



Caps and Gowns but No Career Prospects for Grads Without Connections

好工作靠的不只是文凭，还要有人脉

Date: Jun. 7, 2023

474 Words

As her graduation from New York's Baruch College approached in 2018, Vanessa Mercedes **dutifully** sent out her resume. She watched classmates **snap up** offers at companies like Procter & Gamble and Facebook. But every time she applied, nothing happened.

2018年，凡妮莎·梅塞德斯即将从纽约巴鲁克学院毕业，她尽心尽力地投递了简历。眼看着同学们拿下了宝洁和 Facebook 等工作机会，但凡妮莎每次申请都一无所获。

That's when she realized just how important it is to have a professional **network** — something others seemed to have already. She had missed out on establishing those critical links while pursuing her degree and **juggling** two jobs.

那时凡妮莎才意识到人脉是多么重要——别人似乎都有人脉。上大学时她一边攻读学位一边打两份工，错失了建立这些关键联系的机会。

"I cried at graduation," she says, "because I realized that it's not enough to have a college degree."

"我在毕业典礼上哭了，"她说，"因为我发现仅仅有一个大学学位是不够的。"

The sad truth? She's no outlier.

可悲的是凡妮莎这样的毕业生并不是少数。

I've spent the last decade studying how people make meaningful connections and how those connections open doors to opportunity. For example, an estimated half of **internships** and jobs come through personal connections. But the social side of the **equation** is **woefully absent** from the **dominant**

dutifully ['dju:tɪfəli] *adv.* 尽责地，忠诚地 | I dutifully wrote down every word. 我尽责地写下了每一个字。

snap up 抢购，赶紧买下；急于聘请 | People were snapping up bargains. 人们在抢购便宜货。

network ['netwɜ:k] *n.* 关系网，人际网；网络，网状系统 | It's important to build up a network of professional contacts. 建立同行人脉关系是很重要的。

juggle ['dʒʌɡl] *v.* 尽力同时应付（两个或更多的重要工作或活动）；玩杂耍 | Working mothers are used to juggling their jobs, their children's needs and their housework. 为人母的职业女性已经习惯了既要工作，又要照顾孩子，还得做家务。

internship ['ɪntɜːrnʃɪp] *n.* 实习期；实习工作

equation [ɪ'kwɪʃn] *n.* （多种因素的）平衡，综合体；方程，等式；相等 | The tourist industry forms a crucial part of the region's economic equation. 旅游业构成该地区经济总量中至关重要的一部分。

woefully ['wəʊf(ə)li] *adv.* 非常，

narrative about opportunity in America.

在过去的十年里，我一直在研究如何建立有意义的人际关系，以及如何靠这些关系打开机遇之门。例如，估计有一半的实习和工作是通过个人关系获得的。但在美国关于机遇的主流叙事中，社交因素被大大忽视了。

There is an **unspoken** understanding in business, from the boardroom to the mail room, and from retirees to newcomers, that who you know matters **immensely**. Still, the idea of **meritocracy** holds that those who work hard enough can get where they want to go.

从董事会会议室到收发室，从退休人员到新人，商界存在一种不言而喻的共识，那就是你认识的人非常重要。不过，精英主义的理念认为，只要你足够努力，就能去到想去的地方。

Reality tells a different story. Most young workers today aren't attaining a "good job," meaning one that affords economic self-**sufficiency** (in Massachusetts, that requires annual pay of at least \$43,000), until their early 30s. Meanwhile, the average college graduate **owes** roughly \$30,000, and 40 percent of recent grads **wind up** in roles not requiring a degree.

但事实并非如此。如今，大多数年轻人在 30 岁出头之前，都找不到一份“好工作”，也就是经济上能自给自足的工作（在马萨诸塞州，这需要年薪至少 4.3 万美元）。与此同时，大学毕业生平均负债约 3 万美元，40% 的应届毕业生最终做的是不需要大学学位的工作。

We must ask the hard question, then, of institutions selling the promise of a better life: Are colleges doing enough to help students secure good jobs?

那么，对于那些承诺给学生一个美好未来的大学，我们必须提出一个棘手的问题：大学在帮助学生找到好工作方面做得够不够？

The answer is no. Colleges' career services offer low value and see low usage. A lone staff member typically supports over 2,000 students. Many only offer the **occasional job fair** and

严重；悲哀地，悲伤地 | Medical supplies are woefully inadequate. 医药供应严重不足。

absent ['æbsənt] *adj.* 缺席，不在；缺乏的，不在场的；心不在焉的 | Love was totally absent from his childhood. 他童年时根本没有受到疼爱。

dominant ['dɑːmɪnənt] *adj.* 首要的，占支配地位的 | The firm has achieved a dominant position in the world market. 这家公司在国际市场上占有举足轻重的地位。

narrative ['nærətɪv] *n.* 描述，叙述

unspoken [ˌʌn'spəʊkən] *adj.* 未说出的，默契的，心照不宣的

immensely [ɪ'mensli] *adv.* 极端地，非常，极大地 | I enjoyed this movie immensely. 我非常喜欢这部电影。

meritocracy [ˌmɛrɪ'tɑːkrəsi] *n.* 精英管理（制度）；精英管理阶层

sufficiency [sə'fɪʃnsi] *n.* 足量，充足 | The war has affected the country's economic sufficiency. 战争已经影响到了这个国家的经济富足。

owe [oʊ] *v.* 欠（债），欠（账）；归因于，归功于 | He owes his success to hard work. 他的成功是靠勤奋工作。

wind up 以……告终（或终结）；结束 | If you take risks like that

arcane alumni directories. It's no wonder that among **an array of** career skills, the ability to network is the one college seniors say they're least confident in.

答案是否定的。大学的就业服务没什么价值，利用率低。一个工作人员通常要负责 2000 多名学生。许多学校只是偶尔办场招聘会，提供一些晦涩难懂的校友名录。难怪在一系列职业技能中，大学毕业生说他们对建立人际关系最不自信。

College's **anemic** career services cost everyone. But first-generation students like Vanessa Mercedes pay the biggest price. While more affluent students with college-educated parents can **tap** personal connections, those without inherited networks are at a **steep** disadvantage.

大学无效的就业服务让每个人都付出了代价。但像凡妮莎·梅塞德斯这样的家庭第一代大学生受到的伤害最大。父母受过大学教育的富裕学生可以利用个人关系，而那些无法继承人际关系的学生则处于非常不利的地位。

Meritocracy's **champions** may argue that what you know, not who you know, matters most. But relationships deeply affect students' sense of what's possible and **buoy** graduates throughout their careers.

精英主义的拥护者可能会辩称，最重要的是你学到了什么，而不是你认识谁。但人际关系会深刻影响学生对可能性的认识，并在他们的整个职业生涯中起到支撑作用。

For decades, we've sent students a clear message: Go to college to improve your prospects, and hard work will take care of the rest. But it turns out there's a gap — sometimes a wide one — between earning a degree and **landing** a job. That gap will persist until college leaders stop treating career services as an **afterthought** and start helping students build the networks they need to get the jobs they want.

几十年来，我们一直向学生传达了一个明确的信息：上大学是为了有

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you'll wind up dead. 你要是冒那种险就会把命赔上。

occasional [ə'keɪʒənəl] *adj.* 偶尔的，偶然的，临时的 | He made occasional visits to London. 他有时候会去伦敦。

job fair 职业介绍会，招聘会

arcane [ɑ:r'keɪn] *adj.* 神秘的，晦涩难懂的

alumni [ə'λʌmnaɪ] *n.* 校友，毕业生 | the University alumni association 大学校友会

directory [də'rektəri] *n.* 名录，电话号码簿，公司名录；目录

an array of 一大批，一系列

anemic [ə'ni:mɪk] *adj.* 无力，无生气的；贫血的

tap [tæp] *v.* 利用，开发；轻拍，轻敲 *n.* 水龙头 | Are you tapping your staff's full potential? 你是不是充分挖掘了员工的潜力？

steep [sti:p] *adj.* 过分的，过高的；陡峭的；急剧的 | a steep increase in house prices 房价的急剧上涨

champion ['tʃæmpiən] *n.* 捍卫者，拥护者；冠军，第一名 *v.* 捍卫，声援 | a champion of women's rights 妇女权利捍卫者

buoy ['bu:ɪ] *v.* 鼓舞，鼓励；使漂浮，使浮起 *n.* 浮标 | They are buoyed up by a sense of hope. 希望使他们振作起来。

land [lænd] *v.* 成功得到，赢得（尤

一个更光明的未来，而努力工作则会解决其他问题。但事实证明，拿到学位和找到工作之间是有差距的，有时差距还很大。要消除这种差距，大学领导不能再把就业服务当作事后的补救办法，要帮助学生建立他们获得理想工作所需的关系网络。

指许多人想得到的工作) | He landed a job with a law firm. 他在律师事务所谋得一份工作。

afterthought [ˈæftərθɔ:t] *n.* 事后想法, 事后添加的事物 | They only invited Jack and Sarah as an afterthought. 他们邀请杰克和萨拉不过是事后想起的补救办法。

► 脉络梳理

Para. 1-4 以凡妮莎为例引出话题：想找到好工作，只有大学毕业证还不够，还需要人际关系

Para. 5-7 分析人际关系的重要性，指出当前人际关系没有得到重视

Para. 8-10 指出大学在帮助学生找到好工作方面做的还不够，导致第一代大学生处于不利地位

Para. 11-12 再次强调人际关系的重要性，并提出建议

► 长难句拆解

主语+系动词 表语从句

宾语从句，作 realized 的宾语

That's when she realized just how important it is to have a professional network

professional network 的同位语

定语从句, 修饰 something

— something others seemed to have already.