

PMI-SV Job Seekers' Group • December 12, 2012

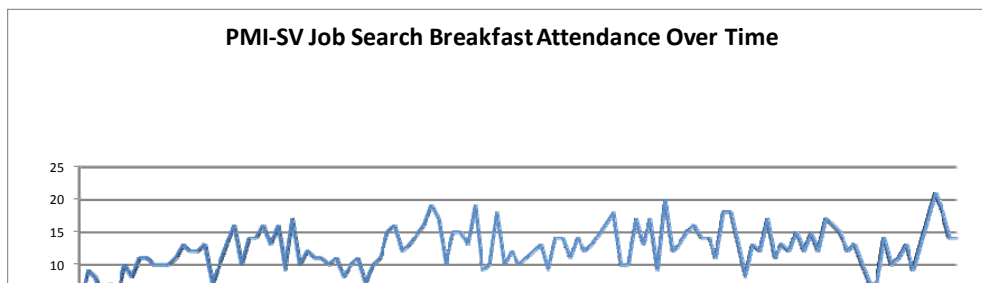
Monday, December 10, 2012
7:30 AM

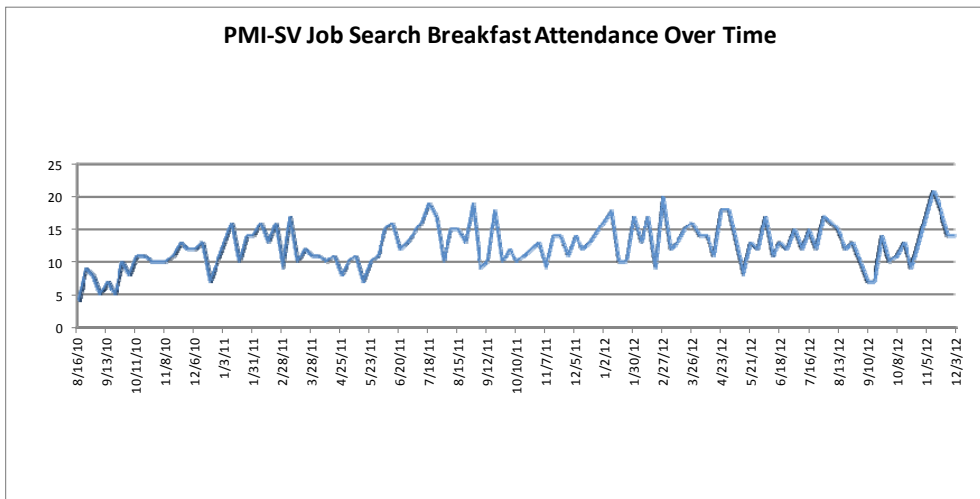
. ANNOUNCEMENT

- **Our Holiday Schedule:**
 - **December 17 -- we will meet**
 - **December 24 -- we will NOT MEET**
 - **December 31 -- we will NOT MEET**
 - **January 7 -- we will meet**
- **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 (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:**
 - **Working with Headhunters**
 - **Conflicting Stakeholder Needs**
 - 3) **Open topics**
 - 4) **Upcoming Events**
- **Next week's agenda:**
 - To be decided at the end of today's meeting
- 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/
- 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">• Look at your resume through the lens at http://www.wordle.net• Try this with job descriptions as well as your resume
Have your PMP? -- claim your PDU credits	<ul style="list-style-type: none">• For those who hold PMP certification, our meeting qualifies for 1.5 "category A" PDUs





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
- Sep 2012: **Beverly Auton** * Red Oak Technologies * 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) (scheduled for 12/03/2012): Responding to the question "how do you manage conflict in your team?"
- 2) (scheduled for 12/03/2012): Job-Searching during the Holidays (continuation)
- 3) Evaluate a job offer
- 4) Be perceived as a good "Manigator"
- 5) "read" your network -- making sure that your message is heard
- 6) Managing conflict within a team
- 7) Showing your expertise to different classes of "customers" (recruiter, hiring manager, other interviewer, social contact, etc.)
- 8) Resume hints (dos, don't, best way to present oneself)
- 9) LinkedIn Groups (how to leverage the groups for job search)
- 10) Finding and contacting HR & recruiters WITHIN a company
- 11) Key questions to ask of recruiters and interviewers
- 12) Reading the interviewer and adjusting yourself accordingly
- 13) The structure of job-searching -- taking charge of the job-search
- 14) Incident and Problem Management

▪ Hands-on

- 1) Using your PM experience to organize and manage 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) IT as a field
- 2) Making your own decisions
- 3) Using humor to make your point(s) -- including advantages and pitfalls
- 4) The worth of domain knowledge as a PM (Project mgr, Program mgr)
- 5) What temp agencies are associated with which companies
- 6) 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**

- 12/06/2010, 11/26/2012: Job-hunting over the holidays
- 11/19/2012: Using your PM expertise to organize and manage your job search
- 10/15/2012, 10/22/2012, 10/29/2012: Using Social Media in your job search
- 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
- 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**

- 11/12/2012: Questions to ask in informational interviews
- 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, 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**

- 11/26/2012: Responding to the question "how do you manage conflict in your team?"
- 11/12/2012: Good questions for Informational Interviews
- 11/05/2012: Finding companies that you may not have heard of
- 10/15/2012: "coming in second" in the interview process
- 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)
- 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"