



# KANIA

THE ARTHUR J. KANIA SCHOOL OF MANAGEMENT

## Reasons Why Most Students Don't Get the Internship

- *Lack of Self-Knowledge* An interviewer cannot determine where you fit into the organization until you explain your career interests and applicable skills.
- *Lack of Company Knowledge* Most employers make information about themselves readily available, especially if they recruit on campus. Failure to review company information demonstrates a lack of interest and initiative.
- *Lack of Questions* When employers ask if you have any questions for them, a negative response is the kiss of death, you must have questions or you don't seem interested.
- *Lack of Enthusiasm* Employers want to hire someone who is excited about the prospect of working with their organization. You must be excited about the opportunity and you also need to keep them awake during the interview. Be engaging. Much of the decision making will be emotional on their part.
- *Lack of Confidence* If you doubt your ability to do the job, an employer will also experience doubt.
- *Poor Communication Skills* The employer must be able to hear you, understand your words, and follow your train of thought. The inability to communicate necessary information indicates a lack of practice.