

Yale *Office of Career Strategy*

“Career Strategy Workbook: Rubrics and Worksheets”

Yale Graduate School of Arts and Sciences & Postdocs

Contents

How to Use This Workbook	2
Getting Started	3
GSAS and Postdoc Strategy Check Lists	4
Values, Interests, and Skills	5
Resume Evaluation Rubric	10
Resume Action Verbs.....	13
Building Your LinkedIn Profile.....	15
Job/Internship Search & Networking	17
Job Search Tracking Tool.....	18
Telling Your Story – Related to Academic Interests	19
Telling Your Story – Unrelated to Academic Interests	20
Are You Career Ready?	21
Interview Preparation	22
Accomplishment Stories	23
Mock Interview Self-Assessment	25

Welcome to the Office of Career Strategy at Yale's Workbook!

The following pages are filled with Rubrics and Worksheets to assist you career exploration and your job/internship search. Its purpose is to:

- guide you through the many resources in and opportunities through the Office of Career Strategy;
- help you maintain a running checklist of your career strategy progress;
- support you in understanding your values, interests, and skills, and translating those to networking and interviewing opportunities;
- provide a framework for meetings with Career Strategy advisors and your overarching job/internship search.

Start by saving this PDF to your desktop or (even better) a folder dedicated to your career exploration and your job/internship search, as you can come back and update it as needed. You can also print it out and keep a hard copy.

As you review each section, make notes to yourself about specific areas or questions you'd like to explore further with a Career Strategy advisor. Don't forget to make an appointment any time through [Yale Career Link](#).

Sincerely,

The Office of Career Strategy

55 Whitney Ave, 3rd Floor

1-203-432-0800

careerstrategy@yale.edu

Getting Started

Introductory: Where do I start? What industries are right for me? What can I do with my degree?

Familiarize yourself with [Yale Career Link powered by Symplicity](#). Use the guidebook located in the Resources → Document Library section to get started.

Reflect on how your **values, interests, and skills** are integrated into various industries and job functions (see the relevant section in this guide). Your [Individual Development Plan](#) (for those in the Sciences) and/or our [Self-Assessment tools](#) can also assist in this process. Make a list of 3-5 **interest areas** (e.g. healthcare, marketing, programming, etc.) and identify how you've exhibited interest in these areas in the past (through past research, internships, clubs, etc.).

Further explore these industries and identify potential employers using our [Resource Library](#).

Craft your [professional resume](#) or [edit your curriculum vitae](#) into a functional & professional resume: [MA/MS & PhD/Postdoc Sample Resumes](#), [Action Verbs](#). Use our Online Resume Review Service: ocs.resumereview@yale.edu (5-day turn around).

Check your online presence, remove unprofessional content, and [build your LinkedIn profile](#).

Read the **Office of Career Strategy Newsletter**, sent out every Sunday. Review our [Newsletter Archives](#).

Attend relevant [OCS events: workshops, information sessions, and networking/industry events](#) (see upcoming events via the calendar in your [Yale Career Link](#) account as well as our newsletter).

Intermediate: I know what I am interested in, but how do I identify employers? How do I create a professional network?

Craft your [professional resume](#) or [edit your curriculum vitae](#) into a functional & professional resume: [MA/MS & PhD/Postdoc Sample Resumes](#), [Action Verbs](#). Be sure to include a thorough summary of your professional background (e.g. internships, extracurriculars, research, and new roles/responsibilities in your organizations). Submit this new revision to our Online Resume Review Service: ocs.resumereview@yale.edu (5-day turn around).

Continue to [expand your LinkedIn profile](#), connect with classmates, professors, former colleagues, and administrators to grow your professional network, and join LinkedIn groups that align with your interests and background.

Sign up for panelists/listserv from [student organizations](#) that align with your interests as employers will come to campus as guest speakers through the invitations of student organizations. Also read the weekly [Office of Career Strategy Newsletter](#).

Reflect on, and reassess, your values, interests, and skills. Which did you enjoy exercising this past summer/academic year?

Create a list of the interests you would like to explore and the skills you would like to exercise next. Review [Professional Development and Exploration Opportunities](#).

Deepen your knowledge of **key employers** within your various interest areas (e.g. healthcare, marketing, programming, etc.) by generating a target employer list of 10-15 organizations/companies that interest you most; also identify organization/company competitors to expand this list. Use [Yale Career Link](#), [CareerInsider](#), [CareerBeam](#), and other resources to craft this list. Find out if these employers will be visiting campus this year for info sessions/recruiting.

Identify available positions at these organizations through resources such as [Yale Career Link](#), [Indeed.com](#), and employers' hiring pages. Schedule your **weekly job search time** (e.g. Fridays, 10-2; Saturdays 1-3) and mark it on your calendar. Keep track of contact information and submitted applications in an excel spreadsheet.

Use your **personal network** (current & former colleagues, peers, family, etc.) to identify individuals who currently or formerly worked in any of your interest areas or at your key employers. [Reach out to them](#) to learn more about these organizations, how they obtained positions within these organizations, and any advice they have on the process.

Advanced: I'm looking to expand my existing professional network and begin applying to positions!

Using **industry-wide resources** (such as GoinGlobal, CareerBeam, and Vault, all found via our [Resource Library](#)) and **industry-specific resources** (such as GoGovernment.org, Guidestar.org, and engineeringjobs.com). Keep in mind the differences between job function and industry as you seek out opportunities. For example, students interested in computer programming (job function) might be interested in working in Technology, Finance, or Education (industry).

Create and use a **saved search** in [Yale Career Link](#), and at least 2 other job search sites (e.g. Idealist.org, Indeed.com).

Update & expand your target employer list, identifying an additional 10-15 organizations/companies that interest you most; also identify organization/company competitors to further expand list.

Identify 5 contacts to conduct [informational interviews](#) with using Office of Career Strategy and Yale-specific resources: [Yale Career Link](#) (Employer Directory, Peer Networking Lists) and the [Yale Career Network](#). Expand list by 5-10 each month.

Using Excel, **keep track of your informational interviews** by including details on your contacts and organizations: names and contact information (phone, email), date of conversation, interesting points from conversation, establish date for follow up, and also list your skills/experiences that align with the organization for your own reference.

Familiarize yourself with [different interview types](#) (behavioral, case/technical, Skype, and in person).

Practice interviewing w/ [Yale Career Link's](#) mock interview module & continue to read the OCS Newsletter and attend relevant OCS workshops, information sessions, and networking/industry events (see upcoming events in your Yale Career Link account).

Values

What did I like most or least about the past experiences (e.g. part-time jobs, volunteer work, student organization positions) that I have had?

What makes my life and work meaningful and purposeful?

Where have I found inspiration in the past?

Whose work do I admire? Why?

Interests

Which classes am I most interested in engaging with?

What are the common themes in the clubs/organizations I am a part of?

When I'm surfing the web, talking with my friends, or selecting books to read for pleasure, which topics catch my attention?

Which types of news stories cause me to ask more questions based on my intellectual curiosity?

Skills

Which courses do I have a natural knack for understanding the material?

Where have I found success that speaks to my authentic self?

What do my friends/family members say I do well?

Circle Your Top 5 Values, Interests, and Skills

In addition to the items listed, feel free to input additional values, interests, and skills not listed on the next page.

Values

Advancement/Achievement
 Adventure and Taking Risks
 Autonomy
 Community
 Creative Expression
 Diversity
 Environmental Conservation and Sustainability
 Family
 Helping Others
 Honesty and Integrity
 Influencing Others
 Leadership
 Learning and Education
 Making a Difference
 Moral Fulfillment
 Power
 Money
 Partnering with Others
 Personal/Professional Life Balance
 Prestige
 Service to Others
 Social Interaction
 Traveling and Cultural Exchange of Ideas
 Variety of Tasks
 Working Alone

Interests

Advising Others
 Business-related endeavors
 Community Service
 Creative Production
 Cultural Experiences
 Developing Interpersonal Relationships
 Entrepreneurship
 Environmental Conservation/Sustainability
 Event Management
 Fashion/Magazines
 Healthy Living
 Law and Legal Practices
 Literature
 Media Participation
 Musical Performance
 Organizing and Planning
 Political Participation
 Programming
 Project Management
 Research
 Role Playing
 Science
 Sports
 Teaching
 Writing and Editing

Skills**Analytical & Technical**

Budgeting & managing finances
 Quantitative
 Synthesizing
 Interpreting data
 Assembling
 Mechanical abilities
 Programming
 Researching
 Reasoning
 Repairing
 Analyzing

Communication/Interpersonal

Advising
 Providing constructive feedback
 Editing
 Persuasive Speaking
 Interpersonal communication

Public Speaking
 Explaining concepts
 Facilitating discussions
 Languages/translating
 Negotiating
 Listening
 Mediating
 Writing
 Teaching/training
 Coaching

Managerial/Leadership

Directing
 Making decisions
 Delegating
 Influencing
 Dealing with Pressure
 Comfort with ambiguity
 Strategizing
 Mentoring

Team building
 Motivating others
 Problem solving
 Adapting to change

Planning/Administrative

Coordinating and arranging events
 Planning and organizing
 Implementing
 Expediting
 Improvising

Creative/Design

Photography
 Performing
 Drawing/Sketching
 Visualizing
 Conceptualizing
 Designing

Values:

1. _____
2. _____
3. _____
4. _____
5. _____

Interests:

1. _____
2. _____
3. _____
4. _____
5. _____

Skills:

1. _____
2. _____
3. _____
4. _____
5. _____

Taking Note – an additional exercise to focus in on your values, interests, and skills:

List relevant companies, volunteerism, recognition/awards that distinguish you

List relevant projects and their results

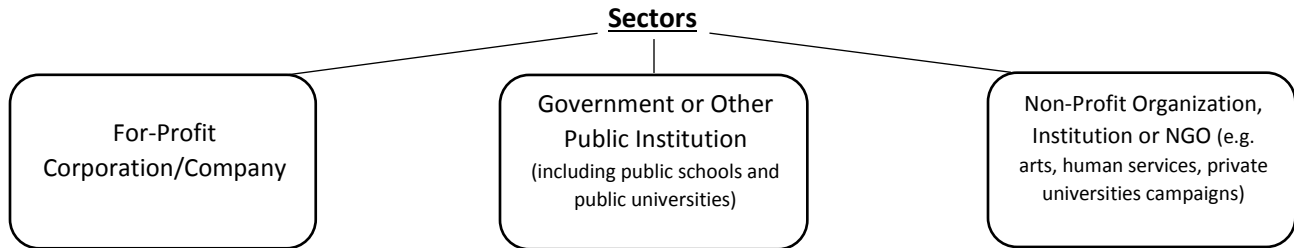
“I really enjoy working in...” (Industries, team characteristics, etc.)

“I have focused on...” (Skills, capabilities, strengths, etc.)

“I am interested in...” (Increasing expertise, expanding network, etc.)

Connecting Your Values, Interests, and Skills to Sectors and Industries

Explain/define different sectors, industries, and job functions. Connect your values/interests/skills – how would these suit you well in these sections/industries/functions.



Industries

Architecture/Design/Urban Planning
 Communications/Marketing/Advertising/PR
 Community Organizations Advocacy/Social Services
 Consulting
 Consumer Products/Retail
 Education (including University research positions)
 Energy/Oil and Gas/Power
 Engineering
 Entertainment/Film/Television
 Environment
 Finance/Insurance/Real Estate
 Fine & Visual Arts
 Food Systems
 Foundations
 Government (including local, state, federal, and military service)
 Healthcare/Medical/Pharmaceutical
 Hospitality
 Industrial/Manufacturing
 International Development
 Law/Legal Services
 Political Campaigns
 Professional Sports
 Publishing/Media/Journalism
 Religious Institution
 Social Enterprise/Economic Development
 Technology
 Theatre & Performing Arts
 Think Tank

Job Functions

Accounting/Auditing
 Administrative/Support Services
 Advertising/Public Relations
 Architecture
 Broadcasting
 Business Development
 Consulting
 Engineering
 Film Production
 Finance
 Fundraising/Development
 Graphic Design
 Health Services/Healthcare
 Human Resources/Recruiting
 IT Technical Support
 Laboratory Research
 Law
 Library Science
 Marketing/Product Management
 Ministry
 Operations/General Management
 Outdoor Education
 Performance – Dance/Music/Theater
 Programming/Software Development
 Project Management
 Sales
 Sustainability/Social Responsibility
 Teaching/Curriculum Development
 Writing/Editing

Next Steps: Identify and Research Options

Note below the top three sectors, industries, or job functions that you would like to learn more about. Consider ways to gain knowledge and connect with people experienced in the field, including conducting online research, informational interviews, and job shadowing. Consult with an OCS advisor to discuss additional resources for career exploration.

1. _____

2. _____

3. _____

Take Action!

There are several opportunities for students to explore different industries and job functions.

- ❖ **Talk to people:** Find alums using the Yale Career Network; Conduct Informational Interviews; Ask peers how they're engaging – any contacts to share?
- ❖ **Do the tasks:** Participate in a Yale Trek (job shadowing program); Volunteer at an organization that will expose you to job functions/industries that interest you at this point; Apply for internships
- ❖ **Don't miss out on what's right in front of you:** Conduct research on campus; Design and problem-solve at the CEID (Center for Engineering Innovation and Design); Join clubs/organizations
- ❖ **Beyond campus:** Study/Research Abroad – there are some nationally-competitive award programs that may help get you to where you need to go; Apply for fellowships that will support experiences related to your career interests

Which three actions will you take first?

1. _____ 2. _____ 3. _____

Reevaluate After Experience

What is your initial reaction to the career field after your interview/shadowing experience?

What appealed to you about the field? What didn't appeal to you? List the pros and cons.

Did any information surprise you? Did you learn something about the field that you didn't know before? Does this new knowledge impact your opinion of the career field?

What skills, knowledge or experience will you need to be competitive for entry in this field? Are you interested enough in the field to develop these skills or knowledge?

Are you willing to put in the necessary effort to be successful and advance in the career? Is your interest sustainable or fleeting?

Consider what you learned about yourself through the self-assessment process, your interests, skills, personality and values. Are there aspects of the career that fit better than others?

Do you think you would be satisfied in this field or position? Why or why not?

How much adapting will be necessary for you to be satisfied in this career area? No career is going to be a 100% perfect match; with all careers there are aspects that aren't going to be exactly what you want, but is the percentage of less desirable components at an acceptable level or will it impact your long-term satisfaction?

This rubric serves as a guide to the elements regarded as essential to a successful resumé; [further guidelines and examples can be found on our website](#) along with [tips for converting your CV to a resume](#). Those elements in **bold** are areas we feel would benefit from more work; additional comments are provided to aid in your revision process. If you have other questions, please make an advisor appointment via the [Yale Career Link](#).

Feedback Category	General Recommendations	Specific Comments
Formatting and Layout	<ul style="list-style-type: none"> • Font size between 10-12 points • Standard, easy-to-read font (e.g. Times New Roman, Helvetica, Garamond) and layout (remember that the average reader spends only 20 seconds on your resumé) • Margins no smaller than 0.5inch • Resumé to fit on 1-3 pages (show restraint and pay attention to employer guidelines) • Black and white unless you are sure the prospective employer has a color printer • Bold, italics, bullets to be used <i>in moderation</i> • Be consistent with: font size, underlining, spacing, indents, emboldening, date formatting, spelling • Check spelling and grammar; avoid contractions, abbreviations, and slang. Do not use pronouns. • Use reverse chronological order • Send as a PDF where possible to ensure that your formatting does not shift; check that your resumé looks acceptable on small tablet and phone screens 	
Contact Information	<ul style="list-style-type: none"> • Make sure your information is accurate/up-to-date and that your name is prominent • Give all contact information: phone, Yale email address, Yale postal address (consider using both Yale and permanent addresses if the job for which you are applying is in your home state) • If you have a polished LinkedIn profile and/or an online portfolio or website, consider including the URL • Do not provide personal information, e.g., age, marital status, religion 	
Summary (not required)	<ul style="list-style-type: none"> • Not usually necessary unless you have a wide variety of experiences that you wish to make more coherent OR you are making a career change and need to reframe your background • Keep it short, no more than 3 lines of text • Do not use pronouns or include a list of objectives; instead, start with adjectives that describe you and, where possible, align with the position description (e.g. entrepreneurial engineer with a penchant for writing and politics) 	
Education	<ul style="list-style-type: none"> • For recent graduates, this will be the first section of your resumé; list your most recent educational experience at Yale first. • Include the degree you are pursuing and anticipated graduation date (i.e., Ph.D in History, expected May 2014). You might also 	

	<p>consider including your field(s) of specialization (e.g. your comprehensive exam fields), your dissertation title/topic, a qualifying paper title/topic, etc.</p> <ul style="list-style-type: none"> • You may choose to list your dissertation or master’s capstone project as well as ‘Relevant Coursework’ if you have classes related to the job for which you’re applying • Mention graduate school honors, distinctions, or distinguished awards here instead of creating a separate honors and awards section 	
<p>Experience — Typically you will have 1-2 headings in this section (e.g. Work Experience and Research Experience)</p>	<ul style="list-style-type: none"> • Create targeted headings that are specific to the jobs for which you’re applying (e.g. Experience in Project Management and Consulting; Research Experience in Biology; Teaching and Mentoring Experience). Consider pulling the heading from the job title/description and then use the headings to frame the types of experiences and skills you list under them • In the descriptions under each work experience, highlight the skills you attained, the duties you fulfilled, and your results (quantify these when possible) • Consider highlighting your dissertation or postdoctoral projects as work experience • Start descriptions with action verbs that highlight your transferrable skills; when possible, those skills should align with those listed in the job description • If you are using bullets, each work experience should include no more than 3-4 bullets; the length of each bulleted sentence should be no more than 1-2 lines • For experiences that happened in the past, use the past tense (e.g. conducted or developed) • For experiences that are happening in the present, use present simple tense (e.g. create) – do not use present continuous tense (e.g. creating) • When possible, avoid using jargon unless the jargon is relevant to the position • Think carefully about the amount of detail you give — make sure to avoid excessive information • ‘Work Experience’ does not have to be paid experience 	
<p>Honors and Awards Note that this section is usually not included on a professional resume – see the Education/Qualifications section for format recommendations</p>	<ul style="list-style-type: none"> • ‘Honors and Awards’ should be referenced below the degree or the work experience to which they pertain, which ever makes the most sense 	

<p>Service to University and Professional Affiliations <i>Note that this section is usually not included on a professional resume</i></p>	<ul style="list-style-type: none"> • If the experiences in this section display a set of transferrable skills that you have, consider putting the item in the work experience section (e.g. sitting on an advisory board in your department) 	
<p>Posters, Presentations, and Publications</p>	<ul style="list-style-type: none"> • Tailor this section to the function for which you are applying, (i.e. if your potential supervisor would know the publications and/or writing and publishing papers in a necessary part of the job, then include it) • If including publications, select the most important and list as ‘Selected Publications (3/10)’ or as a summary i.e. ‘Published four articles on human rights in peer-reviewed journals’ • Do not include presentations or posters unless there is a very important one (e.g. a keynote address, a popular Ted Talk) • Consider making an online bibliography of your publications and placing the URL under the Education section 	
<p>Technical, Computer, and Research Skills</p>	<ul style="list-style-type: none"> • If technical skills are of <i>great relevance</i> to the role (e.g. lab skills for a pharmaceutical job), consider creating a separate section called “Lab and Technical Skills” and putting it higher on your resume (e.g. directly after Education) • If research experience is of <i>great relevance</i> to the role (e.g. applied social science research, archival research, project evaluation), consider creating a separate section called “Research and Analysis Skills” and putting it higher on your resume (e.g. directly after Education) • For all other positions, put this section at the end; include any technical skills that are relevant to the job: <ul style="list-style-type: none"> ○ Programming Languages & Computer Skills - Include specific software you’ve used (e.g. statistical analysis software, communications/media software, video editing, coding) ○ Licenses and certifications ○ Languages – put your level of fluency (e.g. proficient, advanced, fluent, native) 	

Communication Skills

Addressed
Advertising
Amplified
Arranged
Authored
Bridged
Broadened
Canvassed
Cautioned
Challenged
Clarified
Collaborated
Composed
Considered
Consulted
Contacted
Conveyed
Convinced
Counseled
Corresponded
Defined
Directed
Discussed
Drafted
Edited
Enlisted
Explained
Expressed
Framed
Forged
Formulated
Incorporated
Influenced
Informed
Interacted
Involved
Marketed
Mediated
Negotiated
Observed
Outlined
Presented
Promoted
Proposed
Publicized
Questioned
Recruited
Reviewed
Scrutinized
Solicited
Spoke
Summarized
Synthesized
Wrote

Creative Skills

Accentuated
Acted
Adapted
Articulated
Combined
Composed
Customized
Described
Diagramed
Displayed
Designed
Developed
Directed
Drew
Entertained
Established
Exhibited
Fashioned
Formulated
Founded
Generated
Illustrated
Initiated
Instituted
Integrated
Introduced
Invented
Modeled
Modified
Originated
Performed
Photographed
Pioneered
Planned
Played
Recorded
Remodeled
Revamped
Revised
Shaped
Solved

Financial Skills

Administered
Adjusted
Allocated
Analyzed
Appraised
Assessed
Audited
Balanced
Bought
Budgeted
Calculated

Capitalized
Closed
Computed
Corrected
Determined
Estimated
Managed
Marketed
Measured
Planned
Prepared
Programmed
Projected
Reconciled
Reduced
Researched
Sold
Solicited

Helping Skills

Accompanied
Adapted
Adjusted
Advised
Advocated
Aided
Amended
Applied
Arranged
Assessed
Assisted
Attended
Coached
Collaborated
Contributed
Cooperated
Counseled
Demonstrated
Diagnosed
Educated
Enabled
Encouraged
Ensured
Expedited
Facilitated
Familiarized
Furthered
Guided
Helped
Partnered
Prepared
Prevented
Provided
Referred
Rehabilitated

Represented
Resolved
Served
Simplified
Staffed
Supplied
Supported
Volunteered

Management Skills

Achieved
Acquired
Administered
Analyzed
Anticipated
Appointed
Approved
Assigned
Authorized
Awarded
Blocked
Certified
Chaired
Changed
Chartered
Contracted
Controlled
Converted
Coordinated
Decided
Decreased
Delegated
Designated
Developed
Eliminated
Enforced
Enhanced
Established
Executed
Expanded
Finalized
Generated
Handled
Headed
Hired
Hosted
Incorporated
Increased
Initiated
Instituted
Led
Managed
Merged
Navigated
Organized

Originated
Overhauled
Oversaw
Planned
Plotted
Predicted
Presided
Prioritized
Produced
Qualified
Recommended
Recognized
Reviewed
Scheduled
Secured
Selected
Streamlined
Stimulated
Strengthened
Supervised
Terminated

Organizational Skills

Administered
Adopted
Advanced
Allotted
Arranged
Assessed
Blended
Catalogued
Categorized
Centralized
Classified
Collected
Compiled
Consolidated
Corrected
Corresponded
Distributed
Earned
Executed
Filed
Forged
Formalized
Generated
Inspected
Lobbied
Maintained
Mapped
Monitored
Operated
Organized
Prepared
Processed

Proved
 Purchased
 Recorded
 Registered
 Reorganized
 Responded
 Reviewed
 Settled
 Scheduled
 Screened
 Sought
 Submitted
 Supplied
 Standardized
 Systemized
 Targeted
 Updated
 Verified

Research Skills

Analyzed
 Cited
 Classified
 Co-authored
 Collected
 Compiled
 Conducted
 Critiqued
 Detected
 Diagnosed
 Discovered
 Dissected
 Evaluated
 Examined
 Executed
 Experimented
 Explored
 Formulated
 Gathered
 Innovated
 Inspected
 Invented
 Investigated
 Located
 Measured
 Researched
 Reviewed
 Solved
 Studied
 Summarized
 Surveyed
 Systemized
 Tested

Teaching Skills

Adapted
 Advised
 Coached
 Communicated
 Conducted
 Coordinated
 Critiqued
 Cultivated
 Developed
 Devoted
 Evaluated
 Explained
 Facilitated
 Focused
 Fostered
 Graded
 Guided
 Individualized
 Informed
 Inspired
 Instilled
 Instructed
 Interacted
 Mentored
 Motivated
 Persuaded
 Simulated
 Taught
 Tested
 Trained
 Translated
 Transmitted
 Tutored

Technical Skills (Applied)

Assembled
 Built
 Conserved
 Constructed
 Converted
 Designed
 Determined
 Developed
 Engineered
 Enhanced
 Fabricated
 Implemented
 Improved
 Inspected
 Installed
 Overhauled
 Programmed

Regulated
 Remodel
 Repaired
 Restored
 Serviced
 Specialized
 Specified
 Standardized
 Studied
 Upgraded
 Utilized

Review each section in this list of sample resume action verbs. Circle 5 in each section that you can use in your resume. Update your resume by incorporating stronger verbs that describe your work and accomplishments, and send it to ocs.resumereview@yale.edu.

LinkedIn is the premier professional networking site and is a tool for establishing a professional online image and network. Follow these steps to learn how to develop your LinkedIn Profile

Set Up Your Profile

- **Professional “Headline”:** After your name, this is the first line viewers will see. Try to go beyond simply putting “student” in your headline.
 - Examples: Marketing Intern at Teach for America/ Yale University Senior/Graduate Student; Yale University Senior Seeking Digital Advertising Positions; Aspiring Screenwriter and Junior at Yale University; Junior Environmental Studies Major at Yale University
- **Photo:** This is the first image a viewer will have of you. Be mindful of the image you want to project and be sure that it is appropriate for the audience who will be viewing it.
- **LinkedIn URL:** Claim your personalized URL.
- **Summary:** Use this section to highlight your key work experience and accomplishments.
- **Experience:** This should include experiences that are relevant to your career goals. You can include activities and leadership roles in this section. Give a brief description of your position, the dates you worked, and the name of the organization at which you worked (similar to what you have on your resume).
- **Education:** Include, in reverse chronological order, Yale and any other schools or programs.
- **Additional Sections & Information:** You can choose to add additional sections to your profile or incorporate this information in your education, experience of summary sections:
 - **Sample Additional Sections:** Languages, volunteer experiences, courses, certifications, publications, honors & awards, personal website, groups and associations, interests, skills and expertise
 - **Applications:** LinkedIn Applications enable you to enrich your profile. Available applications include Creative Portfolio Display, Blog Link, WordPress, Company Buzz

Join Groups

Join as many LinkedIn groups as are of interest to you. You will be included in periodic emails from these groups, and be able to ask questions of and reply to questions of others in the group.

- **Sample Yale & Ivy Groups:** STAY, Yale University Alumni, Association of Yale Alumni, Yale Office of Career Strategy, IvyLife Groups, Ivy League Alumni, Creative Yale Alumni Network
- **Industry & Interest Groups:** There are groups for every industry and interest area. Use the Search tool to identify ones that fit your interests.

Populate Your Profile with Connections

The bigger your network, the easier it will be to connect to others in a broad variety of fields and locations. Start by searching for people you already know in the Advanced Search section and sending them an invitation to connect. Make sure to customize your invitation. Potential people to include in your network are: friends, relatives, high school and college classmates, Yale classmates, current and former professors or teachers, co-workers, and supervisors.

It’s best to connect only with people you know and/or have met in person. Most people won’t accept an invitation to connect from someone they’ve never met. LinkedIn can be used in the same way as the Yale Career Network to build your network and develop contacts with people in career fields of interest. Use the Advanced Search tool to find people and ask for an information interview to learn more about them and their career path. After you’ve had a chance to get to know them you can ask to connect. Online networking is a supplement (not a replacement) to in-person relationship building.

Develop Your LinkedIn Summary

Summarize your experiences and goals. Who are you, what direction are you going? Include specialties and skill. Keep it concise, specific, and rich with keywords.

Template 1

I have dedicated my undergraduate/graduate studies to _____ with a focus on _____. In studying _____ as well as taking a range of _____ and _____ classes, I have been able to develop my _____ and _____ skills. Courses outside my major have allowing me to explore other interests in _____, _____, and _____. I am looking for opportunities in _____ that will allow me to combine my strengths/background in _____ and _____.

Template 2

I am a _____ at Yale University majoring/specializing in _____ and particularly interested in _____. I have experience working in/with/for _____ and _____, as well as _____. I am looking for opportunities to apply my strengths in _____ and _____ to _____.

Template 3

I have devoted my studies to _____, and am seeking employment in the following areas: _____ and _____. My work as a _____ and _____ complemented my academic coursework and Yale University and allowed me to develop an in-depth understanding of _____. I am excited to apply my strengths in _____ and _____ to the field of _____.

Job/Internship Search & Networking

Use this guide to help you keep track of the details of your job search, including companies of interest, job applications, and networking conversations (students often use Excel or Word tables to do this).

COMPANIES OF INTEREST

Explore and generate a list of companies at which you would be interested in working. For each company, consider including the following pieces of information:

- Company name
- What they do
- What differentiates the company from others in their field
- Why you are particularly excited about this company
- If you apply to a job, what skills would you emphasize?
- The company's hiring timeline
- What, if any, networking contacts do you have at this company? If you had a conversation with them, what did you talk about?

JOB APPLICATIONS

Generate a list of jobs for which you are planning to apply. For each job, consider including the following pieces of information:

- Company name
- Position title
- Main skills required for the job
- Deadline to apply and materials needed
- Date you applied
- When you expect to hear back
- Any network contacts you have and details of conversations you may have had

NETWORKING CONTACTS

Using things like the Yale Career Network, LinkedIn, and Office of Career Strategy information sessions, create a list of networking contacts at companies you are particularly interested in. For each person, consider including the following pieces of information:

- Name (include both full name and preferred name)
- Company
- Position Title
- How did you find this person (e.g. LinkedIn, they spoke at a Yale information session)
- If you had an informational interview with the person, what did you talk about? What are some highlights of the conversation?
- What tips, if any, did they give you regarding your application to this company?
- Did you send a thank you to them following your conversation? Did you include any materials they asked you to send them?

Telling Your Story – Related to Academic Interests

Part I – Opening: I’m a [x year] at Yale studying [research topic] with a particular interest in [X industry]

Part II – Motivational Story: Tell a *short story* about *why* you first became interested in the topic you’re studying. The story should begin with a phrase like, “I first became interested in this topic when...” Remember that a story includes a protagonist who faces a challenge or a new situation and makes a choice that results in an outcome.

Part III – Research Purpose: *What is your current research* and what would you say are the larger implications of your research? In other words, if your research goes as planned, what could change in the world because of it?

Part IV – Supporting Experiences: What two *supporting experiences* have helped you further develop your research knowledgebase and/or have built your skills that would be useful for this job? (e.g. What did you study as an undergrad? Do you have other research/industry experience? What about leadership roles?)

Part V – Closing: Taken together, write one sentence that conveys how your story, research, and/or supporting experiences would make you a *good fit for the company* OR something about that company that is particularly *exciting to you* along with a *series of questions* that you might ask an employer.

Telling Your Story – Unrelated to Academic Interests

Part I – Opening: I’m a [x year] at Yale studying [discipline] with a particular interest in [X industry]

Part II – Motivational Story: Tell a *short story* about *why* you first became interested in this area of work. The story should begin with a phrase like, “I first became interested in this topic when...” Remember that a story includes a protagonist who faces a challenge or a new situation and makes a choice that results in an outcome.

Part III – Transferable Research Skills: *What transferrable skills* have you gained from your research that makes you a good candidate for a position at this organization? Examples could be project management, supervision, attention to detail, problem-solving, or communication/presentation skills.

Part IV – Supporting Experiences: What two *supporting experiences* have helped you further develop your research knowledgebase and/or have built your skills that would be useful for this job? (e.g. What did you study as an undergrad? Do you have other research/industry experience? What about leadership roles?)

Part V – Closing: Taken together, write one sentence that conveys how your story, research, and/or supporting experiences would make you a *good fit for the company* OR something about that company that is particularly *exciting to you* along with a *series of questions* that you might ask an employer.

The National Association of Colleges and Employers have identified seven core competencies students need to transition successfully into the workplace. Below are the [seven competencies as listed here](#). *Use these as guidance when preparing for interviews or networking situations. This is also a way in which you can articulate your transferrable skills when your major doesn't seemingly match your career aspirations.* In the text box following each competency, identify 2-3 specific ways in which you've demonstrated the skill(s).

1. **Critical Thinking/Problem Solving:** Exercise sound reasoning to analyze issues, make decisions, and overcome problems. The individual is able to obtain, interpret, and use knowledge, facts, and data in this process, and may demonstrate originality and inventiveness.

2. **Oral/Written Communications:** Articulate thoughts and ideas clearly and effectively in written and oral forms to persons inside and outside of the organization. The individual has public speaking skills; is able to express ideas to others; and can write/edit memos, letters, and complex technical reports clearly and effectively.

3. **Teamwork/Collaboration:** Build collaborative relationships with colleagues and customers representing diverse cultures, races, ages, genders, religions, lifestyles, and viewpoints. The individual is able to work within a team structure, and can negotiate and manage conflict.

4. **Information Technology Application:** Select and use appropriate technology to accomplish a given task. The individual is also able to apply computing skills to solve problems.

5. **Leadership:** Leverage the strengths of others to achieve common goals, and use interpersonal skills to coach and develop others. The individual is able to assess and manage his/her emotions and those of others; use empathetic skills to guide and motivate; and organize, prioritize, and delegate work.

6. **Professionalism/Work Ethic:** Demonstrate personal accountability and effective work habits, e.g., punctuality, working productively with others, and time workload management, and understand the impact of non-verbal communication on professional work image. The individual demonstrates integrity and ethical behavior, acts responsibly with the interests of the larger community in mind, and is able to learn from his/her mistakes.

7. **Career Management:** Identify and articulate one's skills, strengths, knowledge, and experiences relevant to the position desired and career goals, and identify areas necessary for professional growth. The individual is able to navigate and explore job options, understands and can take the steps necessary to pursue opportunities, and understands how to self-advocate for opportunities in the workplace.

Interview Preparation

Complete this grid by highlighting examples of situations in which you developed and utilized certain skills. Along the top, list key experiences where you gained a variety of skills (e.g. internships, academic projects, leadership positions). Down the side, list common skills needed in the workplace (e.g. communication, teamwork, analytical abilities, problem-solving); note that these can be pulled directly from job descriptions. In the body of the grid, highlight examples where you developed/exemplified these skills (e.g. experience managing a team in your student organization). These examples can be developed into accomplishment stories following the STAR method (**S**ituation, **T**ask, **A**ction and **R**esult) – see second page for details.

	Experience #1	Experience #2	Experience #3	Experience #4	Experience #5
Skill #1					
Skill #2					
Skill #3					
Skill #4					
Skill #5					
Skill #6					
Skill #7					
Skill #8					

Take the examples you highlighted in the grid and develop them into accomplishment stories using the STAR method (**S**ituation, **T**ask, **A**ction and **R**esult). Accomplishment stories, which illustrate how you've developed and used particular skills, are typically used in behavioral interviews in response to a question like, "Give me an example of a time when you managed a team" or "Tell me about a challenge you faced and how you solved the problem."

SITUATION:

TASK:

ACTION:

RESULT:

How prepared are you for your upcoming interview(s)? Use this guide to evaluate your readiness and follow up with an Office of Career Strategy advisor to help you with the rest.

MOTIVATIONAL STORY

I can tell a story about who I am and why I am interested in this job/internship/industry

Yes! Sort of No – I need help!

My story highlights my education and relevant internship/job experiences

Yes! Sort of No – I need help!

My story is actually a story (i.e. there is a challenge, choice, outcome or a situation, action, and result)

Yes! Sort of No – I need help!

My story includes at least one reason that describes why I am interested in this particular organization

Yes! Sort of No – I need help!

ACCOMPLISHMENT STORIES & SKILLS

I have identified transferable skills relevant to my targeted functional area/the position description

Yes! Sort of No – I need help!

I can provide concrete examples to demonstrate my skills (i.e. accomplishment stories)

Yes! Sort of No – I need help!

I have practiced telling my accomplishment stories out loud

Yes! Sort of No – I need help!

I have looked at a set of behavioral mock interview questions and can generally answer them

Yes! Sort of No – I need help!

PREPARATION

I can demonstrate knowledge of my targeted industry and have read up on current trends

Yes! Sort of No – I need help!

I can demonstrate knowledge of my targeted function and relate examples from my own experiences

Yes! Sort of No – I need help!

I have reviewed the organization's website and materials, gone to campus information sessions (if applicable), and talked to Yale alumni who work(ed) there (if applicable) in preparation for my interview

Yes! Sort of No – I need help!

PRESENTATION/POISE

I am comfortable with my non-verbal presentation (e.g. professional appearance, eye contact, body language)

Yes! Sort of No – I need help!

I am comfortable with my verbal presentation (e.g. speaking in an articulate manner, using an appropriate tone of voice, conveying interest and enthusiasm, remaining composed when challenged with tough questions)

Yes! Sort of No – I need help!