Success in the Job Market

John R. Birge
The University of Chicago
Booth School of Business
Overview

- Plan far ahead
- It’s not *what* you know…
- Ask not …
- Be prepared
- Speak (not so) softly and carry…
- ? !
Plan Far Ahead

• What to do before…
  – Papers
  – Courses
  – Teaching
  – Research roadmap

• The 4 talks
  – Elevator (1 minute)
  – Conference interview (3-5 minutes)
  – Conference presentation (15-25 minutes)
  – Workshop/seminar (50-90 minutes)
It’s not *what* you know…

- Network before you enter the market
- Know the people in your area
- Meet, email, discuss …
- Never too early to start
Ask not …

- What can you do for University X?
  - How you fit their research profile?
  - Where your teaching interests fit?
  - How you can add to their capabilities?
  - How you can help them do better?

- Must know each place and who is there.

- Tailor the cover letter to show interest and value
Be prepared

• If invited for an interview, know what everyone does – most recent work
• Make sure you cite any of their relevant work in your talk
• Practice, practice, practice
• Prepare to defend the greatest weaknesses
Speak (not so) softly and carry…

• Make your points forcefully but with the results
• Show that you have thought of alternatives and challenges
• Know where else the work can go
• Have many questions ready for each interviewer
• Show interest in their work
• Remind them how you can help them