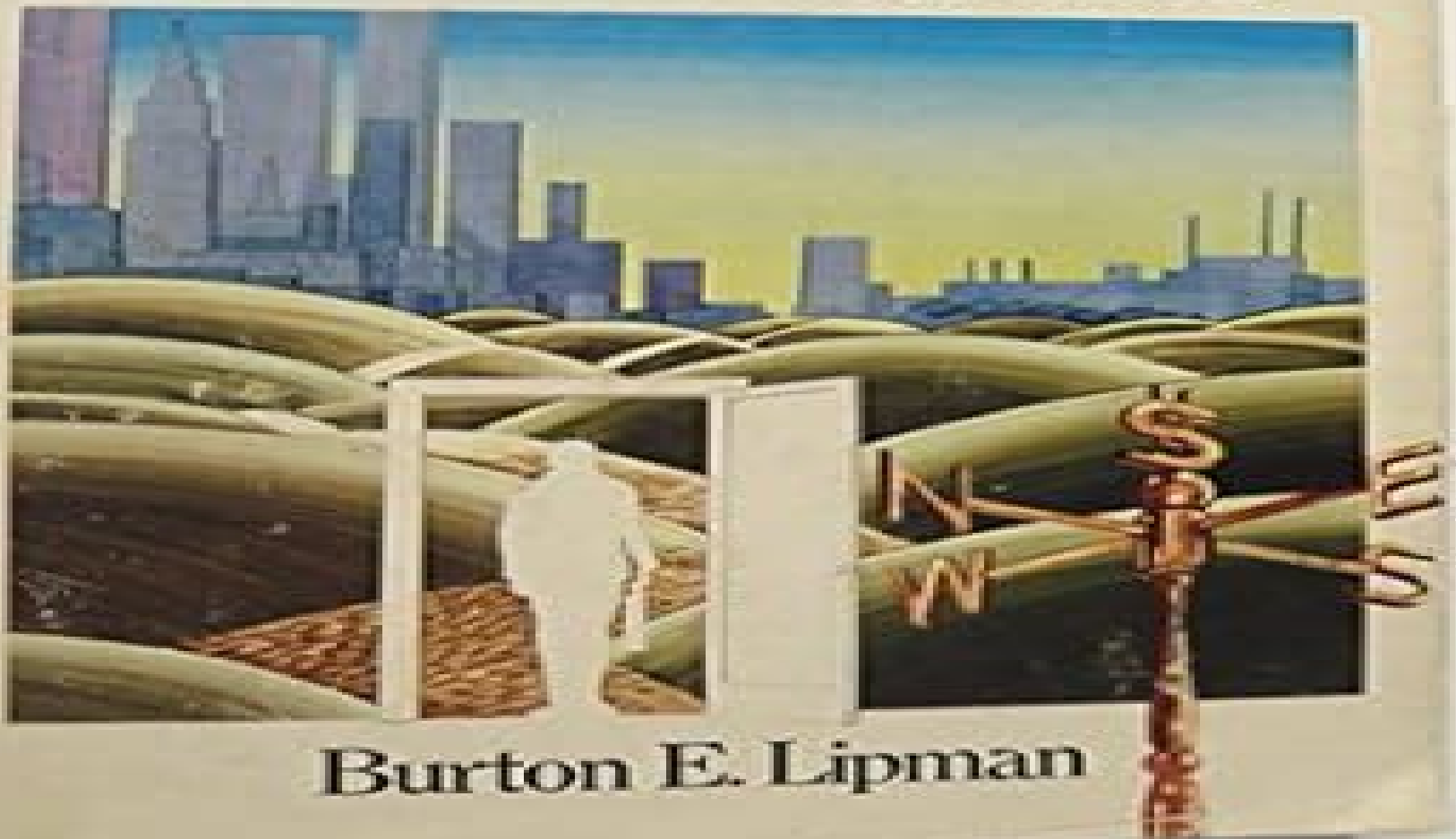


# THE PROFESSIONAL JOB SEARCH PROGRAM

How To Market Yourself



Burton E. Lipman

# Professional Job Search Program How To Market Yourself

**Kathleen M. Lordan**



## **Professional Job Search Program How To Market Yourself:**

The professional job search program Burton E. Lipman,1983 Explains how to set career goals polish a resume find job openings make a good impression at interviews negotiate a salary and make oneself indispensable STEP-BY-STEP RESUMES For All Human Resources Entry-Level to Executive Positions Evelyn U Salvador, NCRW, JCTC,2020-05-15 Book Delisted *Career Directioning* Glenn A. Druhot,2007-08-27 CAREER DIRECTIONING Career Directioning is a method of seeking your perfect job based upon your values abilities and personality not just another job The purpose of this book is to assist you in discovering the best right career for you If you are searching for a more satisfying career have been downsized feel as though by changing jobs you will increase your earning power or you are starting your first job search the techniques in this book will help This book is designed in a workbook format to assist you in your career management You will find that each chapter builds on the previous chapter The book begins by describing the emotional stages that we go through whenever there is a job loss Then it proceeds to describe the ways to discover your perfect job Its truly amazing how many of us lose sight of what we once were planning on doing with our career or worse yet have difficulty in describing what our ideal job would look like I have spent my career listening to people say how dissatisfied they were with their jobs and careers When I ask them what their passion is they often cannot answer what that could be Do you know what your passion is for an occupation Are you living the life that you want Are you employed in a position that is unfulfilling Are you looking for a career change Have you been a victim of downsizing It has been said that the only true success in life is to have lived life in your own way What would life be like if you lived your life in your own way When was the last time that you thought about it Did you have a dream like most of us as you were growing up to be or to do something and life got in the way Wouldnt it be wonderful if you could get up tomorrow and go to work in a position where you would feel as though you are contributing something to the organization Or being employed where you are appreciated for what you do Or better yet work in a position that you know you are making a difference Life is too short to spend time in a career that is not fulfilling Too many people ask themselves what kind of job or career would be best for them Why is it that we focus on the what rather than the how Well it is possible but you must make it happen You cant wait for employers to come to you You have to take charge of the direction of your career direction yourself What is your rationale for reading this book Could it be one of the following You are searching for a more satisfying career You have been downsized from a job You are starting your first job search Feelings like your opportunities for growth are limited where you are presently There is a basic conflict of values on the job You are a Baby Boomer and are now seeking a career that you hope will be more satisfying than what you have done so far in life There has been a significant life event that is propelling you to make a career change It could be something like a near death experience divorce turning 40 or 50 or physically unable to do the job that you have done in the past You feel as though by changing jobs you will increase your earning power You would like to pursue a dream or complete a mission Maybe you were

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Marketing Yourself for a Second Career ,1982 *Selling* Donald W. Jackson,William Hughes Cunningham,Isabella C. M. Cunningham,1988 Based on comprehensive research this guide examines the theory and practice of personal selling It presents a conceptually oriented treatment of the dynamics of selling and buying which assumes that selling in the firm can only be understood as an integral part of the total marketing effort The various dimensions of sales positions are discussed along with the interrelationship between selling and the other functions of a marketing department self management understanding buyer behaviour various aspects of the sales call different types of selling situations telephone selling legal and ethical aspects of selling and career management Case studies allow the reader to apply concepts in real world situations The book is illustrated and contains chapter objectives questions and exercises Journal of Career Planning & Employment ,1997 **Management World** ,1984 Discovering Your Career

Ann K. Jordan,Lynne T. Whaley,2002-04-23 This text presents a unique approach to career planning focusing on matching a career to one s personal interests **Nonlegal Careers for Lawyers** Gary A. Munneke,William D. Henslee,1994 The third

edition of this book contains insights into positions in publishing real estate management consulting employee relations media organizations and associations The book aims to provide a useful tool for those who have already built a career in a different field      Job Search and Graduate School Manual, Penn State Behrend ,2004      **Careers and the MBA.** ,1997

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