

Rose-Hulman Institute of Technology

## Rose-Hulman Scholar

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### Volume 38 - Issue Career Fair - Wednesday, October 16, 2002

Rose Thorn Staff

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# THE THORN

## High hopes for Career Fair 2002

**Ted Chan**  
Staff Writer

This year's Career Fair will be held on Wednesday, October 23, from 12:30 p.m. until 5 p.m. in the field house of the Sports and Recreation Center. This year there will be approximately 100 companies attending the career fair.

In the past, the career fair went until 6 p.m., but Joe Bastin one of the Co-chairs for the Career Fair said, "many companies used to leave before 6 p.m. and some students would come around at 5 p.m. only to find that many companies had packed up and left or were in the process." Many of the representatives of the companies have to travel at least 1 hour some of them drive 3 or 4 hours or fly in from all over the country.

This is the third year that the Career Fair will be held in the SRC. In years past, the Career Fair was held in Moench Hall over a two day period; usually a Tuesday and Thursday. Jan Ford, Assoc. Director, Career Services

said "the career fair has grown dramatically" since she began working at Rose-Hulman Institute of Technology in 1996. Back then there were about 35 companies that would come looking to hire students, and when they reached 60 companies it was a big deal.

This year, with the economy in a bit of a slow down compared to the past two years, the Career Fair team has had to actively search for companies who have not attended the Career Fair in the past. Three large companies Frito Lay, Proctor and Gamble, and Motorola who have attended in the past will not be attending this year. However, we will still be seeing large companies like Eli Lilly, Microsoft, Texas Instruments, Toyota, Honda, and Dow Chemicals and a variety of other companies.

The companies that are coming will be looking for a mix of permanent positions, internships, and co-op positions. There is information about the companies on the Career Services Web Page. They

can be found from the main Rose-Hulman website->Administration->Career Services->Students->Companies Attending the 2002 Career Fair. Also, the list is available at <http://www.rose-hulman.edu/careerservices/careerfair2002.html>.

This is the most up to date information about the companies and what they are looking for. It would be wise to skim through this list to see interesting companies and research the type of business that corporation is involved in.

There are a good variety of companies coming to this year's career fair. The career fair team tried to attract a slightly broader group of companies in the Midwest besides Chicago and Indianapolis. They



An overview of last year's Career Fair shows a large number of participating businesses. This year's fair will have approximately 100 businesses looking for prospective employees. Photo courtesy Career Services

looked for companies that were within a 3 hour radius of Terre Haute, and tried to find compa-

nies that were on the eastern and western coasts as well. Good luck with job hunting.

## Job market looks rosier

**John Howard**  
Staff Writer

The job market has been changing rapidly over the past few years. In the early nineties, the biggest industries were communications, computer systems, corporate finance and consulting. Career Opportunities News rated major industries for potential growth over the next year.

The pharmaceutical industry should experience major growth. Americans, and the world in

general, has started to place increased focus on medical research as well as new and useful products. Education is also expected to experience large growth due to a large number of retiring education professionals. The number of educators leaving school for positions in other industries is also decreasing.

Aerospace, banking, energy, health care, and insurance all received a slightly lower ranking, but still have high market potential. Aerospace is

expected to experience an increase in the number of defense contracts, but has taken a hit in commercial contracts. Banking will be sustained by a basic need for their services. Energy companies showed high earnings last quarter, but petroleum prices are relatively unstable. The health care industry is a relatively open market because of high demand for nurses and lab technicians. Insurance after the terrorist attacks has become more necessary and the public is

willing to pay higher premiums. Several industries seem to have had a more difficult time recovering from the recession. The automobile industry has been heavily discounting vehicles, potentially leading to a weak 2002 profit. Computer and electrical components are way down. Steep competition combined with a decrease in demand damaged their revenues.

Consulting and software industries were hit hard, but those with a specialty in security

have a strong outlook. The telecommunications industry is unstable as the role of wireless communication has yet to be determined. Transportation as a whole is looking grim, but those companies specializing in logistics are doing well.

Although the economy was hit hard in the past year, jobs are still available if you know where to look. Certain key industries have a higher growth expectation and are looking for new employees.

### Business Casual for Women



### Business Casual for Men



Photo courtesy <http://www.businesscasualdress.com/illustrations.htm>

When attending the Career Fair, proper dress is essential for a good first impression. Here are several styles of business casual to help you in deciding what apparel to wear.

## Career Fair Prep Guide

**1. Pick out your outfit the day before.** Go for nice business to business casual attire. Generally, long sleeves are preferred to short sleeves. Don't forget to polish your shoes!

**2. Proofread your resume.** Take your resume by Career Services or the Learning Center after updating it. Be sure to print out enough copies! Check out our tips on page 3.

**3. Practice your 30 second commercial.** It should include your major, career goals, and summary of prior

experience. **4. Check out the companies.** Review the list of the companies attending the Career Fair and find out which ones interest you.

**5. Research companies you are interested in.** Do in depth research for companies you are very interested in and moderate research for those you are moderately interested in.

**6. Review potential interview questions.** What are your strengths and weaknesses? What type of

work environment do you function best in? What would you bring to this company? For more questions, check out the Career Services website.

**7. Prepare a list of questions for companies.** Think about what you need to know before considering a position with their company. What do you look for in a potential employee? What are your policies on continuing education? How would you describe your work environment?

# Companies' advice on Career Fair

The following quotes were collected by the Career Services of Texas A&M University.

Kennedy Consulting Inc.: "First impressions are extremely important. Dress as if you were meeting your boyfriends/girlfriends grandparents for the first time."

Arrow Electronics: "Do ask questions. I can't tell if you're really interested unless you show it."

Invocon: "One thing I have been disappointed with in the past is student dress for an interview. Unless he/she knows

otherwise, a student should always assume professional dress for the interview regardless of how good or bad the current job market is."

AMD: "What should they already know? -- Students should know what my company does, the products we make, etc... NOT ask "what does your company do"? They should be aware of any major "press releases" we have made within the last couple of weeks. Know where we are located. Research -- Research the website. Bonus points if they know

what our plans may be for the future (can be found on the website), the most recent "major discover/finding/etc"."

GE: "Nothing gets the attention of a recruiter more than a prepared potential recruit. Her resume will go on top of the pile automatically."

Accenture: "The career fairs are a great way to find out more about companies you may not have considered in the past. It is important to be able to speak to your goals and the kind of company you are looking for, particularly if you are

not aware of a company you're approaching. This allows you to articulate what you are looking for instead of asking the question 'so, what do you do?'"

DuPont: "Last, but not least - a day or two after, write the employer a thank you note for the interview - hard copy (snail mail) - not by e-mail. Society these days has lost so much formality - the follow-up thank you letter use to be standard fare, so these days when it occurs its a real "delighter" for the potential employer and

gives the interviewee one more opportunity to sell themselves - however, keep it brief."

Teague Nall and Perkins, Inc.: "Someone walking around in jeans and a backpack going from booth to booth taking brochures and free stuff probably won't get a call."

Lockheed Martin Aeronautics: "... we do not think the students should wear any business formal attire (coats, ties, etc.). We don't wear them, so they don't need to. They just need to look clean and presentable."

## Soft skills essential for hard market

Bob Schulein  
Staff Writer

With increased competition in today's job market, more emphasis has been placed on "soft skills" than ever before. According to Career Opportunities News, soft skills are defined as the personality traits, social graces, use of language, friendliness, and optimism of a person. Though hard skills (technical skills) are important, soft skills make a larger impression in an interview.

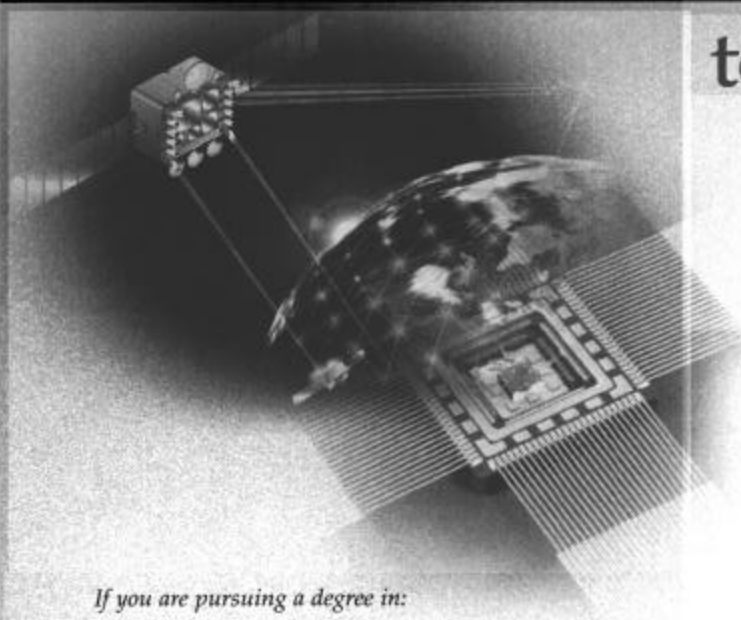
So, at the Career Fair, mind your P's and Q's and don't forget to say thank you. With a professional attitude and appearance, you will make a lasting impression on a company. Recruiters prefer outgoing, well-adjusted candidates over individuals with great technical qualifications but less than average soft skills. Soft skills come naturally easy to some people, but may be difficult for some. These skills can be improved upon, but it can take a lot of hard work.

Ideally, a candidate should have strong soft and hard skills. One employer put it this way in a recent report, Hard Work and Soft Skills, "Don't worry so much about the technical skills. We need you to teach them how to show up on time, how to work in teams, and how to take supervision."

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*or a comparable field, our technical staff members welcome the opportunity to consider you for an on-campus interview.*

*For more information about our scheduled on-campus recruiting activities, please visit our website or your Career Services Office.*

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October 21, 2002  
6:00PM Kahn Room, Hulman Building


**REFRESHMENTS**

**Campus Interviews:**  
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*"Working to keep the Rose-Hulman community informed by providing an accurate and dependable source for news and information."*

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The Rose Thorn welcomes and encourages comments from its readers. We request that all letters to the editor be less than 300 words in length.

E-mail is the preferred method of communication. The editors reserve the right to edit letters for grammar, clarity, and length.

All letters must contain the writer's signature (electronic form is acceptable) and contact phone number to confirm the letter before publication.

**ALL LETTERS TO THE EDITOR MUST BE RECEIVED BY NOON ON TUESDAY BEFORE PUBLICATION**

The views expressed in the Thorn are those of the original author and do not necessarily represent the views of the Thorn staff or Rose-Hulman community.

# Tips for the perfect resume

Do you already know what you want to do, where you want to do it and for whom you want to do it for? Or are you still shopping around, looking for the best job that fits you? Either way, it's important that you present yourself to companies in the best way possible. Here are some tips to bring your resume up to snuff, courtesy of Arleen Anderson at Career Services.

- NEVER submit resumes with staples.
- Never submit references with a sign-up.
- Look at resume samples in the Career Services Manual.
- Utilize **BOLD** letters, where appropriate, in your resume.
- Delete *italics* because they do not scan well.
- Eliminate all articles (a, an, the) and periods from end of bullets.
- Only list courses that will help sell you to a company.
- Give yourself a **TITLE** (bolded) for each job you had.
- Write your name in the largest font on the page.
- Don't list everything you've been involved in: be selective.
- After sophomore year, drop all high school info.
- Don't overstate job descriptions.
- Only list tasks after bullets.
- Do not use font size lower than 11.
- Ask a friend or Career Services if your resume is visually appealing.
- Do not use B.S. – use Bachelor of Science.
- Limit resume to one page.
- Be creative, but not dramatic in designing your objective.

For a complete list of resume tips and further explanations, drop by Career Services or e-mail Arleen Anderson at anderso1@rose-hulman.edu.

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 October 23  
 Sports & Recreational Center
- Company Presentation**  
 October 31  
 6:30pm  
 Performing Arts Room  
 Hulman Memorial Building
- Interviews**  
 November 1

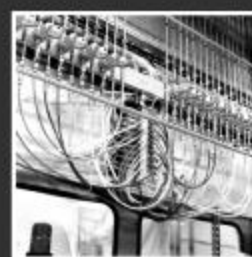
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