

# PMI-SV Job Seekers' Group • October 15, 2012

Monday, October 15, 2012  
7:30 AM

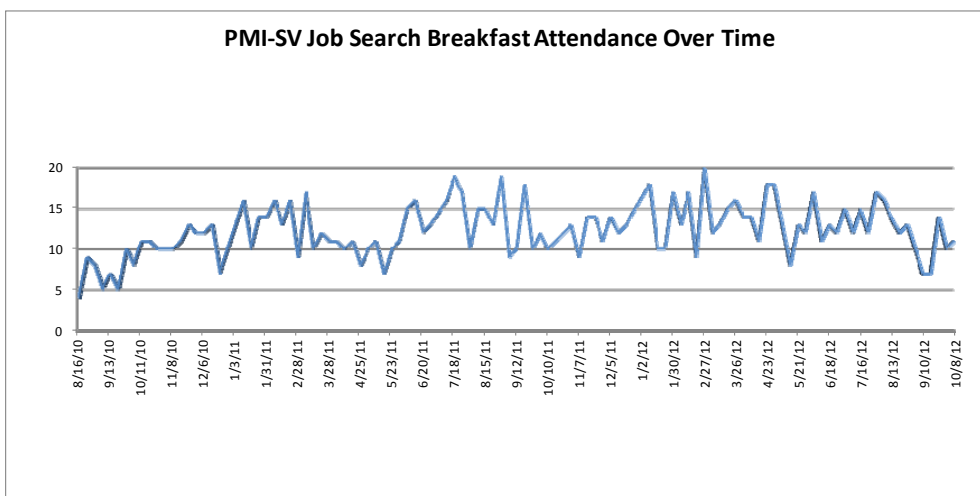
- **It is worth reminding people** that our host location (Coco's) stays in business by:
  - The restaurant survives on the price of the food that we purchase, and
  - The staff survive on the tips that we provide

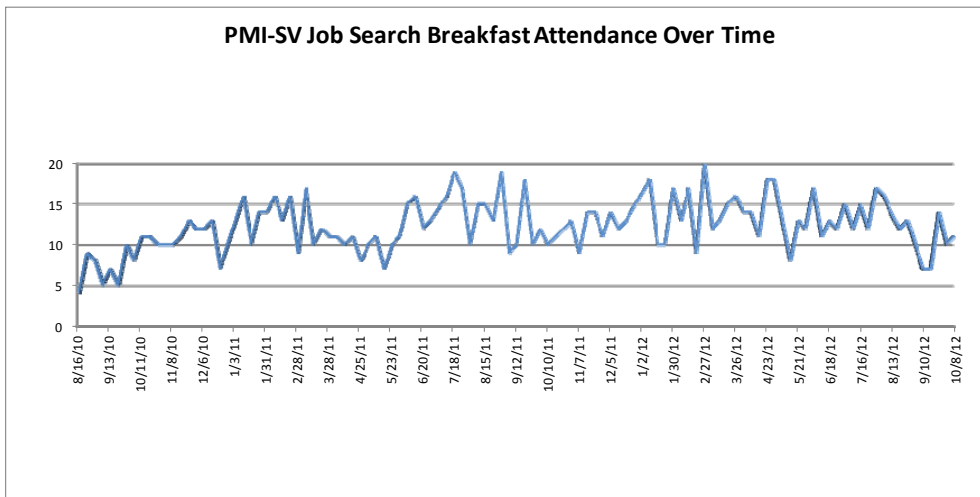
... *please be appropriately generous in your patronage*

  - Also, Coco's and our server (Ramiro is his name) would appreciate comments
    - [www.cocosbakery.com/contact-us](http://www.cocosbakery.com/contact-us) (the URL printed on our receipts doesn't work)
    - or telephone Coco's at (877) 225-4160
  
- **Upcoming Event**
  - Every Monday
    - Coco's Restaurant (Lawrence Expressway at Oakmead Parkway, Sunnyvale)
    - 7:30 AM (but welcome to arrive earlier)
  - See the PMI-SV calendar for details
  
- **Today's agenda:**
  - 1) **Introductions** (at 10 minutes after the meeting start)
    - Introduce yourself in 2-3 sentences
  - 2) **Focus topic for today:**
    - "Coming in second" in the interview process
    - (time permitting) Using social media in your job search
  - 3) **Open topics**
  - 4) **Upcoming Events**
  
- **Next week's agenda:**
  - To be decided at the end of today's meeting
  - or a continuation of today's topics
  
- Notes from this meeting are abbreviated (names and introductions are removed) and posted in the "Files" area of our Yahoo! Group at [http://finance.groups.yahoo.com/group/PMISV\\_JOB\\_SEARCH\\_GROUP/](http://finance.groups.yahoo.com/group/PMISV_JOB_SEARCH_GROUP/)
  
- A copy of this handout is available at the moderator's personal website:  
<http://PMP.slafetra.org/js-team>

## Tips & Tricks

|  |   |
|--|---|
| Word Cloud                               | <ul style="list-style-type: none"><li>• Look at your resume through the lens at <a href="http://www.wordle.net">http://www.wordle.net</a></li><li>• Try this with job descriptions as well as your resume</li></ul> |
| Have your PMP? -- claim your PDU credits | <ul style="list-style-type: none"><li>• For those who hold PMP certification, our meeting qualifies for 1.5 "category A" PDUs</li></ul>   |





**Recruiters who have recently visited us and shown a special interest:**

*((This contact information is provided as-is and as a service. No special endorsement is implied))*

- Sep 2012: **Diana Hernandez** \* Resources Global \* [diana.hernandez@resourcesglobal.com](mailto:diana.hernandez@resourcesglobal.com)
- Sep 2012: **Beverly Auton** \* Red Oak Technologies \* [bev.auton@redoaktech.com](mailto:bev.auton@redoaktech.com)

**Possible topics for discussion:**

(please add to this list, as it is a "living" topic-list)

**(We will also periodically revisit items that we have discussed in earlier meetings)**

- **How-to**
  - 1) How to be perceived as a good "Manigator"
  - 2) How to "read" your network -- making sure that your message is heard
  - 3) Managing conflict within a team
  - 4) Showing your expertise to different classes of "customers" (recruiter, hiring manager, other interviewer, social contact, etc.)
  - 5) Resume hints (dos, don't, best way to present oneself)
  - 6) LinkedIn Groups (how to leverage the groups for job search)
  - 7) Finding and contacting HR & recruiters WITHIN a company
  - 8) Key questions to ask of recruiters and interviewers
  - 9) Reading the interviewer and adjusting yourself accordingly
  - 10) The structure of job-searching -- taking charge of the job-search
  - 11) Incident and Problem Management
  
- **Hands-on**
  - 1) (scheduled for 10/15/2012): Using social media in your job search
  - 2) Share Web and other resource links
  - 3) Share actual interview questions heard by recent interviewees
  - 4) Two things that you are doing (or will do) differently in your job-search this week
  
- **Other**
  - 1) (scheduled for 10/15/2012): "coming in second" in the interview process
  - 2) Using humor to make your point(s) -- including advantages and pitfalls
  - 3) The worth of domain knowledge as a PM (Project mgr, Program mgr)
  - 4) What temp agencies are associated with which companies
  - 5) Questions you are tired of hearing again and again -- how do you differentiate yourself when you reply?

**Past topics we have discussed:**

**(We will periodically revisit these items)**

The date listed is the most recent time we discussed the topic, and the discussion is usually summarized in the meeting notes from that date.

- **How-to**
  - **06/11/2012:** Dealing with recruiters
  - **06/11/2012:** Your cover letter

- 05/07/2012: How to conduct a job search remotely
  - 04/16/2012: Working a Job Faire -- research, preparation, networking, the Faire itself, follow-up
  - 11/28/2011: Managing Stakeholder's Expectations -- In the job, in the interviewing process
  - 10/14/2011: Ways to get or enhance your visibility
  - 10/03/2011: Handling complacency
  - 08/22/2011: Reading an interviewer
  - 08/15/2011: Handling a glut of information (to and from yourself)
  - 08/08/2011: How do you get experience when you need experience to get a job
  - 05/16/2011: Presenting yourself
  - 04/18/2011: Avoid being perceived as a "threat" to the interviewer
  - 04/11/2011: Open-ended questions
  - 04/04/2011: Your 90-day plans (pre-job and post-acceptance)
  - 03/07/2011: Managing your relationship with temp and employment agencies
  - 01/31/2011: Neutralizing employer's concerns
  - 01/31/2011: Dealing with Gaps in resume, Many short jobs, Extensive time with one company
  - 01/24/2011: Sharing your true expertise when you are not familiar with the jargon
  - 01/17/2011: How do you suggest or recommend change in an interview situation
  - 12/06/2010: Job-hunting over the holidays
  - 11/29/2010: Where to find assistance in writing/reviewing your resume
  - 11/29/2010: Getting the attention of a hiring manager
  - 11/22/2010: Survival jobs when you need them to "just pay the bills"
  - 11/08/2010: Preparing for an interview
  - 11/01/2010: Business Card (dos, don't, best way to present oneself)
- **Hands-on**
    - 09/17/2012: Managing the phone screen
    - 08/27/2012: What's your go-to tool for job hunting?
    - 08/06/2012: What's your game plan?
    - 04/02/2012: Share your LinkedIn Profile
    - 03/19/2012: and 03/26/2012: Share your resume
    - 03/12/2012: Managing the Interview
    - 02/27/2012: Focus on LinkedIn
    - 06/13/2011: Share a simple one-page graphic or diagram that is significant to you. Explain it to your interviewer
    - 05/23/2011: Share business cards and resumes (style, format, content, organization)
    - 01/24/2010: Learning during the interview
    - 12/13/2010: Share business cards (style, format, content, organization)
- **Other**
    - 10/08/2012: Global / International / Diverse Cultures
    - 09/24/2012: Factors to Consider in your Job Hunt
    - 08/20/2012: What's your biggest job-search failure?
    - 08/12/2012: The DISC personality assessment ([http://en.wikipedia.org/wiki/DISC\\_assessment](http://en.wikipedia.org/wiki/DISC_assessment))
    - 07/30/2012: Degrees of Freedom vs. Levels of Control
    - 07/23/2012: Temp Jobs and Contract Work
    - 07/16/2012: Interview with a recruiter
    - 07/02/2012: Informal coaching
    - 06/25/2012, 07/09/2012: Discussion of interesting job reqs
    - 06/18/2012: Job Boards and Other Resources
    - 06/04/2012: Your interview experience
    - 05/28/2012: Functional and Hybrid resumes
    - 05/21/2012: Dealing with Rejection
    - 05/14/2012: Your Marketing Plan
    - 04/30/2012: PM Career Progression
    - 03/05/2012: Social Etiquette
    - 02/20/2012: Branding Yourself in Social Media
    - 02/13/2012: Interviewing Hints
    - 02/06/2012: Your Personal Brand
    - 01/30/2012: Never stop looking
    - 12/12/2011: Books you are reading
    - 12/12/2011: Optimization -- when the "sweet spot" a true optimum, or pushed against a regulatory "edge"
    - 11/21/2011: Conversation with Bernie Maloney, a well-known networker and PM job seeker

- [11/14/2011](#): Dealing with the holiday-period "emotional downtime"
  - [11/07/2011](#): What good interview questions are actually trying to discover
  - [10/24/2011](#): Applying for "survival" jobs that may not be on your career path
  - [09/26/2011](#): Advice about how to present yourself
  - [08/22/2011](#): What do you think of the current financial roller coaster and how it impacts your job hunting
  - [07/25/2011](#): Your perception of the current job market / any stories or anecdotes to share
  - [07/11/2011](#): Share your interview experiences
  - [06/27/2011](#): How do you allocate your job-search resources
  - [06/20/2011](#): How do you "un-ask" for something (changing directions gracefully)
  - [05/30/2011](#): What do you feel is blocking you from passing the interview and/or landing the job
  - [05/09/2011](#): Stupid Mistakes Not To Make
  - [05/02/2011](#): What are you doing to stay current in your professional life
  - [04/25/2011](#): Benefits and Pitfalls of strong personal branding
  - [03/28/2011](#): The future of PM roles and the impact on job-seekers
  - [03/14/2011](#): What do you coach? What do you teach?
  - [02/14/2011](#): Interview questions for PMs? Senior, Intermediate, Entry-level jobs
  - [02/07/2011](#): Other programs that exist for the job-seeker
  - [01/10/2011](#): Definition of Project Mgr, Program Mgr, Portfolio Mgr, System Mgr
- **Duties of a Project/Program Manager**
    - [11/15/2010](#): Technical level, Business ownership, Process / process consultant, Hands-on "doer"