**Unit 9 – Informational Interviews**

Steve Dalton – The 2 Hour Job Search

* A systematic approach for going from TIARA
* Trends, Insight, Advice, Resources, Assignments
* **Trend questions:** situation rapport, big picture questions for the company
* **Insight:** personal successes
* **Advice:** remember what it is like to be me, what would you do?
* **Resources:** What research/work do you do to say current in your job?
* **Assignments:** helps you build up the toolbox
* Look at the company headlines (news they are excited about)
* People are doing a favor, so make sure to thank them
* Set a recurring monthly reminder to reach out to the person

Springboard Informational Interview

Gather information

Beyond a great portfolio and technical skills, what are the most important things you look for in a data scientist?

\*Aside: Nick can be a great mentor, be humble yet bold

Building your Professional Network

As an introverted people person, make sure you have time to wind down.

Have enough self-awareness to recognize your values in others, so that you can identify individuals

* Honesty, celebration of failure is one of my key values

Ask what the preferred mode of communication is for an interview …

Culture fit has the potential to multiply performance (do they share your values?)

Get coaching and feedback to mold yourself into the culture

Create a networking tracking spreadsheet