

engineering *at the University of Missouri*

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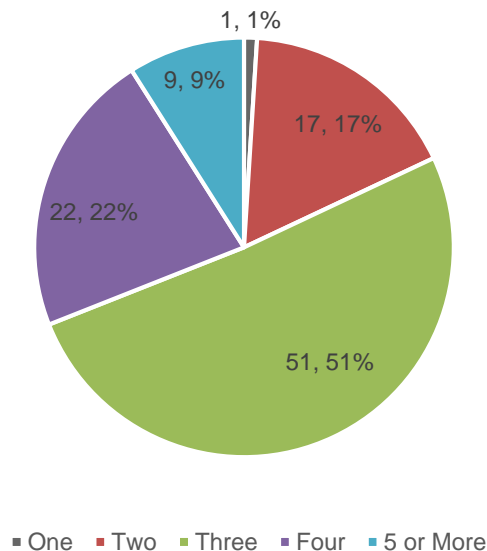
# TERMIS - AM

## December 4, 2017

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# Interview Statistics

Number of Interviews Before a Job Offer



Source: 2017 Recruiter Sentiment Study MRI Network

- In 2016, 1 in 6 candidates who applied for a job were asked for an interview.

Source: Jobvite 2017 Recruiting Funnel Benchmark Report

- 61 % of employees say the realities of their new job differ from expectation set during the interview process.

Source: Glassdoor 2013

- 34% of recruiters list investment in innovative interviewing tools as a top trend for the near future.

Source: LinkedIn Global Recruiting Trends 2017

- A 10% harder interview process is associated with 2.6% higher employee satisfaction later.

Source: Glassdoor 2015



# TIPS FOR YOUR NEXT JOB INTERVIEW



## COMMON NONVERBAL MISTAKES MADE DURING JOB INTERVIEWS

67%



Fail to make eye contact

47%



Have little knowledge of the company

38%



Don't smile

33%



Have bad posture

33%



Fidget too much



In a survey of more than 2,000 hiring managers, 33% claimed to know whether or not they would hire someone within 90 seconds.

## STATISTICS SHOW THAT FIRST IMPRESSIONS ARE DETERMINED BY:

55%



The way you dress, act, and walk through the door

38%



The quality of your voice, grammar, and confidence

7%



The words you choose to say

## THINGS THAT HAVE AN IMPACT ON FIRST IMPRESSIONS

# How to Interview Well

1. Research the industry and the company.
2. Clarify your “selling points” and reasons why you want the job. Be assertive.
3. Prepare for the most common interview questions.
4. Have questions for the interviewer specific to the company and the job.
5. Practice.
6. Close on a positive note.
7. Send thank you notes.



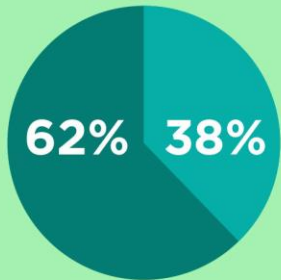
# Negotiation Statistics

**HEY RECENT GRADS!**

**SURVEY FINDS IT'S #WORTHASKING FOR A HIGHER SALARY.**



How common is salary negotiation for new grads?



■ New grads are NOT negotiating  
■ New grads are negotiating



**34%**  
of women negotiate



**44%**  
of men negotiate

**90%**

of employers have never retracted an offer because an entry-level candidate tries to negotiate.

**74%**

of employers have room to

**INCREASE**

their first offer by **5-10%** during negotiations.

**80%**  
of students and grads who **NEGOTIATE** are at least partially successful.

**Success Rates for Non-Salary Benefits**



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Source: NSCS Talks Secrets and Strategies



# How to Negotiate

- Don't be afraid to ask for what you want.
- Listen.
- Do your homework.
- Don't be in a hurry.
- Be willing to walk away.
- Aim high and expect the best outcome.
- Show the other person how their needs will be met.



# What's **in** your future?



At the University of Missouri College of Engineering, we are:

- hiring up to 50 new faculty positions
- doubling the number of graduate students
- increasing diversity among faculty and student body

Be part of our Pillars of Pursuit:

- Educating Engineering Leaders
- Big Data Analytics
- Biomedical Innovations
- Sustainability in *FEWSed* (Food, Energy, Water, Smart Cities)



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The opportunities are endless.