

Yes sir,
I've just completed
my thesis on metaphysical reality
and the theory of vascular
cohesion, and I'd like to
become the president of
your firm.

Well, Mr. Smith,
judging from your smart
beard, your immaculate
corduroys, and the disarming way
you plant your shoes on my desk,
I'd say you had a snowball's
chance in hell.

How (not) to approach your job interview

It is a dreary world, gentlemen!
Nikolai Gogol

By JULIAN BELTRAME

Ever hear of the past catching up with you? For approximately 3,000 York students graduating this year, that's quite possibly what is going through their minds—how past decisions are now affecting their futures.

The plain truth is that most firms recruiting on campus this year don't give a damn about your academic performance if you happen to be an arts, fine arts, or social science student.

In fact, in a 1974 study by the Western College Placement Association on employer attitudes regarding potential graduate employees, neither fine arts nor humanities graduates scored positively in any of the 16 general job categories used.

Social science graduates had a mildly positive influence on the interviewer in only two types of jobs. Contrast this with a business graduate who automatically scores a mild positive influence before he even enters the interview room, for all but one of the job categories, and you know exactly where most students of this institution stand.

BUSINESS WINS

The picture gets even bleaker when you consider that the going rate for a top arts graduate in Canada might command a \$9,000 a year salary, but a business graduate would have no difficulty in bringing in up to \$16,000 in his first year.

Steve Barnard, manager of the on-campus Canada Manpower Centre, added that "realistically it may not be possible for an arts student to find a job related to his course of study, whereas a business graduate has no problem."

And while a business graduate might shop around to find the right position for himself, finding a job offer for a fine arts student "might be a full time job", said Barnard.

HELPFUL HINTS

For this reason Barnard and the



other two counsellors at the centre offer arts students hints on how to dress and behave in an interview. This is where the Western College study is important, because according to Barnard, it accurately reflects Canadian recruiters' attitudes and biases towards the college graduate job applicant.

Barnard said "the first three minutes of the interview have a very important effect on whether or not a student will be offered a job," and will tend to colour the rest of the interview. For this reason, the study goes into extensive detail concerning the applicant's appearance and comportment during those first minutes.

Before going into the interview, it is important that the applicant choose the right clothing.

NIX ON JEANS

A suit (no colour mentioned) is the only apparel to produce a strong positive influence on the interviewer, while a sports coat and tie only influences the interviewer mildly. Jeans and sandals are definite nos.

For women it's a different matter. No particular type of clothing is liable to impress the interviewer strongly, although nylon stockings certainly help. Jeans and shorts are out, but taking off your bra won't hurt you. Or help you, for that matter.

Looking good is only the first part of the test; now comes the hard part, when the nail-biting student must get himself into the room and face his doom.

Wanna get a job? Keep looking at the interviewer, but don't stare at him. Remember to maintain "eye-contact" but don't stare—if you can figure that out.

BONE CRUSHER

When you shake his hand, maintain a firm handshake—break his fingers if you have to—just don't lay any soft, soggy skin on him. Slapping hands (athletic style) is definitely out, and whatever you do, don't



ANATOMY OF A "BUSINESS FACE"...

Past CYSF presidential candidate Joe Renda wins the business face of the year award with his clean-shaven chin and short sideburns. Candidate two comes close, but the long sideburns let him down in the pinch. Candidates three and four have the type of faces that are neither here nor there as far as the interviewers are concerned.

refuse to shake hands with him.

Finally, remember that the way you say it is just as important as what you say. Although nothing counts in your favour, anything other than formal speech counts against you. Words like "like", "groovy", "far out", "heavy", and all that jazz might not get you thrown out of the room, but they might get you tossed into the unemployment lines.

If you really want to be rejected, however, nothing works quite as well as swearing at the s.o.b.

BAD VIBES

If you think you're ready to submit to your first 15-minute interview now, you're wrong. When was the last time you looked yourself straight in the face? Did you check under your fingernails and smell under your armpits? Dirty fingernails and body odor produce very bad vibes in the interview room. Of 12 sample faces designed to cover a broad section of hair styles, beards and moustaches, only one exhibited the ability to make the interviewer producing mild infatuations.

Surprisingly, that figure was not the one sporting the crew cut, but was every barber's choice for a window display. The second most popular had equally well-groomed medium short hair, but included the one failing of having sideburns down to the middle of his ears.

Every conceivable example of facial hair produced a negative response, except for the sole well-trimmed moustache, in combination with short hair.

Hair to the shoulders, even with a clean shaven face, will not be tolerated.

SEX QUIZ

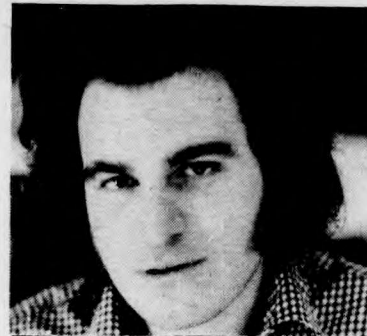
As important as what you look like and how you comport yourself at the interview, is what you've done with yourself in your life, or what your opinion is on controversial issues such as politics and sex.

For instance, if you happen to be a liberal or conservative or don't care, the interviewer wouldn't object to you very much; but if you believe that every man should be equal economically as well as legally, or if you believe that Hitler was the greatest thing since Machiavelli, you are unlikely to be a very good worker as far as most interviewers are concerned.

Similarly, the interviewer wouldn't object to your belonging to a group which supported the legalization of marijuana, but if you had ever signed a petition to that effect, he would. Or if you participated in a demonstration against military recruitment (specifically U.S.) it would be strike one and no balls before you even went to bat.

LOVE LIFE

You will receive negative reactions if you are sleeping with someone of the opposite sex out of wedlock, and will not get hired if you are sleeping with someone of the same sex out of wedlock. No questions involving homosexual activities within the framework of marriage were asked.



...AND A COROLLARY TO THE ANATOMY

Face five has just stepped over the border and is beginning to irritate the interviewer. John Becker would certainly not be hired into any responsible position, and past CYSF hopeful Fred Hauptman's five o'clock stubble gets him into trouble. Face eight hasn't a prayer—notice the hair by the shoulders.

The North American business community does however believe that everyone should be married, because a positive response was shown by interviewers to the married candidate. Despite this, most interviewers stated they wouldn't react one way or the other to the candidate who didn't want his employer to interfere with his private life.

THE WINNER IS...

If the following description suits you to a tee, congratulations; you will be the first successful job applicant in your block.

"The applicant graduated from a state university with a major in computer science. His/her grade point average was about "B". His/her extracurricular activities include member of computer science club, social chairman of his/her dormitory, and intramural tennis. He/she has worked part-time at the student union throughout school.

"For two of the past summers he/she worked at jobs that were unrelated to the prospective position; one summer he/she travelled in Europe and last summer he/she worked in the accounting office of a large manufacturing company."

Barnard had some more tips to offer candidates who have been granted an interview. During one point in the interview, be sure to slip in the phrase, "I want to make sure I am right for the company and the company is right for me." That indicates some concern for the future, and tells the recruiter you have received or will receive other job offers because you're such a good catch.

KNOW YOUR BOSS

It is also very important to know a lot about the company.

"There are a fair number of students who go into an interview cold, knowing the absolute minimum of the employer's business," said Barnard.

"Employers are very impressed when the applicant knows a great

deal about the company he is applying to".

Barnard also indicated that the interview room is not the place to turn into a wallflower.

"It's very important to take control of the interview up to a point. When you're asked a general question, talk a lot and offer things you weren't asked."

But there's an art to breezing through an interview, and that art is knowing when to be aggressive and when to be passive.

"You can talk yourself into a job and keep on talking and talk yourself right out of it too," offered Barnard.

NEW RECRUITS

A majority of the firms recruiting at York this year, as in past years, will be accounting firms, which require arts students to go to school while working in order to complete the necessary number of credits required to become a C.A. A minimum period of three years of further schooling is guaranteed.

Barnard offered one encouraging sign. "The employers coming to campuses this year have a lot of jobs," he said. "But don't forget they're going to a dozen campuses."

"Some students will wind up getting five or six offers; others may never find a job."

The crunch is on, with approximately 11,000 students graduating in the Toronto vicinity this year, and with considerably less university-type positions available.

BLIND PANIC

The Canada Manpower office in the Temporary Office Building is open for your application—but if you haven't already inquired, as most students haven't, you've already missed out on the federal government positions and two weeks of interviews.

They say the early bird gets the worm. In this case the early bird has been up since October 17, and he is liable to be up till March.

And even he isn't assured of gobbling up that damned worm.