Successful at the Expo

I hope you are planning on joining us for the Applied Learning Expo on Thursday, August 29th from 1-4pm, in the Gutman Conference Center in Gutman Library at 6 Appian Way.

Every year students rave about the Applied Learning Expo, which includes internships and other project opportunities! Last year 486 students and over 70 employers participated in the Expo, and it’s proven time and time again to be a great way to kick-start the year.

Be prepared:

1. Do your research: regularly review the organizations who have registered and any positions they have posted on Hub. The lists are updated daily.
   - Starting in mid-July, you can review who’s coming to the Expo here: cso.gse.harvard.edu → Click on 2019 Applied Learning EXPO Employer List in the shortcuts menu
   - Starting in mid-July, you can review what positions are available here: cso.gse.harvard.edu → Click on Fall 2019 HVP Internships

2. Consider developing a 15-second pitch (see suggestion below)

TIPS for 15-second pitch:

1) Share what inspires you about the organization, their mission and / or project opportunity.
2) Share what skills you would like to use to help them further their mission / project.
3) Share what skills you would like to gain or experience you would like to have.
4) Ask how they could see you putting your skills to work for them.

Pro tip1: If you find an organization at the Expo you didn’t think to research or whose posting you didn’t see, consider the following: ask them how you might use your skills of x, y, z, or your interest or experience in a, b, c, to help them with a challenge they’re facing or complete a project that’s on their back burner.

Pro tip2: Everyone is already overcommitted these days, so if you:
   a) give the employer something that equals taking something off their plate, and/or
   b) give the employer something concrete to respond to, you are likely to get a better response. You can always come into CSO for coaching sessions afterwards to discuss.

I hope you will all join us, even if you are not sure or don’t think you will pursue an internship this year – or even if you’ve already committed to one. Beyond an internship- or project-finding event, this is a great opportunity to practice networking, to meet employers, and to make contacts. You never know where that next connection may lead...

Most of all, enjoy the event!

Q: Should you bring your resume?
A: Our suggestion is that if your resume is tailored to the positions you want, then sure, bring your resume; otherwise, you may want to opt for tailoring it before you share it with the employer, so you can make a strategic impact.