

## BOOK REVIEW

### **“Power Ties”**

*The International Student's Guide to Finding a Job in the United States*

*By Dan Beaudry*

In this book, Dan Beaudry, a former head of campus recruiting for Monster.com, shares his insight into the job search process for international students in the United States and explains the dynamic job search system he has implemented to help students find employment.

Beaudry does an admirable job of explaining US office and hiring culture in the book's initial chapters and laying out the challenges international students might face in securing employment. Yet, most of his work's value lies within his more unconventional points of view that might not necessarily occur to a student when they're undergoing their job search or OPT (Optional Practical Training) period.

His initial advice is to recognize who is more valuable to you within a company as an international student. This is the hiring manager. Beaudry strongly suggests looking at the hiring manager as a buyer and yourself as a merchant, selling your skills & demonstrating value for the company.

Furthermore, Beaudry strongly emphasizes the importance of informational interviews in progressing your career search. Although informational interviews will not directly land you a job, they can be very useful in gathering more information and building connections in the industry you wish to someday join. More importantly, informational interviews have a lot less pressure attached, and allow you to showcase your value and skills to a person who might not be hiring you directly but is connected to hiring managers. This also allows you to identify people who work in the role you'd like to be working in. Use this as an opportunity to understand what skills and qualifications are valuable for the employer.

Lastly, Beaudry suggests that informational interviews can be exceptionally helpful as they sometimes allow you to access the “hidden job market.” As a low pressure, “educational interview” it can allow you to learn about positions not advertised through traditional hiring methods and create a valuable connection to someone who might serve as a career connection, professional mentor or even potential employer down the road.

Overall, “Power Ties” can serve as a useful tool for any international student in the job search process and the unconventional but practical wisdom Beaudry offers directly is both enlightening and at times even amusing, making for an easy read that nevertheless contains dense and valuable information.

[Dan Beaudry's website](#) also contains valuable resources for international students such as a Frequently Asked Question's section and informative videos.