



## **CAREER ONE - Career Resources**

### **Advice for grads on the job hunt**

Here read the advice of a career expert, a recruiter, an employer and a fellow graduate on some the things you should know about the work place.

#### **Bill Lang, Fulbright Scholar, and head of career management company Bill Lang International.**

The level of academic achievement required varies depending on the profession or industry sector but the need for good interpersonal skills and attitudes is consistent across the board.

"Some organisations start with attitude and interpersonal skills because they believe they can teach graduates what they need to know to do the technical aspects of their jobs.

"All employers love people that can demonstrate the ability to fit in with their culture and make a contribution to the business."

"If you already have secured a job, the goal is to fit in, learn about the organisation and develop effective relationships with your boss and workmates.

"There's a big difference between being uni-smart, that is having a degree, and being organisationally smart.

"It's an exciting time, there is lot's to learn - the most important thing is to ensure you understand your bosses expectations and then meet them.

Many grad have had some work experience but most of their experience with the corporate world has come through their parents. Mr Lang says there are several things to keep in mind.

"Corporations primarily exist to generate profits - they do this by delivering quality products and services and satisfying their customers.

"The attitude, approach and activities that employees have and do are key ingredients to this.

"When starting out you will often have the latitude to make mistakes - but only if you demonstrate that you learn from them.

"One thing all grads have successfully demonstrated is their ability to learn and demonstrate their knowledge to their professors - now they need to demonstrate it to their bosses and co-workers.

"Developing a personal brand as a quick learner, a positive contributor and a reliable performer sets you up for success."

Visit the Bill Lang International website at [www.billlang.org](http://www.billlang.org) to find out about its selection of DVDs *Winning the Career You Deserve* and *Career Success*.