

# **Career Issues**

**CIM Student Event**

**Lawrence Devon Smith**



# “90 Second Interview”



## “90 Second Interview”

- 60-90 second “elevator speech”
- Smile.
- Breathe.
- Look them in the eye.
- Give a firm handshake.
- **Say who you are.**
- **Say what your experience is.**
- **Say what you are looking for.**
- Keep it simple.
- Give them a business card.

Let them lead the conversation to the next topic.



# “90 Second Interview”

- Most of communication is body language:

~7%-10%	Content
~10%-20%	Voice Tone
~70%-80%	Body Language
- You only have one chance to make a first impression.
- Make a good first impression.
- It takes 14 positive exposures to eliminate 1 negative exposure.

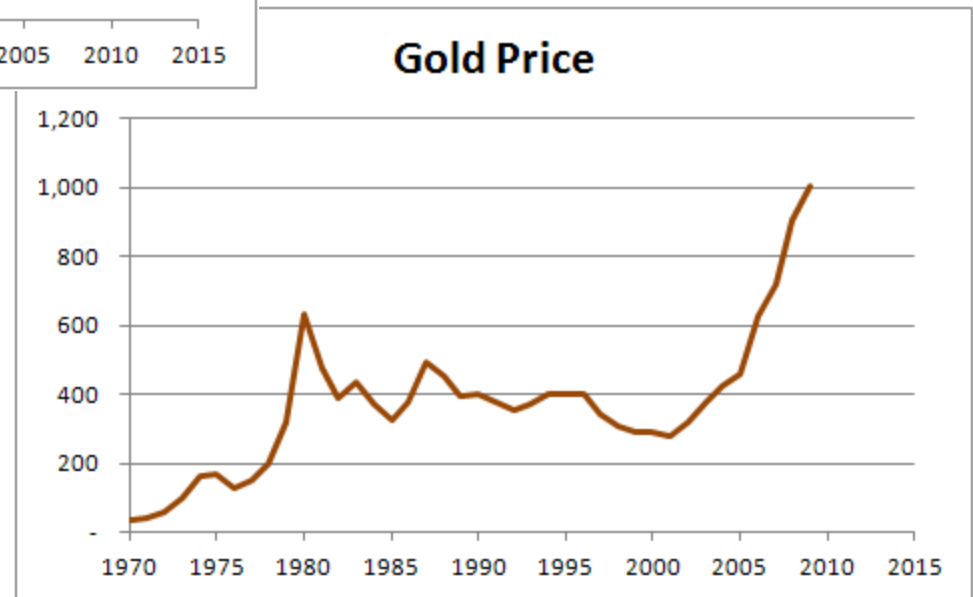
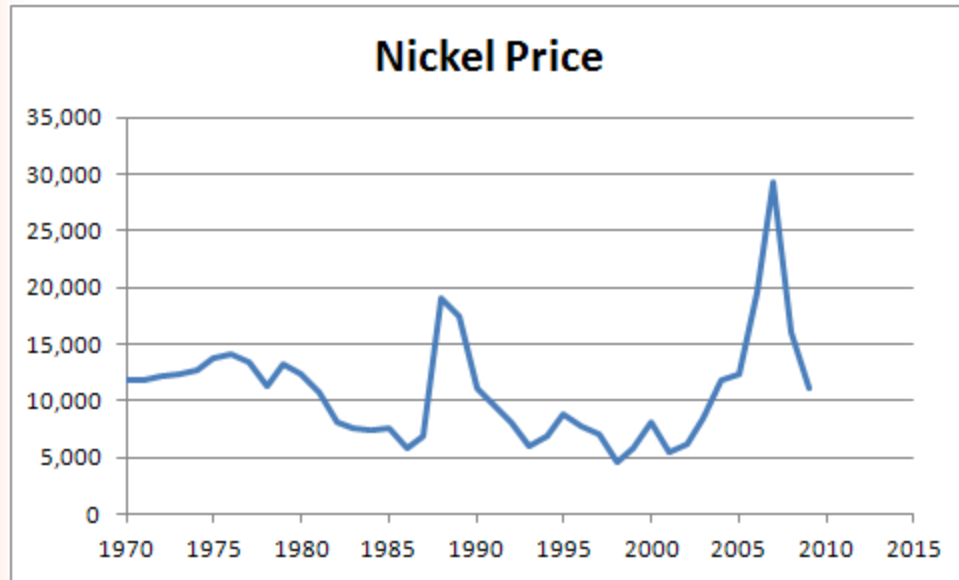


# Practice the Habit of Small Talk

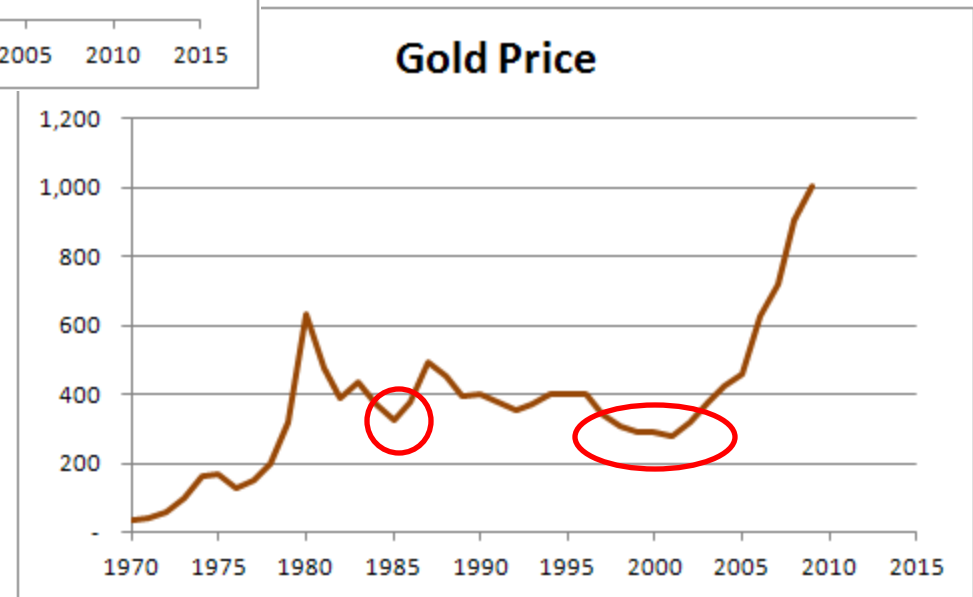
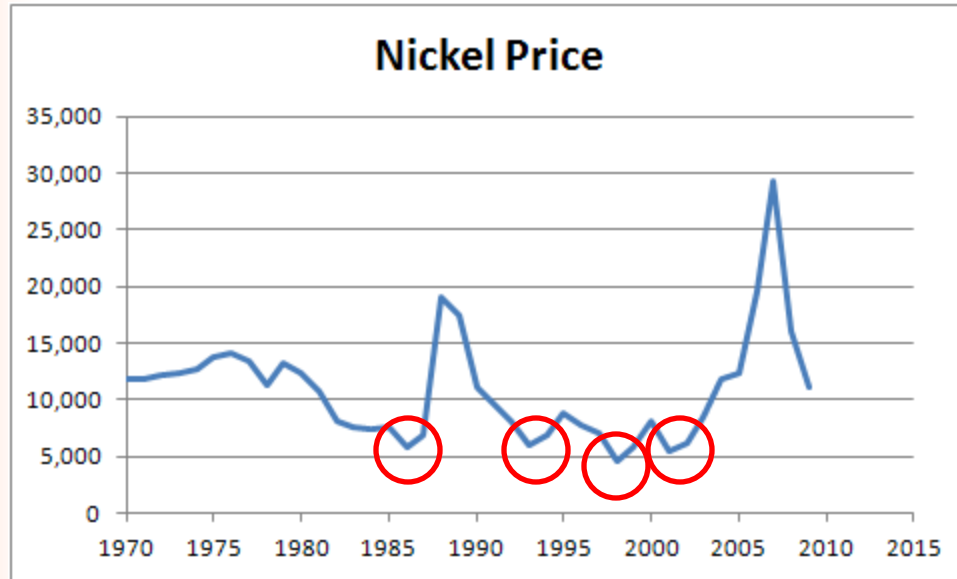
- “Interested is interesting”
  - Listen carefully and attentively; We all want to be listened to.
- Eye contact - but don't stare.
- Body language – does it say “I am interesting”
- Have an entry line:
  - Develop your own ice breaker.
  - Follow on from something they say that interests you.
- Have some thing to chat about:
  - Scan the newspaper before attending
  - Have a few “elevator” conversations ready.
  - Even talk about the weather (especially in Canada).
- Have an exit plan:
  - Thank them for chatting with you about ...
  - Introduce a new person into the conversation, then leave



# Mining Is Cyclic



# Mining Is Cyclic



**You may, from time to time, find yourself "Independent"**



# I've Been Downsized !

## I am "Independent"

- At some point we will all be "Independent"
- When it happens, everyone will ask you what happened.
- Develop a simple, clear, positive reply:
  - *I have valued my time at [company name].*
    - *They have a lot of good people.*
    - *I wish them the best in the future.*
  - *It is unfortunate that the economy is as it is currently*
  - *I am looking forward to my next opportunity.*
- Keep positive.
- View it as an opportunity.
- Tap into your **network!**
- Most people look back on these experiences and say:
  - *It was the best thing that ever happened to me.*





# Manners

## The Hottest Trend in Business

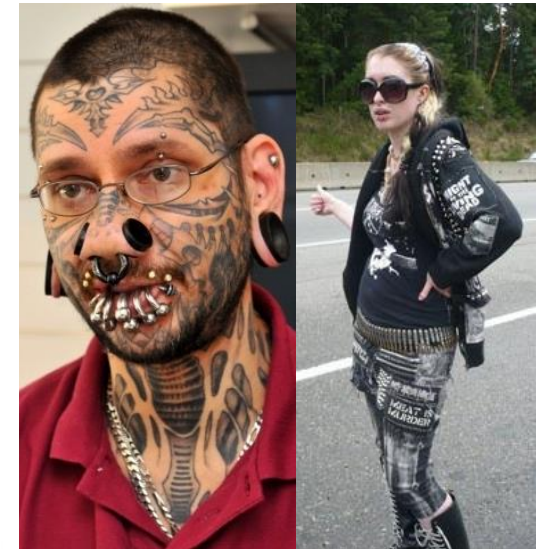
- The hottest trend in business
  - It's not the latest high-tech gadget. It's actually very low-tech.
  - It's manners. Yes, manners are back and it's amazing how much of a difference they can make to your business.
  - Be nice.
  - Smile.
  - Say "please" and "thank you".
- Career books advise jobseekers to send thank-you letters after being interviewed. But only about 5% do.
- People will notice and they'll remember you.
- "All doors open to courtesy"



# Dress for Success

## Wearing Appropriate Attire

- Students starting a new job or experiential education assignment might be interested to know that one of the keys to advancing within an organization is wearing appropriate attire.
- 93 percent of managers polled said a person's style of dress at work influences his or her chances of earning a promotion
- 33 percent said on-the-job attire "significantly" affects an employee's advancement prospects.



# Learn How to Communicate Well

## Speaking, Writing, Slides

- If you have a good idea that you cannot communicate clearly, you might as well not have the good idea.
- Learn to speak well
  - Become comfortable speaking (join Toastmasters)
  - “Be Polite, Be Brief, Be Seated” (FDR)
    - Find and focus on a key message
    - Check how the audience feel
    - Be relevant
    - Be unique
    - Be brave
- Learn to write well
  - Engineers tend to be poor at this: practice!!
  - Use bullet points if paragraphs are difficult for you
  - No millennial spelling or punctuation
- Learn to use PowerPoint well
  - Clear, not crowded, no distractions, no gimmicks



# Learn How to Communicate Well On The Phone: Who Am I Speaking To?

- Answer the phone with your name.  
*“Larry Smith”*
- Say your name when the person you called answers the phone.  
*“Hi Bob, it’s Larry Smith”*

- Put your basic contact information on every e-mail:

Larry Smith

LDSmith416@gmail.com

416-804-5465



# How to Fake a High IQ

- **“Interested is interesting”**
  - Listen carefully and attentively.
  - We all want to be listened to.
- Repeat the last words of the other persons sentence. Most of the time they will pick up on their own conversation and extend it.
- Use body language to your advantage.
- Breathe! Many people, when they try to impress others, stop breathing and appear nervous.



# How to Make Your Net Work

- Listen to people
  - Listen 80% of the time
  - Talk 20% of the time
- Look approachable
  - Relax
  - Put your electronic device away!
  - Be engaged with what is going on around you.
  - If someone is being pushy they are NOT networking.
- Gathering Business Cards
  - If you leave a networking session with 40 business cards it is too many
  - Better to leave with two or three leads that you really follow up on
- Differentiate Yourself
  - Don't stand by the veggie table – **Go up to someone and say “Hi”**



# Going Forward

## Mining Careers by Activity, Metal, Location, Employer

- Mining - Open Pit & Underground
  - Metallurgy & Processing
  - Management - Minesite & Corporate
  - Rock Mechanics & Geotechnical
  - Environmental, Health & Safety
  - Maintenance, Ventilation, Hoisting
  - Exploration, Resources & Reserves
  - Development & Construction
  - Economics & Finance
- Base Metals
  - Gold
  - Uranium
  - Diamonds
  - Coal
  - Oil Sands
  - Industrial Minerals
- Canada
  - South America
  - Australia
  - United States
  - Africa
  - China
  - Russia

**So many choices!**

- Mining Company (Junior - Major)
  - Consultants
  - Manufacturers and Suppliers
  - Contractors
  - Banks & Financial Institutions
  - Government
  - NGOs (Non-Government Organizations)
- The Bush
  - Remote Sites
  - Small Communities
  - Small Cities
  - Major Cities
- Open Pit
  - Underground
  - Placer
  - Quarries
  - Strip Mining
  - Solution Mining
  - Underwater Mining



# Going Forward

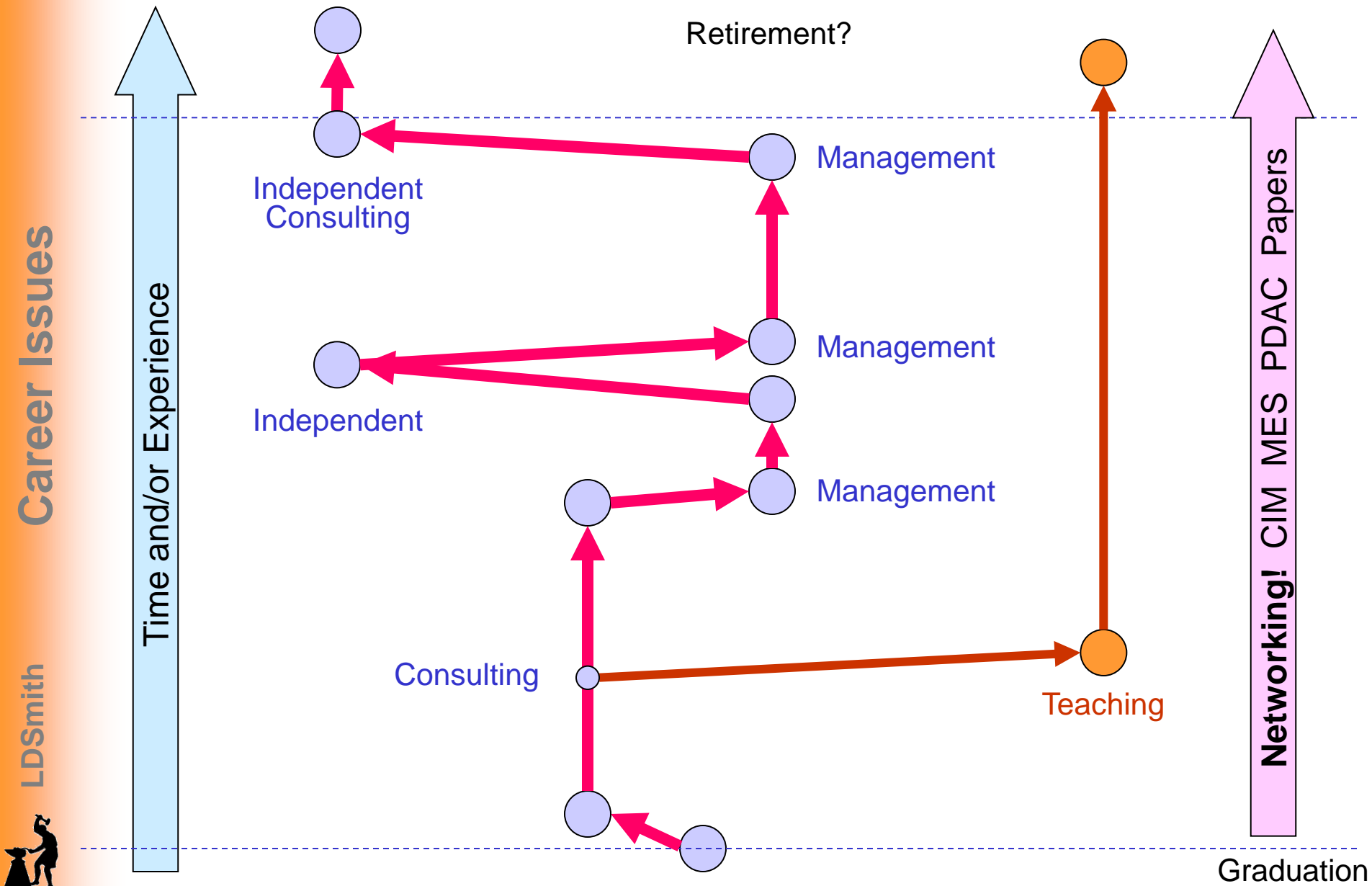
## What Should I Do Next?

- No one will hire me because I don't have any experience.
  - But you do have experience, just need to sell it.
  - Identify your core competency
- What kind of job should I take?
  - “Pay your dues”
  - Get Some Real Life Experience (its easier when you are young and free to move around)
  - Get practical experience (2 years)
  - Get varied experience
  - Choose the tough assignments
- It is almost impossible to make a really bad career choice at this stage.
- It's all good experience.





# Going Forward What Should I Do Next?



Career Issues

LDSmith



Graduation

# Personal Branding Have a Business Card



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## Front: Contact Information

*Lawrence Devon Smith*

Mining & Industrial Evaluations	Due Diligence
Cash Flow Modeling	Optimum Size Analysis
Risk Assessment	Discount Rates
Strategic Planning	Evaluation Training
Professional Engineer	Consulting Engineer

## Back: Mini Resume



# Join Industry Organizations

- Join CIM National
  - Join your local CIM Branch
  - Join your CIM Society
  - Join PDAC
  - Join Women In Mining
  - Join Hispanics in Mining
- 
- Provide them with a sensible non-business e-mail address:
    - My.Name @ gmail.com
  - Because, your company e-mail address will change when you change companies!



# Final Thoughts

- Me Inc.
  - Tenacity
  - Sell yourself; throughout your career
  - Its up to you.
- Network! Network! Network!
- Look to your left! Look to your right!
- **First you get a job.**
- **Then you look for an opportunity.**
- If you enjoy what you are doing you are already successful !



Start  
building  
your  
network  
today!



Thank You!

