Your Career and Employability

Melanie Luhrmann and Ed McLean

Director of Employability (Department of Economics) and Careers Consultant (RHUL and The Careers Group)
Points of contact

- Careers Consultant, Ed McLean (The Careers Service)
  - Running workshops
  - Occasional one-to-one appointments

- Director of Employability, Melanie Luhrmann (Department of Economics)
  - Since 2013/14: Closer collaboration in improving your employability skills, offering more information on jobs in economics, creating more contacts to employers and more job opportunities for you
  - Office hours: Wednesdays 3-4 and Thursdays 1-2
  - Or: by appointment (melanie.luhrmann@rhul.ac.uk)
Why are you here?

2-3 minutes:

Introduce yourself to the person next to you. Discuss for a couple of minutes each:

• Why did you decide to come to university?

• How do you expect/hope to change or develop in yourself over these 3+ years?
How do I gain skills while at university?

From independent study
- Time management and organisation
- Working independently
- Prioritising your workload
- Researching
- Motivating yourself

From lectures and seminars
- Verbal communication
- Persuading and arguing your case
- Identifying which information is relevant and recording and organising it
- Concentrating and listening
- Presenting

From essays and assignments
- Identifying and using research
- Structuring arguments
- Identifying which information is pertinent (or not)
- Critical analysis of arguments
- Written communication
- Structuring documents

From Group Work
- Delegating
- Understanding people and how they interact
- Leading a team
- Negotiating and having your voice heard
- Supporting other team members
- Managing timing in a group
- Understanding how you fit into a group
Economics-related skills that employers love

**Communication** - presenting findings and explaining complex data, producing written technical and non-technical documents;

**Numeracy** - handling complex data and applying mathematical and statistical analysis methods to the data;

**Problem-solving** - extracting relevant information, drawing conclusions and making logical recommendations;

**Computing** - using specialised software to analyse data and present findings;

**Time management** - completing specific tasks within designated time frames;

**Analytical skills** - analysing research methods, data, conclusions and recommendations.

Source: [http://www.prospects.ac.uk/options_economics.htm](http://www.prospects.ac.uk/options_economics.htm)
What Do Economics Graduates Do?

- Manager
- Assistant Auditor/Grad Scheme
- Loans Officer
- Data Analyst
- Police Constable
- Management Consultant, Financial Markets
- Financial Analyst
- Actuarial Analyst
- Analyst
- Trainee Commodities Trader
- Junior Recruitment Consultant
- Audit Associate
- Second Lieutenant
- Financial Analyst
- Divisional Merchandise Admin Assistant
- Communications Officer
- Estate Agent
- Admin and Finance Volunteer
- Assistant Economist
- Customer Service
- Quantitative Analyst
- Consultant
- Associate in Human Capital Tax
- Analyst
- Leather Manufacturing Assistant
- Managing Director
- Maths Teacher
- Software Financial Consultant
- Financial analyst
- Junior Consultant
- Business Analyst
- Investment Banking Analyst
- Clinical Analyst
- Customer Services Trainee
- Banking Intern
- Economic Expert
- Associate/Graduate Scheme
- Financial Analyst
- Accountant
- Accounts Lead/Operations Analyst
- Teaching Assistant
- Premium Banking Support
- Investment Analyst
- Statistics Administrator
- Assurance Analyst

Which 3 jobs are NOT ones Economics graduates went on to do?
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Source: Destinations of Leavers of Higher Education Survey 12/13
In graduate level work

56%

Source: Destinations of Leavers of Higher Education Survey 12/13
What do employers want?

What do you think? Rank these with “most desired by employers” at the top:

• University attended
• Degree subject
• Employability skills
• Foreign language capability
• Relevant work experience
• Degree class (1\textsuperscript{st}, 2:2, etc)
Most important factors considered when recruiting graduates (%)

- Employability skills: 81%
- Degree subject: 70%
- Relevant work experience/industrial placement: 68%
- Degree class (1st, 2:1, 2:2 etc): 46%
- University they attended: 8%
- Foreign language capability: 3%
Employability skills

From your course

IT Skills
Numeracy
Literacy
Analysis skills
International cultural awareness

Team working
Problem solving
Self-management

From somewhere else!

Positive attitude at work
Knowledge about chosen job
Business and customer awareness
Relevant work experience

Source: CBI, 2012
How do I get employability skills?

Get involved! Build your skills! Make connections.

Attend the Economics Careers Skills Certificate Sessions

Learn about your careers options with the Economics@Work talks and do your own research
That’s a lot of societies!

Chairperson
Treasurer
Marketing Officer
Events Manager
???????
Welcome to Passport!

• Get involved in on-campus activities that build your skills
• Gain points
• Get 100 points and you’ll get The Passport Award
Careers and Employability Service presents

Part-time Jobs Fair

1 October
11.30-2.30pm
Students’ Union

Find out more: royalholloway.ac.uk/careers/events
Community Action Volunteering

New Response Team

Community Action is launching a new team for student volunteers to join and become the first point of contact for special one off activity requests.

Volunteer registration

New to Royal Holloway? Or just new to Community Action? Register to get involved!

Community partner

Register your volunteering opportunities with the Community Action Programme

Get recognised

Your volunteering can be accredited and various awards

Projects

There are volunteering opportunities in a wide variety of
How can I gain skills at uni?

**Year 1**
- Societies
- Responsibilities
- Work experience (summer jobs, part time jobs, short work experience, maybe an internship?)

**Year 2**
- Get short work experience
- Get an internship in the summer

**Year 3**
- Get a graduate level job
15 mins. Confidential. People ask us....

- Is my **CV/app/cover letter** OK?
- What to think about before I **change course**?
- I don't know **what job to do**!
- I don't know **where to start**!
- How to **decide between options**?
- I have a **career problem**!

You have to book!
Visit the careers service (Horton building)
Call the careers service 01784 443 073
Business & Finance Week 20\textsuperscript{th} – 23\textsuperscript{rd} October

- Management Consulting Alumni Panel
- Application Forms for Business & Finance
- Deloitte: "Audit, Tax, Consulting & Corporate Finance services"
- Banking and beyond: Exploring finance alumni panel
- CVs for Business & Finance
- SEO "Succeeding in business and finance as a BME professional"
- The Best Kept Secrets: Business & Finance Careers you Never Knew Existed
- CIMA "Careers in Accounting"
Business, Finance and Technology Fair (29 Oct)

Bank of England
BDO
Bloomberg
BSkyB
CGI
Checkpoint Software Technologies Ltd
CIMA
CPA Australia
Deloitte
EMC Corp
Enterprise Rent-a-Car

Fidessa
GCHQ
HSBC
KPMG
Morgan Advanced Materials
Police Now
Rate My Placement
Thales
Toyota (GB)
So what’s your plan?

Discuss with a friend: 1 minute each

To get involved in university life and ensure your employability, what will you do in the first year?
Our departmental programme for employability skills for Economists
How does your job market work?

• Good grades are important

• But they are not the only aspect of skill employers are looking at

• Your “sales pitch” is decisive in bringing your skills across

  an HR department will skim hundreds or thousands of applications, and so if your is not spot on at first glance, you are out

• Having some work experience (through summer jobs and internships) is an important and necessary asset when applying

You decide what you want your career to be and you study to reach this goal
What is your role?

- You are responsible for your own careers
- What can you do now?

Start building a CV and get informed!
What is our role in this?

From your code of conduct:

“The Department aims to support your future and career ambitions. We run a tailor-made course programme for Economics students jointly with the university careers service to help you enhance your application and interview skills and regularly hold careers events with distinguished speakers. We also have a dedicated academic to provide you with careers advice. “

→ Specific jointly designed and tailor-made program by department and careers centre for you
What is our aim?

We want to help put you in the best position for your job search:

• Learn how to best present yourselves to employers (e.g. CV writing and interview skills)
• Find out what you want to do after your studies (Econ@Work talk series and other events)
• Help you build a network with employers
• Train some important career skills
## Our structure?

<table>
<thead>
<tr>
<th>Program</th>
<th>Status</th>
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<tbody>
<tr>
<td><strong>Economics Career Skills Certificate</strong></td>
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<tr>
<td><strong>Economics@Work</strong></td>
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<tr>
<td><strong>Interview Practice</strong></td>
<td>NEW!</td>
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<tr>
<td><strong>Case Studies in Economic Policy</strong></td>
<td>NEW!</td>
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<tr>
<td><strong>Royal Holloway meets the City</strong></td>
<td>NEW!</td>
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<tr>
<td><strong>Individual Support</strong></td>
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Economics Career Skills Certificate (UG)

Basic skills: application and CV writing (& checking)

Year 1
30 Sep 14:00-16:00 (full)
2 Oct 14:00-16:00

Advanced skills: interview skills (& mock interviews)

Year 1
11th Nov 15:00 – 17:00

- You are expected to participate as part of enhancing your employment skills
- Signup here: https://www.royalholloway.ac.uk/economics/yourfuturecareer/economicscareerskillscertificate.aspx
- You will learn very useful skills for your job applications and job interviews
- You will receive a certificate after successful completion that you can include in your applications
- The skills gained from completing the certificate will increase your chances of getting a job or internship.
- You get 5 Passport Points per module
Series of talks...
...about jobs in economics with
practitioner insights
case studies
careers advice and
Q&A

Always with pizza & drinks!

- Gives you ideas which jobs you could pursue after graduating
- Explains what they entail
- How to get there
- Acts as decision-help in your job choice
- Gives you access to future employers
Economics @ Work this autumn

Students attending 4 Economics @ Work talks will receive 5 passport points.

**Competition in online markets – Google, Amazon & co.**
By Amelia Fletcher (OBE, Former Chief Economist at the Office of Fair Trading, Non-executive Director at the Financial Conduct Authority)
20th October 17:00 - 18:30

**Career Prospects in Finance**
James Ruane (Mergers & Acquisitions, Deutsche Bank)
Grellan McGrath (Bank of England)
13th November 17:00 – 18:30

**A Career in Economic Consulting**
by Danail Popov (Senior Economist at Frontier Economics)
16th October 17:00-18:30

**What can I Do With a Economics Degree?**
Featuring RHUL Econ Alumni
20th November 17:00 – 18:30

Further talks will be announced through our webpage
Royal Holloway Meets the City

- An event for students and alumni in Central London

Speaker tbc

followed by Wine reception

Date coming soon!

- Who is it for? For MSC Finance students and everybody interested in Finance
- Limited number of places
- Joint event for alumni and students
- Signup will be soon released
- Gives you an insight into different topics in Finance from experts in their fields
- Meet our alumni!
- Broaden your network
A little peak at what’s in store for you in years 2 and 3 of your studies.....
Case studies in Economic Policy Workshop

with
Tina Dallman
Former Economic Advisor for the Cabinet Office, the Department of Energy and Climate Change, DEFRA, and UN Programme Officer

University Business Challenge

The department sponsors a team for the worldwide business competition of teams organised by e.g. IBM, Landrover, Jaguar

Interview practice with professionals

Practice a real-world interview situation in a safe and supportive environment and get feedback on your interview skills

Individual support sessions

One-to-one support sessions to support you through your job search
Individual support & more information

- We offer individual support and advice in your job search
- Visit the office hours of the careers executive
- Scheduled careers appointments with the careers consultant Ed McLean (these will be emailed nearer the time). Access to daily (Mon – Thu) appointments and workshops in the careers centre.
- Find a lot of information on job opportunities on our new website: http://www.rhul.ac.uk/economics/yourfuturecareer/careerssupport.aspx
Our website

https://www.royalholloway.ac.uk/economics/home.aspx

- Go to “Your career”
- Find a lot of useful tips and information

- about our department career programme
- Job search engines
- Internship and graduate schemes and their deadlines
- ....

- And: find all signups for events there!

Please take a look!
Building contacts to alumni and employers

We are working on building collaborations with employers and alumni to

- Facilitate your search for work experience and internships
- Give you more access to employers

- Your ideas and suggestions are welcome!
- If you have done an internship or work experience with an employer that you would recommend, please let us know!
- Melanie.luhrmann@rhul.ac.uk or ed.mclean@rhul.ac.uk
What do you need to do to benefit from these services?

- Sign up for the Economics Career Skills Certificate!
- Look at the website and browse for
  - opportunities to participate in university societies
  - opportunities to volunteer
  - jobs on or off campus to gain work experience
  - internships
- Come to our events! (Economics@Work talks, interview practice, case studies course)
- ask questions and talk to the invited employers
- Contact us if you have questions or need advice
Have a good time at Royal Holloway!

- ...and do not forget to start building your CV now!

- Sign up for the Economics Career Skills Course next week