



Successful at the Expo: Student Tips

Students rave about the Applied Learning Expo every year—last year 486 students and over 70 employers participated, and it’s proven time and time again to be a great way to kick-start the year. In the lead-up to the event, we will update a list weekly of the employers planning to attend.

- ❖ **Tip:** Review the roster regularly! It will be on the CSO website (cso.gse.harvard.edu). Just click on AY2020 Applied Learning EXPO Employer List in the *Quick Links* menu.

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 and to meet employers and make contacts. *You never know where that next connection may lead...*

Be prepared:

1. Do your research: review the attending organizations and any positions they have posted on Hub.
2. Consider developing a 15-second pitch (see suggestion below).

TIPS for a 15-second pitch:

1. Share what drew you to the organization and to their mission or project, including the specific internship or project they posted, if relevant.
2. Share what skills you have that 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.

- ❖ **Tip:** If you are drawn to an organization at the Expo you didn’t think to research, consider the following: ask them how you might use your skills of x, y, z, or a specific interest or experience to help them with a challenge they’re facing or to complete a project that’s on their back burner.
- ❖ **Tip:** Everyone is overcommitted, so if you a) give them something that equals taking something off their plate and b) give them something concrete to respond to, you are likely to get a better response.
- ❖ **Tip:** Come into CSO for a coaching session to discuss your plan!

Q: Should you bring your resume?

A: If your resume is tailored to the positions you want—and that the employers are looking for—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.

Most of all, enjoy the event!