



## SCHOOL OF PUBLIC POLICY

The SPP Office of Career Services & Alumni Relations Presents:

# Professional Development: Policy Networking

Thursday, November 05, 2020 at 7:00PM

### How do most individuals obtain their jobs and internships?

- Resume Mass Mailing 02%
- Newspaper/Internet Advertisements 03%
- Job Fairs/ On-Campus Recruiting 20%
- Networking 75%

On average, it takes six months to conduct a successful job search and three months to find and internship... Why is this?

1. Employers prefer to hire people they know or a recommendation by someone they trust.
2. It is far easier for an employer to hire a recommendation than going through a pile of resumes.
3. Employers save money by not running advertisements or paying executive search fees.

### What are the benefits of networking?

1. Networking provides you with information about an organization or a position that can help you interview more effectively.
2. Networking gives you a feel for whether you want to work for a potential employer.
3. Being recommended by someone gives you credibility that responding to an ad can never duplicate.

### Who is in your network?

1. School of Public Policy alumni, faculty, staff and other students
2. Family members, friends, neighbors, friends of the family, etc.
3. Current or former supervisors, colleagues and clients
4. Professional association members, people at your place of worship or in other non-professional groups