TALKING EFFECTIVELY TO EMPLOYERS

How to approach an employer

Employers will be more impressed if you have done some preparation, so try to work out a few simple questions in advance. Some examples are below:

- I’m a second year student and on course to get a 2.1, but what things other than my degree result do you look for when you recruit?
- Could you please tell me about your training programme for new graduates?
- If I was to be accepted onto a placement with you, what would the position involve?
- I’m a final year student in _______ and I was wondering what types of vacancies within your company would be most suitable for me?

How an employer may approach you

You may be asked questions now that are similar to those asked at a job interview to enable exhibitors to find out a little more about you. They may ask about:

- Your degree and the relevant knowledge you can offer?
- Your skills, such as team working and communication
- The reasons why you are considering a career in engineering for example
- What you know about their organisation
- What you know about the industry

Remember that the fair will be busy. Asking vague questions which show you have not prepared will not help you make an impact, nor help you make the most of the event.

Tips for success at the fair

You won’t have long to make an impression, so think about what you are going to say before rushing off to see your favourite employer. Visit a couple of other employers first to ease yourself in and gain confidence.

Make a note of the name of the employer representatives you meet. This will give you a contact to follow up later on.