

# Speculative Applications for Jobs and Internships

For PhD students  
2009/10



Careers  
Service

[www.lse.ac.uk/careers](http://www.lse.ac.uk/careers)

# Speculative Applications

- Many non-academic jobs and internships are found in this way
- Particularly suitable for sectors which have a very small job market or rarely advertise, e.g. think tanks, political consultancies
- Aim is to get them to create a position for you
- Research the company well first – know them and what you can offer that they don't have

# What do you want to get out of it?

- Important to have a clear sense of why you are interested in a particular organisation
- What skills, insight or experience will you gain?
- What could you offer in return?
- The clearer you are, the more interested they will be

# Use your network

- ‘Cold-calling’ can be difficult and unnerving
- Examine your network closely to see if you know someone who can help you make initial contact
- Alternatively, go to an event where an employee is speaking and make contact afterwards, showing an interest in them and their organisation

# Internship applications

A speculatively gained internship may well be unpaid so:

- Be clear about your time commitment in advance
- Be clear about your aims in joining the organisation so you don't end up being an unpaid dogsbody

# Writing Speculative Applications

- Introductory email or cover letter plus CV
- More emphasis on the cover letter to sell you
- Think of the reader:
  - Why do you really want to work for them?
  - What qualities and experience do they want?
  - What specialisms can you offer?
  - What unique advantages do you bring them?
  - In what role would you be an asset to them?
  - Reference specific elements/outcomes of their work

# The right CV

- Make sure your CV reflects your suitability for the company/sector/role you have in mind
- An academic CV prioritising your education and research will probably not be appropriate
- Consider using a professional profile or skills breakdown on the front page

# Careers Service support

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