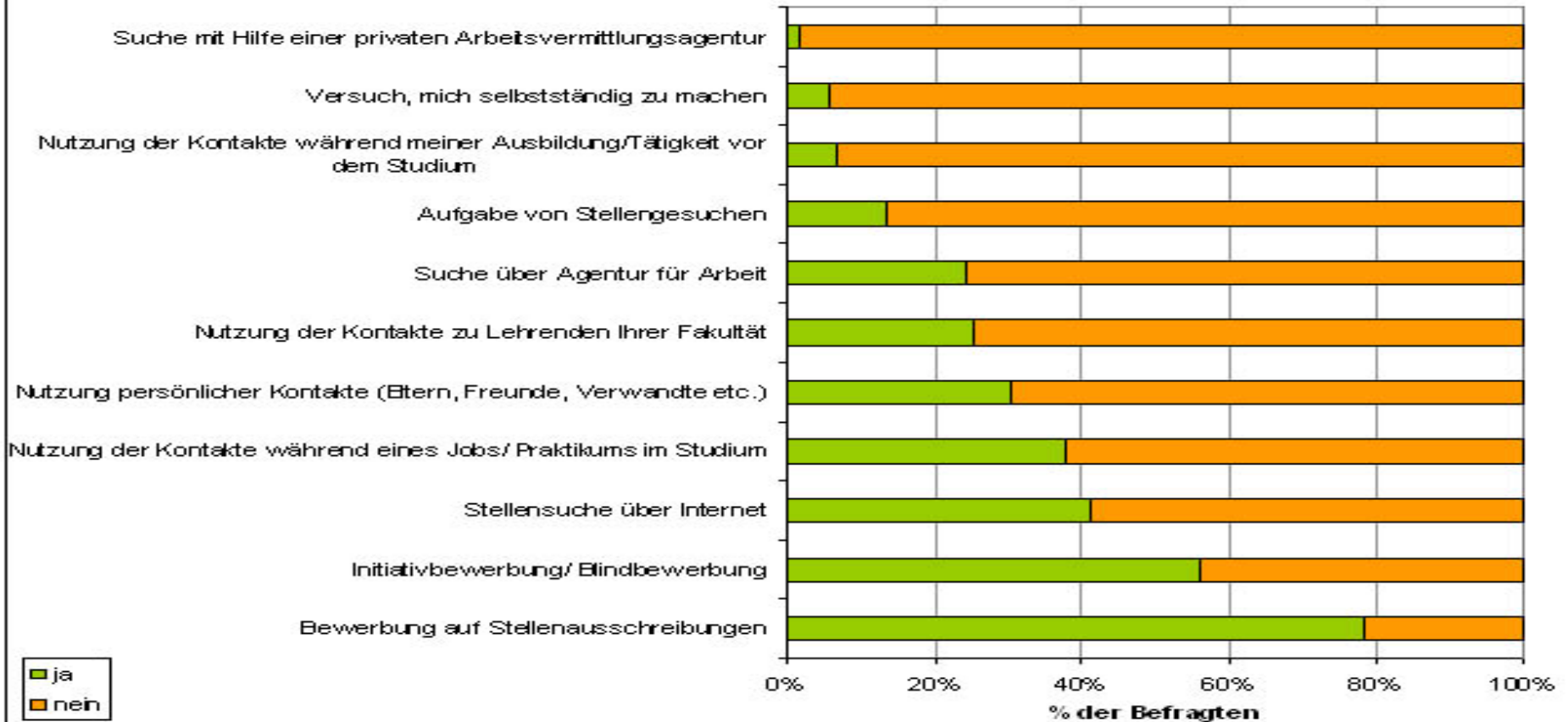# Silva Network Meeting

Entering the job market - results from an employer and employee survey
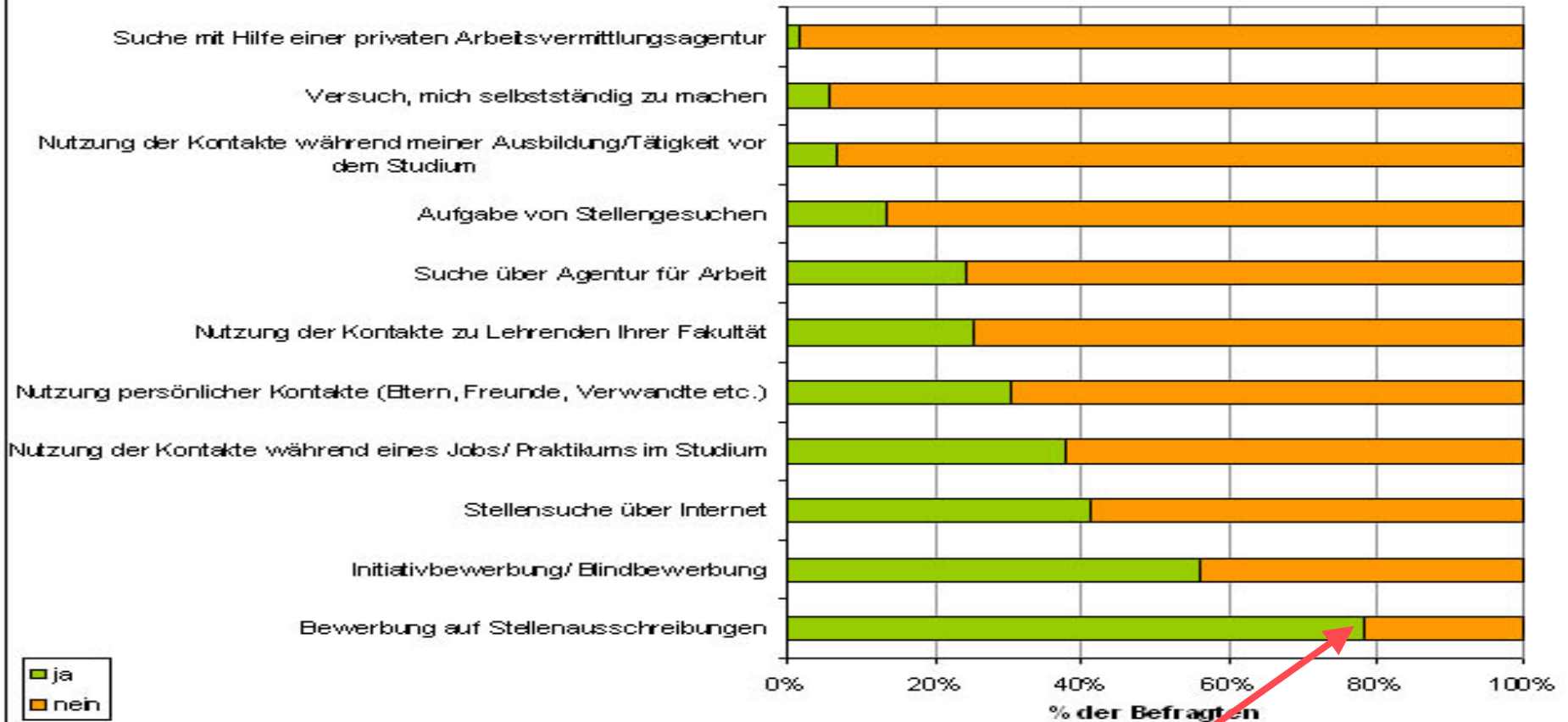
Hanno Langfelder

**Thessaloniki
Nov. 4 – 7, 2009**

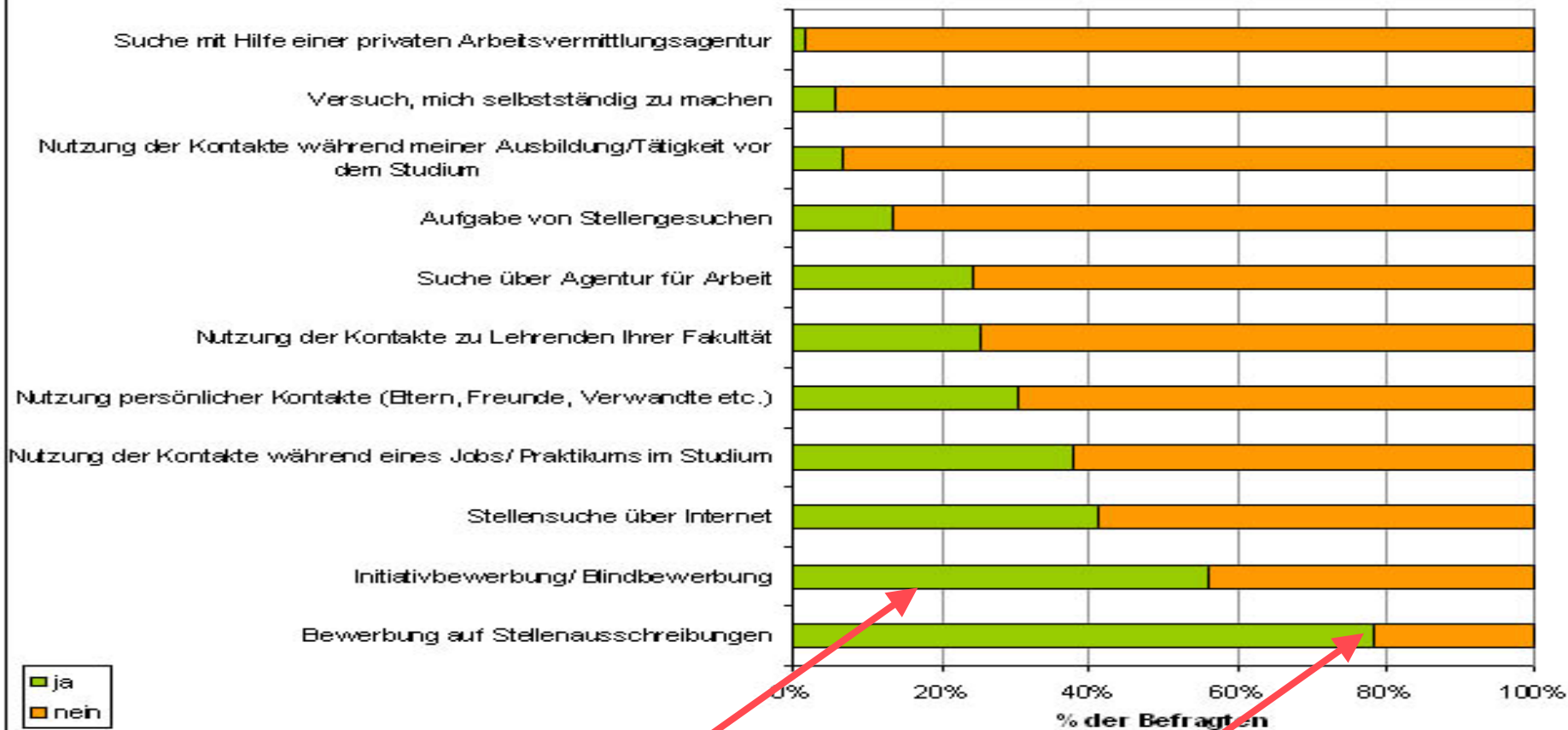Was haben Sie unternommen, um nach dem Studium eine Beschäftigung zu finden?

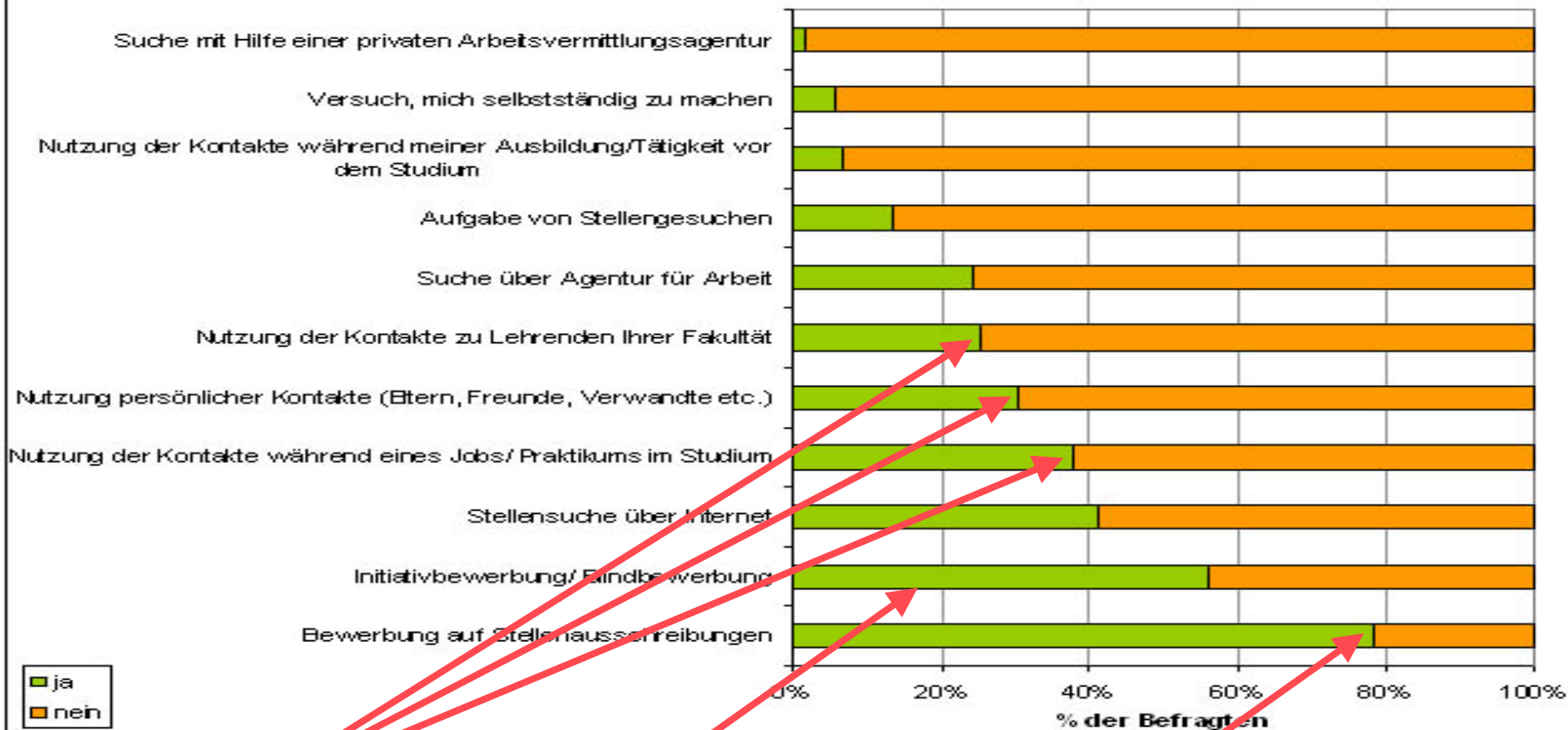Was haben Sie unternommen, um nach dem Studium eine Beschäftigung zu finden?

Job vacancy 79%

Finding a job

Was haben Sie unternommen, um nach dem Studium eine Beschäftigung zu finden?

- Suche mit Hilfe einer privaten Arbeitsvermittlungsagentur
- Versuch, mich selbstständig zu machen
- Nutzung der Kontakte während meiner Ausbildung/Tätigkeit vor dem Studium
- Aufgabe von Stellengesuchen
- Suche über Agentur für Arbeit
- Nutzung der Kontakte zu Lehrenden Ihrer Fakultät
- Nutzung persönlicher Kontakte (Eltern, Freunde, Verwandte etc.)
- Nutzung der Kontakte während eines Jobs/ Praktikums im Studium
- Stellensuche über Internet
- Initiativbewerbung/ Blindbewerbung
- Bewerbung auf Stellenausschreibungen

ja
nein

% der Befragten

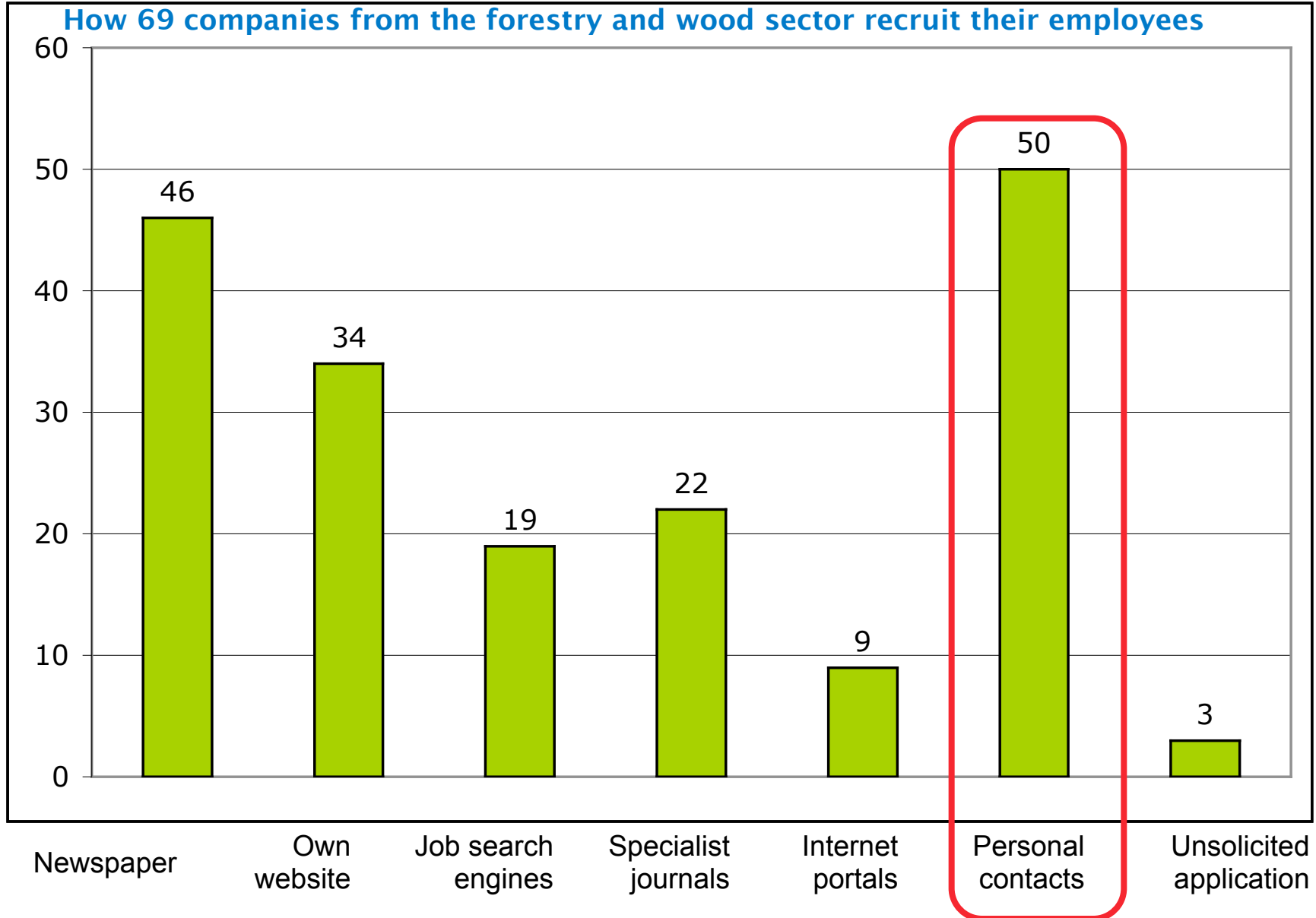**Contacts 80%**

Unsolicited application 54%

Job vacancy 79%

How 69 companies from the forestry and wood sector recruit their employees
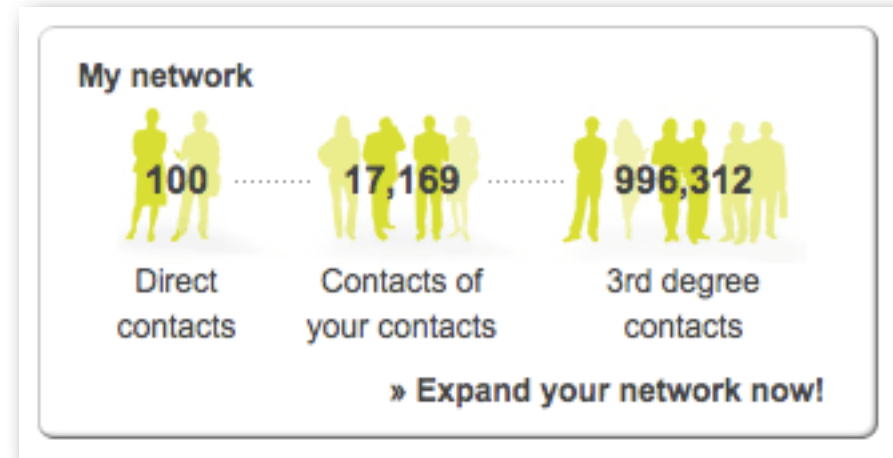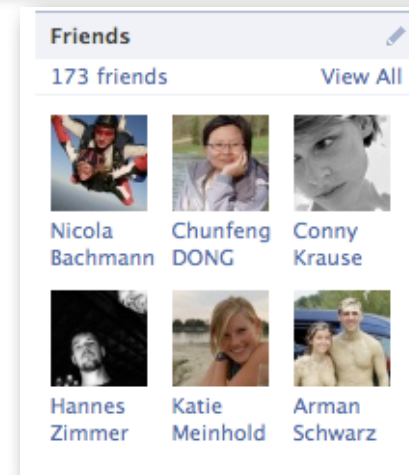
Category	Value
Newspaper	46
Own website	34
Job search engines	19
Specialist journals	22
Internet portals	9
Personal contacts	50
Unsolicited application	3

Implications for Students and Graduates

Contacts

My network

100	17,169	996,312
Direct contacts	Contacts of your contacts	3rd degree contacts

» Expand your network now!

Networks

Friends

173 friends — View All

Nicola Bachmann	Chunfeng DONG	Conny Krause
Hannes Zimmer	Katie Meinhold	Arman Schwarz

Implications for Students and Graduates cont.

Knowledge

Opportunities

Motivation

Skills

Implications for Students and Graduates cont.

Knowledge

Opportunities   **Motivation**

Skills

Problems faced

Implications for Students and Graduates cont.

Knowledge

Opportunities   **Motivation**

Skills

Problems faced

Costs, motivation, skills, knowledge!

What can be done?

Actions & Options for Students

Knowledge

How do networks function?
What is the culture of different networks?
How to work with networks?

Opportunities

Where are the relevant networks?
Where and how do specific industries connect with each other?

Motivation

Why is the network relevant?
What are the options for a student in a network?

Skills

Which skills are needed?
How can these skills be learned?

Action & Options for Universities

Information
Events, people

Training
Seminars, coaching, mentoring

MENTORING
wirkt!

Opportunities
Events, contacts, mentoring

Financing
Participation fees, travel costs

What is TUM doing?

mentoring program

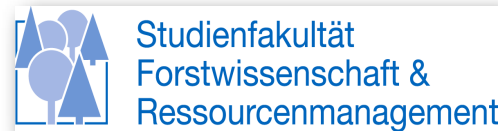**skills training**

job fairs

alumni service – worldwide

training and information

career service

Conclusion

Networks and contacts are essential for a successful working life

What do students need to become effective networkers?

What role can universities play in supporting students in their network development?