

## *Successful at the Expo*

I hope you are planning on joining us for the **Applied Learning Expo** on Thursday, August 29<sup>th</sup> 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](http://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](http://cso.gse.harvard.edu) → Click on *Fall 2019 HVP Internships*
2. Consider developing a 15-second pitch (see suggestion below)

### **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.

### **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!*