

Don't Let Self-Defeating Attitudes Hinder Your Job Search

Is your attitude killing your job search? Believe it or not, your attitude can affect an employer's hiring decision just as much as your qualifications for the job. Your state of mind speaks a lot louder to the employer than you think. Are you aware of what you are unconsciously communicating to the employer?

Earlier this week, I read an article about how self-defeating attitudes affect a job search. The article caught my eye because I often encounter the exact attitudes it discussed when a frustrated student comes to me for help.

In the article, Peter Vogt, a MonsterTRAK Career Coach, explained three common examples of poor attitudes and how to overcome them. Are you guilty of one or more of these attitudes?

Entitlement

"I went to school for four years, and I think I deserve a good job."

Think about what the word *deserve* really means. It means that (1) you accomplished something that should be rewarded and (2) someone agrees and is willing to reward you. You need to come to terms with the second part of the definition. Yes, you accomplished something by earning your degree and gaining skills and experience through internships. But a prospective employer will ask, "So what? How are you any different from the millions of other people who have done the same thing?"

Employers are not interested in who deserves the job, but rather who is best for the position. Is this fair? You bet it is. It's a basic reality in the workplace, which means the longer you hang to the "I deserve a job" attitude, the longer you'll go without a place to work.

Lack of Focus

"I have no idea what I really want to do with my life after I graduate or any specific place I want to go. I am open to anything."

You might believe that employers would love to hire a person who is willing to do almost anything that needs to be done. You would be wrong. Most

employers view the flexible new college grad as someone who is simply unfocused and directionless, and thus a high-risk hire.

If you've fallen into the "I'll do anything" trap, you need to switch gears and work toward developing focus and specific job goals. This isn't easy or quick in many cases, but it is doable. Get help from knowledgeable resources: Career Services, professors, and people working in fields that interest you.

Why won't employers give me a chance?

"How am I supposed to get experience when nobody will give me a chance?"

To overcome the "give me a chance" attitude, you need to teach yourself to think like an employer, someone who pays money to someone else to perform a certain job.

As the employer, are you concerned about giving chances to people? Of course not. You're concerned with meeting your needs and those of the business or organization. An employer's main concern when interviewing prospective employees will always be: What can you do for me and my company? Start thinking like an employer, and you'll understand why this attitude makes no sense in the eyes of the person doing the hiring.

Don't let a bad attitude stop you from obtaining the job you want. Periodically perform a self-analysis during your job search. Are you projecting a poor attitude to employers? Are you demonstrating the frame of mind the employer desires? Seek help from career counselors, professors, and family or friends if you discover you need to make an attitude adjustment.

What are you unconsciously communicating to potential employers?

Career Krewe presents the Parade of Opportunities



Parade Schedule

WORKSHOPS – 4:00 – McLemore Hall 125

- February 7 Throw Me Something Mister: How to Get the Resume & Job You Want
- February 14 King and Queen of Mardi Gras: Ace the Job Interview
- February 21 Don't Miss the Parade: Job Seeking Strategies

SCAVENGER HUNT – 3:00-5:00 – Starting at Career Services

- February 7 Follow the clues to career success and win some cool prizes. Pre-registration required.

GOLDEN EAGLE FEUD – 12:15-1:00 – Thad Cochran Center Atrium

- February 13 A fast fun game to see which team has what it takes to land the job of their dreams.

MOCK INTERVIEW DAY – 1:00-5:00 – Joseph Greene Hall 210

- February 26 Practice interview skills with actual employer representatives. Sign-up for an interview through Eagle Advantage by Feb 21.

ETIQUETTE DINNER – 6:30-9:00 – Thad Cochran Center

- February 26 Polish your business and dining manners. The \$20 fee includes 4-course meal and instructions. Participants must sign-up by Feb 12 in McLemore Hall Room 125.

SOUTHERN MISS CAREER FAIR

Wednesday, February 28, 2007

Thad Cochran Center

12 noon – 4:00 p.m.

Don't miss this chance to meet with numerous employers to discuss full-time, internship, and co-op opportunities. Graduate School recruiters will also be discussing graduate programs.

SUMMER JOB FAIR – 9:00-12:00 – Thad Cochran Center

- March 1 Apply for summer jobs with camps, national parks, and local employers.



COLLEGE OF BUSINESS INTERVIEW SCHEDULES

Login to Eagle Advantage for up-to-date schedules – www.usm.edu/cs

US Dept. of Transportation – Financial Specialist	Sign-up Deadline: February 8
Norfolk Southern – Various Management Positions	Apply Deadline: February 4
Disney College & Career Start Programs Information Session Information Session	MUST attend one Information Session February 28 from 6:00-7:00 March 1 from 11:00-12:00
Consolidated Electrical Distributors (CED) – Manager in Training	Apply Deadline: February 15
Trustmark Bank – Management Development Assoc & Corporate Intern	Apply Deadline: February 15
Hancock Bank – Management Associate Program	Apply Deadline: February 18
University Directories – Sales and Marketing Internships	Apply Deadline: February 15
Murphy Recruiting (for Hancock Bank) – Tax/Staff Accountants	Apply Deadline: February 20
Cintas Corp. – Management Trainees & Scholars Interns	Apply Deadline: February 18
Walgreens – Management Trainees & Management Interns	Sign-up Deadline: March 5
Tower Loan – Management Trainees and Summer Interns	Sign-up Deadline: March 6
Sherwin-Williams – Management/Sales Trainee	Apply Deadline: March 6
State Bank & Trust Co. – Management Trainees	Apply Deadline: February 25
Halliburton – Field Technology Engineer	Apply Deadline: March 2
BancorpSouth – Management Trainee	Apply Deadline: March 5
Knight Transportation – Area and Resource Manager	Apply Deadline: October 16
Mississippi Tax Commission – TC Tax Auditor/Accountant I	Apply Deadline: September 28

Apply today through Eagle Advantage!

To View Schedules: Schedules Menu – Spring 2007 Schedules

To Apply to Schedules: Schedules Menu – Qualified & Open Schedules

www.usm.edu/cs