

Prepare for the Fair

Open Conversation Starters

It can be daunting to be part of a networking event or careers fair, especially starting up a conversation, so here are a few ideas to get you started.

Training and development:

How will you be developed as a graduate?

Are there opportunities to gain further qualifications?

Their experiences:

What is it like to work for that organisation, and why did they choose this company/role?

What do they wish they had known when they were applying for jobs?

How did they reach their current role?

The industry and the business: Where can I find out more information?

What developments are arising within the industry?

Are they an SME or large corporation (99.8% of UK employers are SMEs)

Skills and attributes needed:

What key skills are they looking for?

What makes a candidate stand out?

Ask about the work:

What opportunities are available?

Tell me about the day-to-day activities.

Experience and applications: What sort of experience do you like graduates to have?

Do you offer any work experience/internship/placement opportunities?

What's the best way to apply? Any tips for the application process?



These employers have travelled to campus to speak to you. Take this opportunity to show your interest and convey a positive attitude. By being courteous and friendly from the get-go; relaying your enthusiasm and being yourself throughout, you'll convey professionalism, positivity and confidence.



Top tip - Showing an interest is a key part of networking, demonstrated by active listening / nodding / asking questions.

First impressions count

- Body language makes up 55% of communication, so before you approach the employer they may already be drawing some initial conclusions about you based on things like your posture.
- The calmer you are, the more confident your body language will be, and the employer will pick up on that.
- A smile and regular eye contact are positive signs of engagement.

Update your CV

Make sure your CV is up to date, error free and ready to tailor to the roles you plan to apply for after the event.

Read the Application Guide for tips and good examples, then contact Careers to get your CV checked.

To make the most of the opportunities on offer at a Careers Fair

- Download the Fair Guide to find out who is attending and what roles are on offer. Speak to companies as you can and find out what opportunities they have available.
- Try to find out people's names and ask to connect on LinkedIn
- Take notes as you go so you can remember important details and names.
- If you are struggling with confidence, please come and talk to the Careers Desk who will have a buddy available to assist you.

Introduce yourself

Prepare a short introduction about yourself (for example: name, degree subject / year of study you are in and a question about what careers they are offering).



Careers will have a stand at each of our Fairs - talk to us if you need further support, or email us at careers@brookes.ac.uk