



Soundbites

Victoria Pilate, author of
Dorm Rooms to Boardrooms



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Single best advice for getting a job? Get started early. And look often. College students should start thinking about careers as undergraduates--going on and making the most internships and co-ops. Internships can be the best way of getting a permanent job. Students should also start to interview early for permanent jobs; those who wait until late in their senior years are most likely to not have a job when they graduate.

In the book, you have a section on gossip. Are you telling people to gossip? No! Well, at least gossip strategically and productively. In the office, there will be a need to know the behind the scenes story of what's happening, often the issues behind a performance problem. These are the things about coworkers that are not in the company newsletter. In the book I give the example of a coworker who is unproductive and unresponsive. A person might be inclined to go over his head until she finds out her coworker's wife has cancer and is dying. There's also the situation of romantic entanglements, usually illicit. You don't want to organize a group that involves long hours and bitter ex-lovers.

What's this about penny-pinching at work? One sure bet of getting ahead in the office is saving your employer money. It can be equally as important as making money for the employer. Ambitious employees should look for ways to cut costs as well as new business opportunities for making money. For new hires, concentrating on saving money may be a better career move because they have less competition in getting management to buy into a money saving opportunity rather than a money making opportunity.

Are you telling people not to have friends at work? No! Absolutely not! I am telling people there is a difference between friends and office friends. I've been dismayed at the openness that new hires have in sharing the details of their personal lives with office friends and coworkers. When office friendships end, often over promotions, all the secrets come out.

Where do people get the book? It's available from my website, victoriapilate.com, and Crandell & Rose's website (www.crandell-rose.com) for a discount. It's also available from Barnes & Nobles, Books-a-Million, amazon.com, and powells.com. Some Follett campus bookstores also carry it.

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