven't had a chance to look into but would love to learn more given the opportunity. I'll research that on Stackoverflow or similar sites





# Tap Your Network

Wait ... I have a network?

- Facebook Friends - join professional groups
- LinkedIn Colleagues - professional groups
- Older siblings or cousins
- Friends of Friends
- Attend Meetups and make more friends & learn a skill

# Get Your Internship / Job

- Plan Ahead - be aware of deadlines
- Career Centers
- Look at company's job sites
  - [careers.google.com/students/](https://careers.google.com/students/)
  - [careers.microsoft.com/students/internships](https://careers.microsoft.com/students/internships)
- Drop a friendly note in your network
- Attend conferences and hand out your business card
  - Have a fun but professional business card to remember you by

# Landing the job ...

- It's a numbers game!
- Apply to 10 positions, might get 3 phone interviews
- Out of 3 phone interviews, might get 1 in-person interview
- Don't be too worry if you don't get an offer for the first 10 applications!
- Persevere! Have Grit!
- Don't email the interviewer to ask "Why didn't I get it?"

# No Internship?

What do I do if I didn't get an internship this year?

- Design your own personalized internship
- Use Open Data to find something insightful
- Publish yourself! Blog or other sites ([wequantla.com](http://wequantla.com))
- Volunteer! You can still gain valuable data analysis experience

*Thank  
you*

