

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



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, Linked In
- **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
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Identify Your Job Search 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

Goals



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?

Goals



1. _____

2. _____

3. _____



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Goals



1. _____

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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
 - Lists foreign nationals seeking employers
 - Lists employers accepting H1B Visa holders
- <http://www.h1base.com/visa/workintheusa/work/HowtofindH1BJobs/ref/1261/>
 - H-1B free job search tips
- 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
- www.uniworldbp.com/template1.php
 - Directory of American Firms Operating in Foreign Countries/Foreign Firms Operating in the U.S.



Track Employers Targets

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



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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>



*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

Industry	Potential Employer	Name Professional Contact	Title Professional Contact	Position Applied	Source	Info Interview	Ideas, Themes, Trends, Follow
Tech	EPIC	John Smith	Director of Programs	Programmer	GW Alum	For 9/24	Listed on H1B top
Public Policy	Brookings	Doug Shaw	AVP GWU	Research Analyst	See contact	TBD	Find CCS who might refer
Banking	The World Bank	George Jones via LinkedIn	Tech Manager	Tech Internship	Imran's brother	For 10/15	George said to up in 10/30/15 Spr 16 intern



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 students 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
- 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 of 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

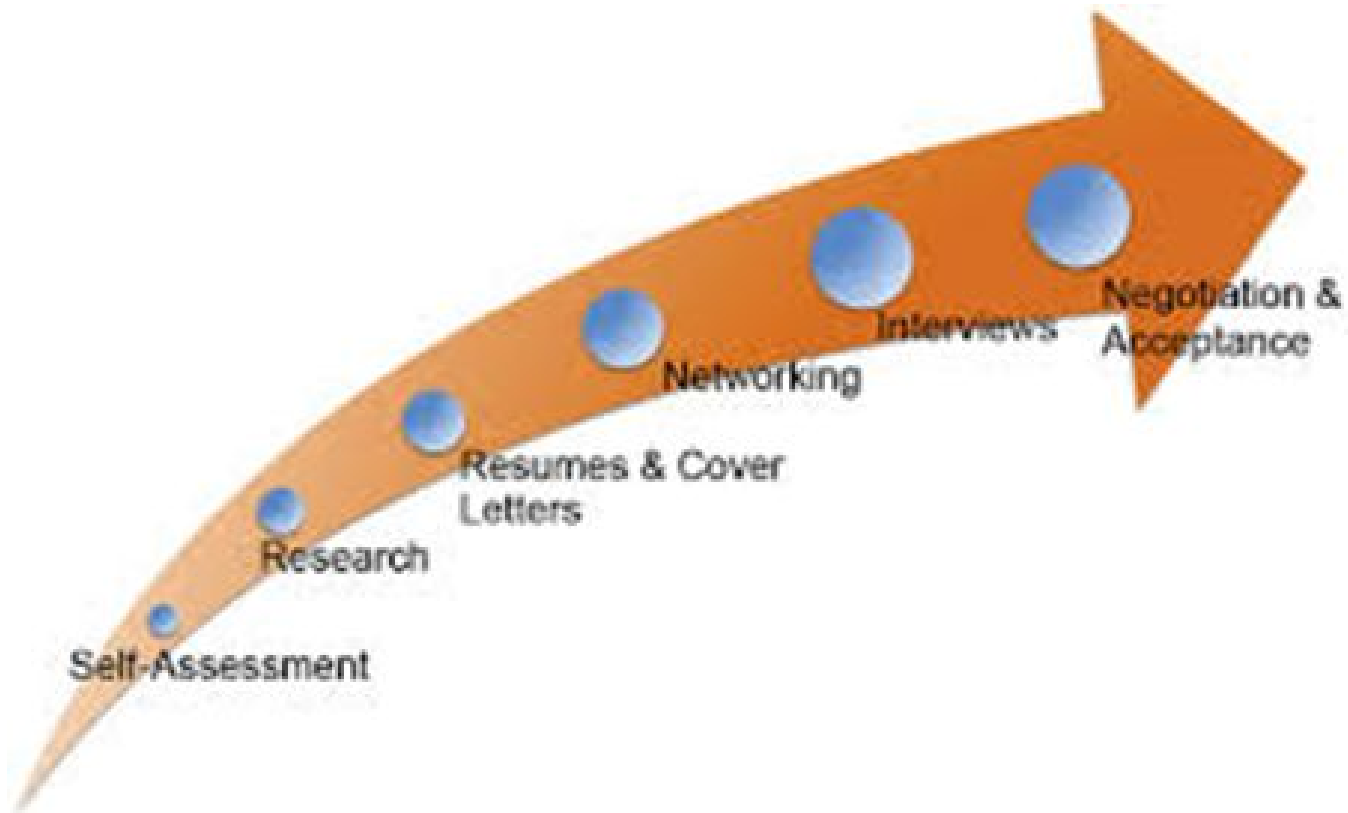
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Questions?

- 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](https://www.facebook.com/GWUISCA)
 - twitter.com/GW_ISCA







Center for
Career Services

go.gwu.edu/careerservices