

Winning the Business Game & Climbing the Corporate Ladder

Recently, I read a interesting article called “Beyond *The Apprentice*: What Young Employees Really Need to Know to Succeed in the Business World” by Alexandra Levit. In the article, Levit discusses her disenchantment with her college fantasy of the working world and the real deal. She also reveals how and why others continued to be promoted while she stayed stationary in an entry-level position.



Needless to say, Levit learned the error of her ways and adjusted both her behavior and perceptions. She now has a very successful career, her own company, and is the author of *They Don't Teach Corporate College: A Twenty-Something's Guide to the Business World*.

So you don't make the same mistakes, I'd like to share with you Levit's six tips to help you win at the business world's game:

- **Develop a marketable corporate persona:** Think of yourself as a publicist with the task of promoting *you*. Learn to capitalize on your skills, succinctly assert your achievements, and project a corporate persona - or your most mature, professional, and competent face.
- **Establish profitable relationships:** Business networking is a valuable tool to gain information, increase your visibility in your field and make connections that will help you move forward in your career. Seek out new contacts and potential mentors whom you like and admire and whose interests you share. On the home front, don't expect your boss to figure out what you're all about. Determine her priorities, find out what she wants from you, and brainstorm ways to surpass her expectations.
- **Master transferable skills such as goal setting, effective communication, and time management:** You might not know exactly what you want to do with your life, but transferable skills will serve you well no matter what future path you decide to pursue. Make your time count now by working with your boss to set specific, reasonable, and attainable goals for your present position that will help you advance to the next level.
- **Stay motivated despite trying circumstances:** There's no doubt that the business world can be frustrating, but remember that you can choose your response to your environment. If you make a conscious decision to begin each day with a positive outlook, negative conditions at work can't take that away from you. Aim to increase your self-awareness so you can better understand your emotional hot buttons.
- **Get people to cooperate:** Always keep in mind that other people don't care what you want -- they want to know what's in it for them. By approaching negotiations with an attitude that allows both parties to win, you'll be more effective at eliciting cooperation and ultimately getting what you want.
- **Be proactive about your career growth:** Approach your performance review strategically by soliciting feedback on your progress, identifying new goals and growth opportunities and hammering out a long-term promotion plan. When asking your boss for a raise, be prepared with a list of contributions that have positively impacted the bottom line.

To read Alexandra Levit's complete article, visit www.quintcareers.com/succeeding_in_business.html

COLLEGE OF BUSINESS INTERVIEW SCHEDULES

Old Navy – College Manager in Training Interview Date: March 29 Open Schedule
McLemore Hall 115

Tower Loan – Manager Trainees & Summer Internships Interview Date: March 29/30 Open Schedule
McLemore Hall 115

St. Joe Towns & Resorts – Lodging Management & Recreation Internships Interview Date: April 5 Open Schedule
McLemore Hall 115

UPCOMING JOB FAIRS & EVENTS

Mississippi Governor's Job Fair Network www.jobfairs.ms.gov
March 21, 2006 9 a.m. - 3 p.m. Trademart in Jackson, MS

Society of Human Resource Managers Student Chapter Interest Meeting www.shrm.org
March 23, 2006 5 p.m. – 6 p.m. Joseph Greene Hall 200

Stennis Space Center Job Fair www.nccips.info
March 25, 2006 10 a.m. - 4 p.m. Stennis Space Center, MS

Sanderson Farms 2006 Super Chicken Road Show 266-4153
March 30, 2006 5 p.m. Call Career Services to sign up

Report Your Employment:

Contact Career Services when you accept a full-time job offer for after graduation.

The information is confidential and used for reporting and statistical purposes only.

Complete an Employment Survey online at www.usm.edu/business/career_center/overview.html



August & December Graduates:

All College of Business students are required to submit a resume with their Application for Graduation.

Each resume will be critiqued by Career Services and returned to the student.

For assistance in developing a resume, visit the College of Business Career Services office in room 207 of Joseph Greene Hall.