International Students: U.S. Job (Intern) Search
Evaluate Today’s Program

• Check iPhone for link to program evaluation
• Have you learned from the program today?
  – I have learned more about myself.
  – I have learned more about connecting with employers.
  – I have learned more about how to be a professional.
• Comments & Ideas
Learning Outcomes

• As a result of this workshop, [international students] will be able to:
  – Identify individual job/intern/career goals
  – Select four job/intern/career resources
  – Target and research employers
  – Learn four job/intern search strategies
  – Communicate basic networking pitch
  – Identify search/cultural/language/visa challenges and communicate basic employer response
How do I find a job in the U.S.?
What do I do to find a job?

• **Identify**: your job search goals (location, industry, job titles, duties)
• **Understand**: job search competitiveness
• **Identify**: search resources, services available
• **Research**: employer targets, informational interviews, search resource lists
• **Market**: resume/cover letter, create your pitch, brand identity, online profiles
• **Network**: start now, faculty, friends, GW alumni, employer events, research, LinkedIn
• **Interview/Negotiate**: salary, terms
• **Learn**: to be successful in U.S. workplace
Today

• **Identify your job/intern search goals**
• Know your job/intern search resources/services
• Target/research employers
• Select/employ job/intern search strategies
• Communicate basic networking pitch
• Understand cultural/language/visa challenges and communicate basic employer response
Identify Your Job Search Goals

1. 
2. 
3. 

Goals
Identify JS Location Goals

• For how many is this true?
• Upon graduation, I prefer to:
  – Return to my home country
  – Obtain OPT, work 12-27 months; return home
  – Obtain OPT, H1B visa for 3 years; return home
  – Obtain H1B visa; permanent residency
Identify JS Skills, Values, Dreams

• What do you do well?
• What are your skills/strengths?
• What interests you?
• What are your likes/dislikes?
• What is important to you?
• What are your values/goals/dreams?
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GW Career Center Services

- **Career Coaching**: Discuss resumes, cover letters, job/intern search, interviews assistance, career resources
- **Career Workshops**: Job search/employer programs and industry panels
- **Self-Assessment**: Skills, interests, goals
- **Employers**: Career Fairs, site visits
- **Career Success Plan**: Action outline
Job Search Workshops/Events

• Workshops/Major Events for IS
• International Student Career Ambassadors
  – Trained IS critique resumes and cover letters
• Top Ten Job Search Tips for IS
• Your GW Career Center
• CCS webpage:
  careerservices.gwu.edu/international-student-assistance
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Research and Target Employers

- Hire CPT/OPT or sponsor H1B
- May not consider internationals
- Alumna/e working in U.S.
- US companies in home country
- Attend Career Fair/Alumni Events
- International organizations
- Network, network, network
- Avoid U.S. federal, state or local governments
Employer Resources

• [www.myvisajobs.com](http://www.myvisajobs.com)
  - Lists foreign nationals seeking employers
  - Lists employers accepting H1B Visa holders

• [http://www.h1base.com/visa/workintheusa/work/HowtofindH1BJobs/ref/1261/](http://www.h1base.com/visa/workintheusa/work/HowtofindH1BJobs/ref/1261/)
  - H-1B free job search tips

• [www.internationalstudent.com/jobsearch](http://www.internationalstudent.com/jobsearch)
  - Employment listings available by region and industry
Additional Employer Resources

• US Citizenship and Immigration Office
  http://www.uscis.gov/working-united-states/students-and-exchange-visitors/students-and-employment
  – US Government information about VISAS

• Directory of American Firms Operating in Foreign Countries/Foreign Firms Operating in the U.S.
## Track Employers Targets

<table>
<thead>
<tr>
<th>Industry</th>
<th>Potential Employer</th>
<th>CPT/OPT</th>
<th>Future H1B</th>
<th>Contact Name</th>
<th>Source</th>
<th>Info Interview</th>
<th>Ideas, Themes, Trends, Follow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tech</td>
<td>EPIC</td>
<td>CPT only</td>
<td>OPT</td>
<td>Qing Yang</td>
<td>GWork</td>
<td>For 9/24</td>
<td>Listed on H1B</td>
</tr>
<tr>
<td>Public Policy</td>
<td>Brookings</td>
<td>YES</td>
<td>YES</td>
<td>Kathy</td>
<td>Career Fair</td>
<td>TBD</td>
<td>Find CCS who might refer</td>
</tr>
<tr>
<td>Banking</td>
<td>The World Bank</td>
<td>YES</td>
<td>Unlikely, need experience</td>
<td>Imran</td>
<td>Imran’s brother worked</td>
<td>For 10/15</td>
<td>George said to up in 10/30/15 Spr 16 intern</td>
</tr>
</tbody>
</table>

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Job Search Strategies

- Create Your Job Search Goals
- Identify Resources and Services
- Resume/Cover Letters
- Networking
- Professional Introduction/Pitch
- Interviews/Informational Interviews
- Professional Attire
- Tracking
- Know Your Challenges
- Understand U.S. Employers
Networking*

• Hidden U.S. Job Market
• 80% of all U.S. jobs are never advertised or listed
• Networking is #1 job search strategy
  – Events: Social invitations, alumni events, activities, class and faculty contacts, professional programs, networking connections, fellow students . . .
  – Online: LinkedIn, Twitter, Facebook . . .
  – Life: Happenstance, grocery store, taxi, plane, friends
Network On Campus: Start Today!

- Join GW student organizations to meet new people
  - International Student Community
  - Suggestions?
- Actively engage US students
- Practice English daily with native English speakers
- Visit the Center for Student Engagement
- Volunteer (CCEPS)
- Join discussion groups outside comfort zone
- International alumni
  - [http://alumni.gwu.edu/international-alumni-networks](http://alumni.gwu.edu/international-alumni-networks)
Professional Pitch*

• “The Elevator Pitch”
  – May be up to two minutes
  – Connect with employer
    • Breathe, smile, eye contact, handshake
  – Brief introduction of yourself
    • Name, degree, major, grad date
    • Identify your career goals, your skills
    • Describe why you targeted this organization
  – Demonstrate knowledge about the company
**SHE** *(Smile+Handshake+Eye)*

- Smile
- Handshake
- Eye contact
Professional Pitch*

INTRODUCTION
- Name
- Class year
- Major
- What are you interested in? (specific position, learn about field or company, identify summer internships?)

IDENTIFY SELLING POINTS & CREATE 30-SECOND PITCH
- Top skills and where you have demonstrated skills
- Top accomplishments
- Top leadership activities
- Class projects

WHAT DO YOU WANT FROM YOUR INTERACTION?
- What are your objectives?
- What questions will you ask?
Information Interview*

• An opportunity to gather information and build relationships for the future
• Dress AS IF going for an interview. Be professional.
• Schedule and stay for only 30 minutes.
• Afterwards, reflect on what you learned.
• Write a thank-you letter within two days.
• NEVER ask for a job: You are looking for connections
• DON’T ask: “Does your organization sponsor H1-B visas?”
• DON'T talk about yourself. Ask questions and request advice and suggestions.
Interviews

• Before
  – Research, research, research the employer
  – Identify location and visit before/Arrive early
  – Practice using InterviewStream on GWork
  – Practice – out loud – answering questions

• During
  – SHE: Smile, handshake, eye
  – Answer questions
    • Situation, task, action, results

• Employ stress relievers
Practice Answers to ??

• Why are you interested in ___?
• What do you know about _____?
• Why did you chose _____ as a major?
• Why did you chose _____ as a career option?
• What contributions will you make?
• What are your career goals?
Ask the Employer ???

• What skills are seeking for the position?
• What are the day-to-day responsibilities?
• What are you looking for in a new employee?
• What are the organization’s plans for the future, or expansion, or new services?
## Track Employer Contacts

<table>
<thead>
<tr>
<th>Industry</th>
<th>Potential Employer</th>
<th>Name Professional Contact</th>
<th>Title Professional Contact</th>
<th>Position Applied</th>
<th>Source</th>
<th>Info Interview</th>
<th>Ideas, Themes, Trends, Follow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tech</td>
<td>EPIC</td>
<td>John Smith</td>
<td>Director of Programs</td>
<td>Programmer</td>
<td>GW Alum</td>
<td>For 9/24</td>
<td>Listed on H1B top</td>
</tr>
<tr>
<td>Public Policy</td>
<td>Brookings</td>
<td>Doug Shaw</td>
<td>AVP GWU</td>
<td>Research Analyst</td>
<td>See contact</td>
<td>TBD</td>
<td>Find CCS who might refer</td>
</tr>
<tr>
<td>Banking</td>
<td>The World Bank</td>
<td>George Jones via LinkedIn</td>
<td>Tech Manager</td>
<td>Tech Internship</td>
<td>Imran’s brother</td>
<td>For 10/15</td>
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Professional Attire

• Suit
  – Well fitted, conservative presentation
  – Clean and pressed (ironed)
  – Men: Dark suit, shoes, socks; White button-down shirt, tie
  – Women: Dark suit, shoes; Hose, Blouse

• Accessories
  – Shoes: Low heels
  – Jewelry: Conservative, limited

• Portfolio
  – Avoid backpack
  – Resume copies
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U.S. Employment Challenges

• Employers
  – Labor-immigration regulations
  – Employers’ hiring preferences

• Students
  – Lack of English language proficiency
  – Able to adjust/understand U.S. work culture
Top 10 Skills Sought by U.S. Employers

- Verbally communicate with others in/out of organization
- Work in a team structure
- Make decisions and solve problems
- Plan, organize, and prioritize work
- Obtain and process information
- Analyze quantitative data
- Technical knowledge related to the job
- Proficiency with computer software programs
- Create and/or edit written reports
- Sell or influence others

**National Association of College and Employers, Annual Survey of Employers, December 2013**
Are you eligible to work on campus?

• As a full-time student at GW with a F1 visa, I am eligible to work at the University for 20 or less hours per week. My employment does not have to be related to my academic studies.
• GW full-time degree-seeking students may use GWork to search and apply for on-campus part-time employment.
• Benefits of on-campus employment
  – Employment helps you to experience the U.S. workplace successfully.
  – Offers opportunity to practice your English with peers.
  – Build career skills to prepare for off-campus employment.
  – Add to your resume experiences.
  – Demonstrates your willingness to try new activities and knowledge of the U.S. workplace.
  – Earn money.
Understand U.S. Employers

• U.S. employers may not be well informed
  – Hiring practices or navigating visas of IS
  – View hiring IS as time consuming
  – Represent companies not familiar/no tradition with infrastructure for IS

• Make it easy for U.S. employer
  – Know your visa status and implications
  – Explain your role and employer’s role
  – Be more like, than less like (English proficiency, dress, attitude, handshake . . .)

• Be familiar with U.S. work customs: Practice through with PT campus jobs, CPT or OPT
Are you eligible to work part-time?

• I am eligible to work in the U.S. as an F1 visa holder through Curricular Practical Training (CPT) work authorization in an area related to my academic studies.
• I am responsible for applying for CPT work authorization through the International Services Office at GW.
• I am allowed to work part-time (20 hours or less weekly) in the academic year and full-time summer and school breaks. Start/end dates follow GW’s academic semester schedule.
• I would require from you: job offer letter, and an Employer Agreement and Student Evaluation at the internship end.
Are you eligible to work full-time?

• I am eligible to work in the U.S. with Optional Practical Training (OPT) work authorization in an area related to my academic studies for one year.
• I am eligible to work for 12 months (or 27 months per STEM) with OPT
• I have applied for my OPT authorization through the GW International Services Office and the US Citizenship and Immigration Service.
• I expect to receive my EAD card (authorization to work) by . . .
Are you eligible to work? (H1B)

- Applications for H1B visas are submitted by sponsoring companies on behalf of international employees annually.
- The employer files the H1B application with the USCIS on behalf of the employee for three years.
- Cost for attorneys and application fees range between $5000-7000.
- April application deadline. If H1B application is granted, October start date.
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What do you think?
Evaluate Today’s Program

• Check iPhone for link to program evaluation
• Have you learned from the program today?
  – I have learned more about myself.
  – I have learned more about connecting with employers.
  – I have learned more about how to be a professional.
• Comments & Ideas
Questions?

• Colonial Crossroads, Marvin Center 505
• Careerservices.gwu.edu - gwcareercenter@gwu.edu - 202.994.6495
• International Student Career Ambassadors
  – DROP IN HOURS, SEH Lobby
    • Monday & Tuesday: 10am-5pm
    • Wednesday: 10am-12pm & 3pm-5pm
    • Thursday: 1pm-5pm
    • Friday: 10am-4pm
  – facebook.com/GWUISCA
  – twitter.com/GW_ISCA