

Talking with Professionals

Weekly Report 9/18/17 to 9/24/17

Throughout this past week of ISM, we peer edited our resumes and continued to work on our assessments and research on our topics. Mr. Speice also gave us a presentation on how to start cold calling professionals as well as how we should act during interviews. We even went out in the hallway and practiced “cold calling” within partners by having one person be the company or person you tried to reach and the other person being the ISM student. Throughout these experiences, I also learned that the way you look can change how your voice sounds through a cell phone. Even the simplest things such as smiling can have a big impact on the way your voice is projected and can even change how the recipient of the call feels about the caller. During this week we also learned how to act during interviews. We learned that it’s important to not only be punctual, but also to be a bit early as well when showing up at an office or company for an interview. We also learned that taking notes, nodding and staying focused, and staying away from your phone, even when waiting for your interview, can have a big impact on the outcome of your encounter with the interviewee. In the future, I will be sure to take note of these important skills and aspects as presented by Mr. Speice and apply them to when I will have to start making cold-calls and when I will have to attend interviews. Other than the presentation, the rest of the week was quite uneventful, but we did get to work on and polish our resumes for peer editing. Through peer editing I learned in what areas I needed to change about my resume and what areas were already optimal. In later weeks to come, I will have to focus on how I interact with professionals, how I can improve my resume, and continue to put my best effort into future assignments.