

Three Things You Need to Know Before Job Hunting

1. Most jobs are never advertised.
2. Who you know is as important as what you know.
3. Small companies are the biggest employers.

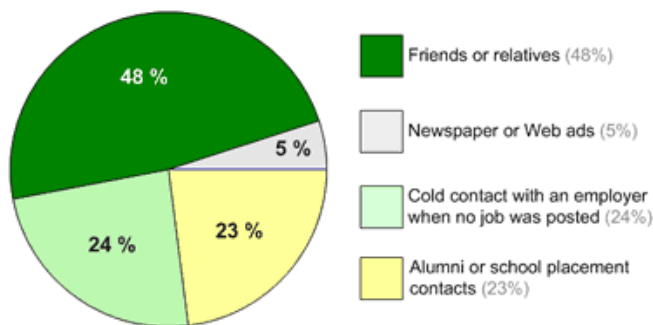
1. 75% of all jobs are not advertised.

One of the biggest myths of job hunting is that “jobs are advertised.” Therefore, if a job isn’t in the newspaper or on *HuskyJobs*, the job doesn’t exist, right? Wrong.

It’s a lot cheaper and faster for an employer to hire a relative, a friend, or someone they’ve met before. Otherwise, they have to get to the trouble of writing up a job description, filing paperwork, having a search, and then, finally, hiring someone. For this reason, and the two others below, many jobs are never advertised.

2. Who you know is as important as what you know.

Most people locate job openings through personal contacts. This is how new job seekers successfully found their job (U.S. Department of Labor, 2001).

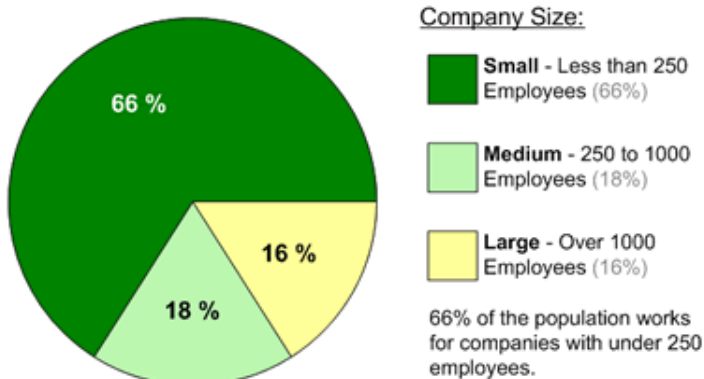


A primary concern for employers is “fit.” You might be brilliant, but if you can’t get along with other people at the company, you aren’t a good hire. Employers would rather hire someone they know, or who is vouched for by someone they respect. A student who is bold enough to make a cold contact also impresses them. Review your strategy:

- How much of your time are you spending looking for a job posting, and how much developing your network of contacts in your field?
- Have you talked to all of your friends, relatives, and professors?
- Have you kept in touch with alumni or people you met at career fairs?

3. The majority of Americans work for companies with 100 employees or less.

Many students are interested in working for “Brand Name” companies like Ford or Abbott Labs. However, most Americans work for small companies (companies that employ fewer than 250 people.) In fact, 95% of American companies have less than 50 employees! These companies don’t usually attend career fairs and don’t usually pay to advertise positions in large, online job web sites or papers.



Statistics from ReferenceUSA.com and BLS