



Networking and Interview:

*The Fine Art of Getting Long With People
in Business Contacts*

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About Me

Career Focus:
Student Development



Hometown:
Fujian, China

Alma Mater:
University of Michigan
– Ann Arbor



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The Purpose of Networking

2

Before: Prepare Yourself

3

During: Start Conversation

4

After: Follow Up



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The Three Ws of Networking



Why:

- Gather information
- Increase Contacts
- Further Career

Who:

- Alumni
- Recruiters
- Fellows

Where:

- Career Advice Network (CAN)
- Alumni Events (*MCC)
- Career Fairs
- Professional Conferences
- LinkedIn Groups



Change Your Mindset



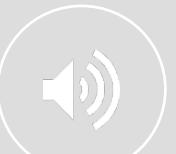
A skill that you have to train yourself to do and practice



With a genuine intention of learning from others



People like talking about themselves

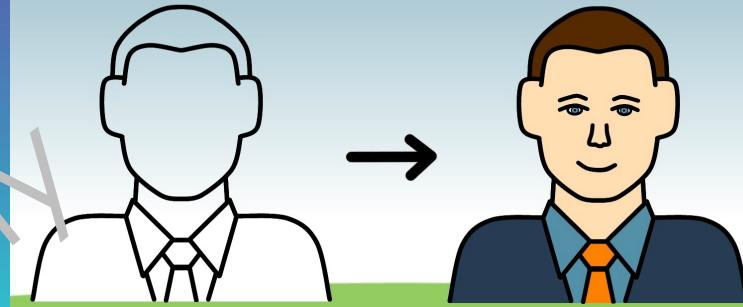


Do research, ask thoughtful questions, and be appreciative!



Personal Brand

Before Networking: Build Your Online Image



500 MILLION
MEMBERS IN OVER
200 COUNTRIES

94%
OF RECRUITERS USED
TO CHECK OUT
CANDIDATES

LinkedIn



255 MILLION
ESTIMATED MONTHLY
VISITORS

79%
OF RECRUITERS HAVE
HIRED A CANDIDATE
THROUGH



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Before Networking: Develop Your Elevator Pitch



- Your Questions?
- Why are you a good fit?
- Why are you interested in the company?
- What do you have to offer?
- Who are you?



During Networking: Ask Smart Questions



Don't ask those

- You can easily get answer by yourself
- They don't know the answer
- They are not in the position to comment

Do ask those

- Can make them feel good about themselves
- Demonstrate your interest and commitment
- Show your unique skills and experience



After Networking: Thank you & Follow up

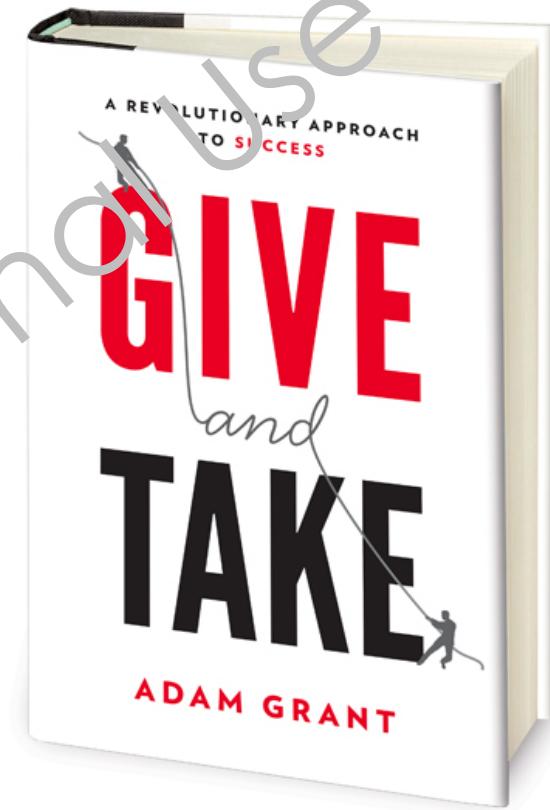
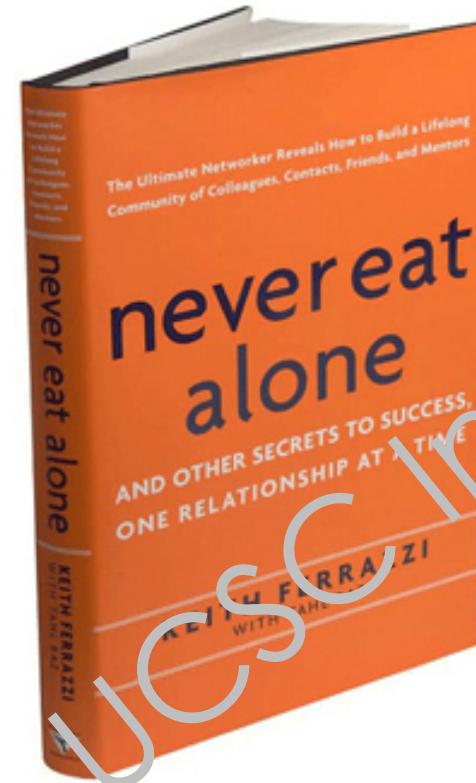
Customize your content:

- Remind them who you are, when and where you just met
- Thank their time, tips, resources, contacts, etc.
- Demonstrate how you plan to use their advices

Show thoughtfulness toward people



Recommended Reading



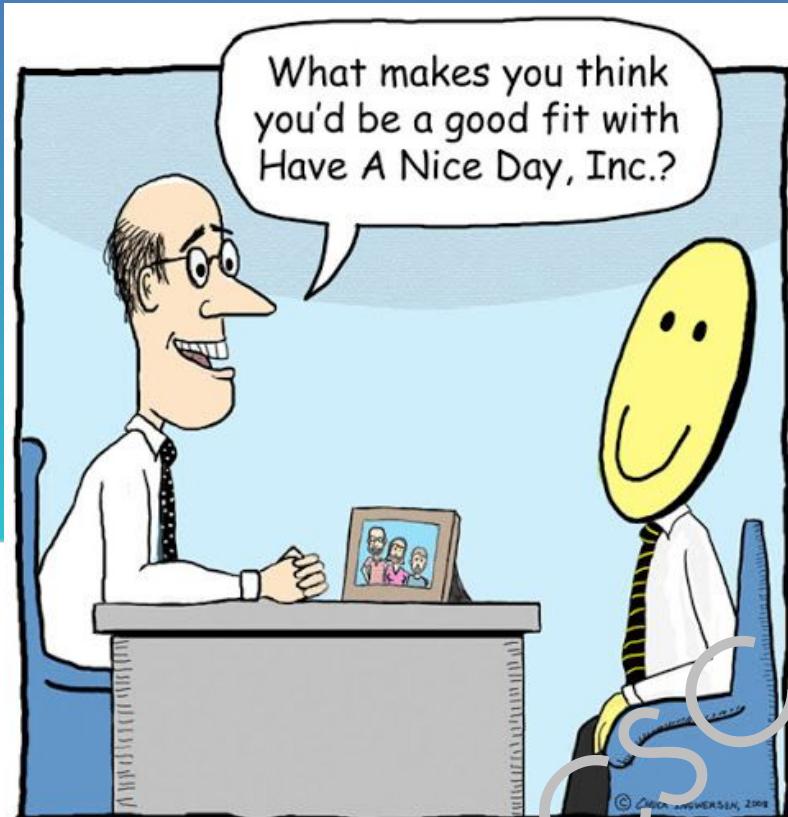
Questions?

CONTENTS

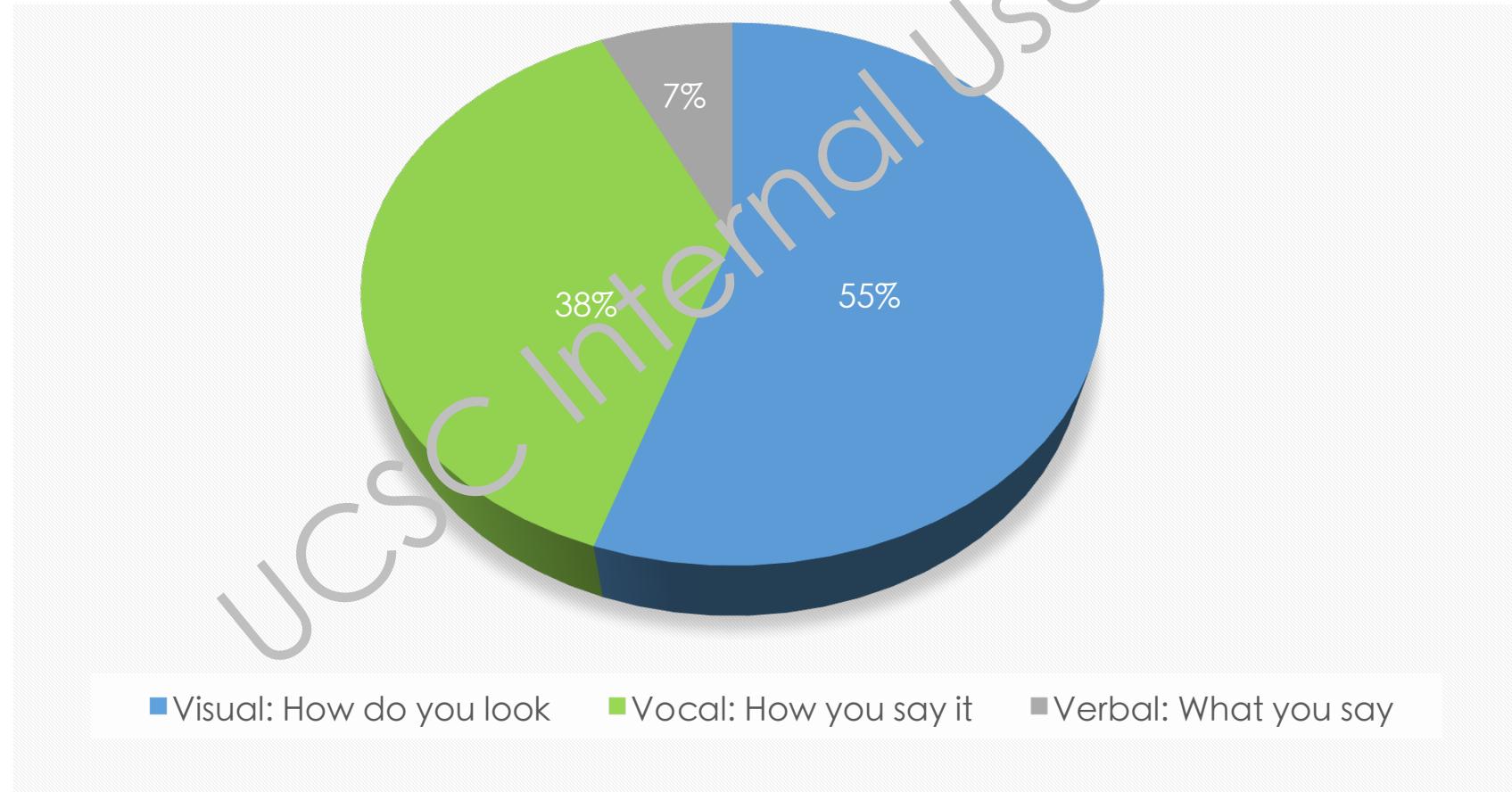
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- 1 The Purpose of Interview
- 2 Before: How to Prepare
- 3 During: How to respond
- 4 After: How to follow up

The Four Cs of Interview



Before Interview: Make a Positive Impression



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Before Interview: Do Your Research

About us



Industry

Key market players
Challenges and growth
Trending news

Company

Mission statement
Business Model
Organizational chart
Recent development

Position

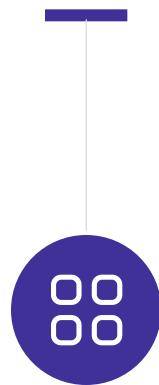
Skills and responsibilities
Work environment
How it impacts business

Predecessor

Performance
Career Path



Before Interview: Reflect & Rehearse



Go through your resume



List your star stories



Prepare answers



Practice and ask for feedback



Frequently Asked Questions



Tell me about
Yourself

Your strengths
and weakness

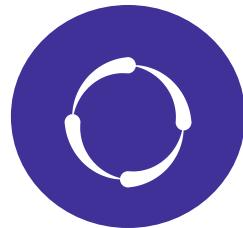
Do you have any
question for me?

Why are you interested
in this position

Behavioral Questions



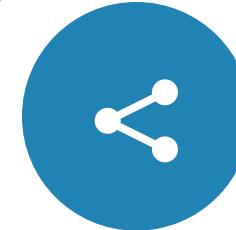
During the Interview



SOAR framework



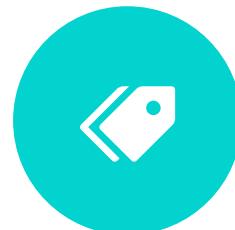
Pause for emphasis



List of three items



Keep calm

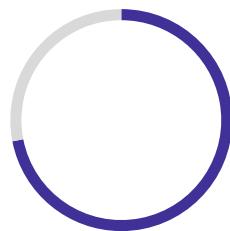


Be honest

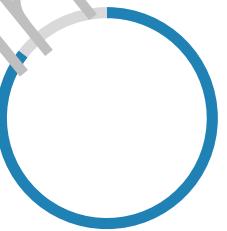


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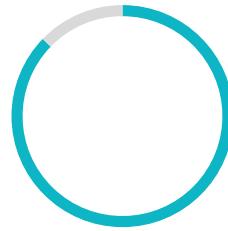
Closing the Interview



I noticed XXX on your website. Can you tell me more about that?

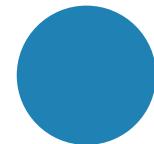


How would you describe your management style?

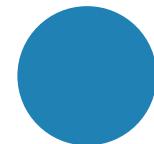


Can you describe the team I will be working with?

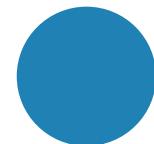
After the Interview



Reflect: your answers and learning



Thank you letter: reiterate your strengths and interests



Follow-up: ask about status, respond to decisions

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Questions?



Coming Soon

1/24: Career Success in the U.S (international Grad Student only)

1/25: Econ Career Drop-in

1/26: Alumni Panel: Careers in Wealth Management

2/16: Econ Interview Practice

2/22: Econ Career Drop-in

2/24: Multicultural Career Conference

3/9: Graduate Internship Fair

3/16: Econ Interview Practice



Come to the Career Center



Drop-ins:
Mon/Wed/Fri: 1-2:45pm

Make Appointments through SlugQuest

