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Tue, 7/27 3:04PM 28:52

## SUMMARY KEYWORDS

skills, people, passion, interview, internship, job, offer, skillful, portfolio, employer, experience, applying, negotiate, problem, hiring manager, firm handshake, position, spend, step, preparing



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Hello, my name is Hussein I'll safe and I, I have graduated from electromechanical engineering program at Wentworth Institute of Technology in Boston, Massachusetts. Back when I was at school, we had to do a couple of internships throughout the school year or through each curriculum. And so you know, having a very high GPA, and my standards and good grades and school recommendations, good connections with the teachers and everything, I thought that I will get internships that I choose, when I stopped applying. But, you know, I didn't prepare, I didn't do anything I thought, you know, hey, I have a good GPA, nothing can stop me. And so when it when it time when time comes to applying in in the summer of 2016, so I started applying two months earlier. So that was about March or April. And so I did not get any response, like zero responses. And that shook my entire ego to the floor. And so, you know, I,



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I had, I had like



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a panic attack or something. And that was terrible time. But then I started saying, Okay, what can I do, so that I don't step into this again. And when I apply again, I get the jobs that I like, or at least I get some responses. And, you know, I started I started preparing, I went to the career office at my school who are very helpful. So if you are at school now, do not hesitate under any circumstances, to go and visit the career office at your school. These people are trained to do this, this people know what they're doing, and they will

help you no matter what, even though you think like I did that, you know, at all.

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So,

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you know, I started preparing after that, because I don't want to step into the same spot again. Because I have I have another internship coming summer 2017. So preparing this early made me realize things that not many people do, like not many of my peers do, because most of us start preparing like two or three months before the internship. So that's why I decided after I developed a system that worked out very well. And, and that I proved to work very well for me in in this in the following summer in 2017. And even afterwards, because I had a lot of offers for part time internships, and full time jobs just because the I was using that system that I will teach you now. So that's why I decided to write this book because I wanted to teach everybody so that they don't do my mistakes that I did. And they don't get the panic and the panic attack that I that I had in 2016 2016. And so it's it's a simple five step system. The first step is that you need to discover your passion. And there's there's a lot of jobs about this in the media and in social media and everywhere else. But what you need to do, or at least how I define it is that you need to find your passion, the thing that you routinely do, routinely do not do for once or twice a week, the thing that you routinely do and lose sense of time doing. I will repeat again, the thing that you do routinely, so like four times a week or more. And you lose a sense of time doing it at least for a period of time because you know every every undertaking has has a part that is very exciting, and then

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tedious things that you need to do anyways.

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this is what I call passion. Many people have different definitions, but that's my definition of passion. And then why you need to find that passion or discover that passion is because if you do not find that passion, or if you spend your entire life doing something that you're not passionate about, you will start counting counting minutes hours, until the you know, until the time comes that you'd go home or you'd leave work. And that's not a healthy thing to do, like I tried it a couple of times, you will start hating yourself hating your life hating everything about you. Because you will think that this is a failure, and that you have to live with what you have now. So you can you can provide for yourself for your family and everybody around you. And that's that's not a healthy situation to be at. And then what we need to know is okay, how can I find this passion now, now that you're talking about passion and people talking about passion everyday? How can I find it if I don't have one? Many people can tell you whatever they want, but I will tell you how I did it. I started with with a simple pen and paper, okay. And then with that pen and paper in place, I started saying, Okay,



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I have



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x, y, and z skills. Do not be a little yours yourself or your skills. Nobody has no skills at all, unless you're an infant, even infants have skills. But nobody has no skills. It doesn't exist. So think back and think about what you know, or, or know a little bit about. And and you can call a



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skill.



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Now there are people in Japan who spend their entire lives on on like one skill. So like lathe machining or something like that. They call that skill, it doesn't need to be that way. You don't have to spend like 12 years. For this skill to be called a skill. You only need to be good enough. And this is a starting point. Remember, it's not that you You're now the number one skillful person in the world in this skill, would just write down what you're

skillful at, you can later put out Mark under it or like a percentage sign, say, Oh, I know, for example, to play the guitar. And that is about 30% skillful or something like that. But write down your skills on a piece of paper, and write down the things that you know, and you love.

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step number one is that you write you write your skills, and you write the things that you know off, that maybe you've read a lot about, I don't know 3d printers or something like that, you know a bit about 3d printers. So write that down. And then you, you eliminate the things that you are not very skillful. And so say, say we have five skills. And then I would say, okay, skill number one I am 10% skillful at, but step over skill number five, I am 75% skillful at. So you eliminate the things that you're not skillful at, and the things that you do not like a lot. Say, for example, you wrote 20 skills, eliminate the ones that you don't, don't enjoy fully. But just give the ones that you deeply love, let's say. And then once you have a list of things that you love, once you have a list of things that you love, and are skillful at, pick one. So like say, say you have three skills, pick one of them, and start learning about it, start learning more about it, go to seminars, go to networking events that are tailored to this skill, or something close to it, take courses online, Doctor, people who we think are skillful at until you think to yourself that Oh, I love this thing. I will keep doing it for a number of years. Now you chose something and choosing something is better than choosing nothing. You chose it,

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build some more skills. Now. You You enjoyed some some time that you spent on this skill or in this hobby. Let's call it for now. Now you're more skillful, you're more knowledgeable. That way you know if at this time once you spent a year or two, learning more about this thing, you know now is this a real passion for you or not? If it is all right, congratulations. If it is not, then you have one or two more skills that you need to repeat this exercise for. And

then I guarantee you after this you will be you will find your passion and you you will start aiming because going aimless is really harmful for your life, for your career for everything about your mental health, just pick something and stick to it and see what happens. Number two, after you identified your passion, build your experience now that you know x y and z is my passion, I will focus only on X y&z and not on anything else. Because everything else is now noise. And I need to be focused on the thing that I that I labeled as passion. So I will take courses on it, I will take internships, part time jobs and everything like that, you know, employers favor jobs or internships, I know sometimes in college, you may not be able to do full, full time jobs or, or part time jobs while you're at college. If that's the case for you, then please take an internship, or more than that, even even if it's if it's on the expense of your grades, I would rather get B's for all my subjects and spend my entire college working in something I label as passion, because I am then the number one candidate in the employment, employer consideration.



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Okay,



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once you build your experience, you took internships, you did a lot of different projects with with team members in your school, you went ahead and learned everything you you can learn in that short time period. Now you have you have passion, and you have experience, you have something that proves that you are skilled in this thing that you can win against other people. So in Boston, we had we had a lot of people from MIT, from Harvard from Boston University, and all these are big schools with big names. Guess how you can you know, compete with them in grades and GPA? Hell no. But you can compete if you have good experience. Not many people have good experience. While in college, not many people have more than one internship while in college, this, I guarantee you will make you a better candidate for the job. Now that you've built your experience, number three package your experience in a portfolio.



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Let's say that now this is very clear, if you are an architect or a designer of some sort, this is very clear.



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But let's say if you are an accountant or a writer or something like that, it's not very clear. But what you need to do is think to yourself, okay, like what what is the employer looking for? And in this job, for example, if you're an accountant, that the employer might be looking for someone that can that can do their bookkeeping. Well, did you do that before? Did you did you work with with like, I don't know, a small grocery store to take the bookkeeping on the on your shoulder, maybe you can show them that you you have financial statements from that grocery store, they can then be certain that you know what you're talking about, because you provided a physical example for them to experience to experiment with your skills or to experience your your skills on like a physical product, a piece of paper, PDF, whatever it is, however, the situation might be. If you're a writer, and let's say maybe maybe you write on social media, like short stories, what is the short story that that got a lot of people's attention? Can you put it on a PDF and something and then package it in a portfolio, a portfolio back in the day might be might be one of those little leather nice ones. But now when I talk about a portfolio, I will probably be referring to an electronic one. You can set up one on Google Drive or something like that where you put your Or your files or your proof of the skill that you are applying for, that the employer is looking for, say, for example, you have three folders in your Google Drive that you will send later to them. One is highlighting the financial statements that you did before. And then maybe if you're in stocks, a couple of stock analysis that you have done, and so on. That way, you show the employer a proof of the skill that they're looking for. And you're saying, Hey, I have the experience I worked with, with even small shops, I worked for small shops before, and I did these statements, I did this, this and that. And these things that that you are looking for, I have an I can provide better than anyone else. because not many people in college have have real experience, but I do. Okay. And then number four, is, after you do, you did all these, you discovered your passion, and then you built your experience, and you packaged a great portfolio, then you're now I guarantee you, they will call you for an interview. Unless, unless this is a highly competitive position. I'll tell you a story. After I did all these things, I know I was very capable of doing doing these jobs that I was that I was applying for. And so you know, most of the engineers like me love Tesla. So I started applying to every every job position that I see on Tesla. But I didn't get anything because like, all the engineers in the world probably are applying for a Tesla. I took the extra mile and research the hiring manager for the position. And I talked to him personally. And I sent him everything I sent him my portfolio and everything. And I know he's clicked on the portfolio. So I was I was appealing to him in terms of my credentials, and my resume and and everything. But then I didn't get the job, because you know, everyone in the world is looking for, to work at Tesla. So if it's not highly, highly competitive, I guarantee you, if you do these tips, you will get at least response, at least a response. And you will more than likely to get the job. Number four, once you get the

response now that you now now you know that they're interested in you, yes, you are interested in them, but you established that they are interested in you. So do not act like a you know, a weak person who's going into the interview and begging for the job, do not act like that. That's not the attitude that will give you the job, the attitude that will give you the job that, hey, I am interested in you. And I know that you are interested in me. Okay, let's work it out together so that we both benefit from this transaction.



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Okay.



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So we go on to that interview, the number one tip that you need to keep in mind, and I got this from from a hiring manager that I contacted later saying, hey, I need feedback on my interview skills. And he was nice enough to say yes. He told me, you know, you sound very knowledgeable and you know, your stuff, but you do not highlight that I asked pal, he said, When I asked you a question. I'm not interested in the answer, because I know the answer. I'm interested in seeing how you think how you act on this situation, how you act on this pot. What he meant is he asked me a couple of tough questions, real tough questions. And, and he was looking to, to, to listen to my thought process.



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So



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what he asked was something like, okay, we had a problem in our production about X, Y and Z. What I did is exactly this, huh. I don't know the answer to that. There's nothing valuable about my response. See, what I shouldn't have done is say, Oh, that's a good question.



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If we did X, Y and Z, the outcome the outcome that you X, Y and Z will will lead to the outcome. One



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that will solve your problem. Okay. And depending on the complexity of the question you can, you can, you know, remove the complexity of the of the of the question by by fragmenting it to, to smaller problems and solving it to gradually, problem by problem until you, you lead to the bigger problem. And this is this is sometimes referred to as thinking, thinking by first principles. Typically, it's referenced by Jeff Bezos or Elon Musk, or are these big guys, what you what you're trying to do? You don't know the answer, right? You don't know the answer, you don't, you don't have a clue about the situation, what you will do is that you you will take you will fragment the problem, the bigger problem to smaller problems, and to the to the first principles, the principles that you are sure of. So say for example, if it was, I don't know, maybe force analysis in mechanical engineering, you will go to the smaller problems that that are the very broad general laws or terms that govern the situation. And you will lead through until you get to a not a right answer. But But an acceptable answer, you don't have to know the answer. But you have to show your thought process. And this is this is, this is being done in many consulting firms. When they interview they ask you like, okay, now you came down here to the company, how many trees were in the road? How the heck are you supposed to know about trees on the road? Remember, they're not looking for the right answer. They're looking to test your thought process. So you will say, Oh, I don't know, maybe maybe like there was from my house to here, maybe it's a 20 kilometer ride or something like that. If every kilometer had four trees, then four times 20 gives you 80. And then ATC is your answer. That is what they're looking for. And that is what you need to do in order to ace your interview. Along with of course, the the other the other things that people preach, and you probably know like a firm handshake, like a good eye contact, like basic, basically personable skills, like you're not afraid of the person, of the person on the other party, you're not afraid to look in the mirror and to look them in the eye, you're not afraid to make good eye contact, you're not afraid to extend a good firm handshake. And you're you're you're basically taking a good conversation back and forth. You're not you're not afraid. That's why I tell you the, the attitude that you go with to the interview is that hey, we're here looking for for a good exchange. I'm giving you my services, you're giving me money, and experience. That's what I want. And that's how you you, you want to appear to them. You want to have that as to Okay, now that you aced your interview, there's only one thing left, they will give you an offer. Okay? If this is your first job at all, take the offer no matter what. So like say you only had this interview, and you need to go on an internship. in like two weeks, there's there's not much time that you can wait



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for other





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for other jobs or interviews. So I will say go ahead and accept it. If this is your first job, or internship, then yeah, take it Do not negotiate. Just go and enjoy the experience. If however, this is not your first job, and you have some time until you can decide you really need to negotiate. Because you know most of the people are not most of the people a lot of the times they will try to lowball you because thinking you're a student and you will you will take whatever there is but now we established that you you know your thing you know your know what you're passionate about. You have experience. You have a good portfolio. You made a good impression in your interview. You're unstoppable now, okay, if you did these things, if you did not maybe you don't have leverage to to negotiate. But once they do Have you an offer a say thank you, thank you very much. I'm happy or I'm happy that you you extended this offer. I'm glad that you have interest in me and so on. And I will get that to tomorrow for example, in terms for for the offer. And you will think through you will go to Glassdoor you will go to pay scale, and you will try to establish what salary level you're good for. Okay. And you will find that in your area for the same position or similar positions. What do people make, let's say they make, I don't know, \$20 per hour, that \$20 per hour, if it doesn't match the offer that the company gave you, you better negotiate. And how you will negotiate is that you will say, okay, Miss Smith, thank you very much for your offer, I appreciate that you gave me a chance to do this, I appreciate the interest and everything else. I However, my my concern about the offer is x, y, and z. And I think or let's say you give it a stronger word, I believe that, for example, \$25 per hour is fair for me. And if if that's the case, if you can offer \$25 per hour, I can sign now, once you do that, they will probably come and tell you, okay, if you didn't say something outrageous, like no \$20 is not good enough, I need \$50 this, this will probably not go well. But if you say something reasonable, like \$23, or \$25, or you give a range like 23 to 25, then you're more likely to get to get approval for what you're asking for. And then you can they will tell you Okay, I'll have to check with my manager or HR manager or whatever else, and I'll get back to you. And then you know, you can you can take the conversation from there. If you do have other interviews and other jobs, your your you will be better off negotiating you will, you'll have a much higher chance of getting what you want. Because because people will have back in their minds that you're not playing. Okay. But if you only have one job, and it appears on your attitude that you only have this position or you have this opportunity, then it will be more difficult for you to secure that job and secure that offer that you were looking for. Now this is in a nutshell, this is what the book is about. The book is five steps to your dream job. And these are the five steps that I taught you will lead you to the dream job that you dream off like I did. I started with nothing I started with with a panic attack and with with no responses at all, but then built my way through. So that I have I have multiple job offers at times. And then I have the job that I that I look for or I dream of and then get to do that job and spend a good time of my life doing it. If you want to learn

more about this, you can read the book. It's available on Amazon on a Kindle version paperback version in the US and then an audible version with my audio. Thank you very much for listening, and we'll see you at your dream job.