- Some companies have specific economist roles, others just have data scientists. Data science is incredibly broad -- different data science positions will be totally different.
- Timing varies.
  - Some companies follow ASSA schedule and interview at ASSA meetings.
  - Some roughly follow the schedule but don’t interview at the meetings.
  - Some just have rolling open applications, like a regular private-sector job.
  - Look at NABE (November conference)
    https://www.nabe.com/
  - Some companies post on JOE, others you need to visit their website.

- Internships help a lot.
  - Help you get to know the company.
  - Help the company get to know you.
  - Mostly over the summer, occasionally during the rest of the year.
  - You can get an internship after graduating.

- Internal references matter a lot, even if you’re not that close with the person referring you. Absolutely don’t apply cold!

- Interviewing is a skill that you get better at. Don’t make your #1 preferred job your first interview.
  - Whiteboarding (explaining how you work through a problem)
  - Demonstrate standard reduced form econometric skills (there are also places that do time series or more structural, but less often)
  - STAR method.
  - Communication skills matter. Use the language their stakeholders use, not our v technical econometric terms

- Interviews are divided into technical or behavioral
  - Technical: review your econometrics. Be prepared to talk through a case study.
  - Behavioral: will you fit well enough? Sometimes they have specific boxes they’re trying to check -- review their principals or stated goals.
  - Note from Karl: Lots of interview prep material is available online, e.g. http://web.stanford.edu/class/cs9/
- Many companies have some kind of take-home coding test.

- Work/life balance:
  - People seem reasonably happy with it.
  - Maybe 40-45 hr/wk, except for a few weeks a year that are busier
- Compensation:
  - [https://www.levels.fyi](https://www.levels.fyi)
  - H1B filings have salaries, but don't include stock, so may be much lower than true compensation.

- Negotiating is possible
  - Don't be a jerk to your recruiter, but don't be shy about asking for things. They're not going to be your direct boss.
  - Negotiating without a competing offer won't get you very far.

- How long does a project last?
  - Some companies: hours to weeks, not longer.
  - Others: maybe 2-6 weeks, with some ability to launch longer-term projects as you advance.

- Career paths:
  - The world is big!
  - It's hard to go back into academia without a publishing record, but it's not like the rest of the world is closed. You're definitely not locked into tech once you start at a tech company.
  - Switching teams is very possible
  - There's often much more support for career progression than in academia.

Expectations for the next level are (often) pretty clear.
- This panel was all tech-ish companies, but many many companies need analysts of some kind.
- Tech job doesn't have to be at all related to your grad school work.