Job Search Strategies for Tough Economic Times

Learning Objectives

- Understand why a multi-faceted job search strategy is so important.
- Identify several different strategies useful in a comprehensive search.
- Explore primary strategies through exercises and practice.
- Develop a plan to put strategies into action.

Before You Start: Identifying Your Skills

- What are your career-specific skills?
- What are your transferable skills?
Before You Start: Your One-Minute Commercial

• How do you describe who you are/what you do?
• How do you serve your customers?
• How are you helping customers solve problems?
• One recent success story?

Job Search Strategies

• Use every strategy at your disposal
• Get outside your comfort zone!
• Don’t rely just on the Internet
• What strategies that you can think of?

Building Your Network

• How do you start building your network?
• Who should be in your network?
• How do you keep track of your network?
Possible Network Contacts

- Family
- Friends
- Colleagues
- Neighbors
- Community Contacts
- Faith Contacts
- Other?

Good Networking Questions

- How did you get into this type of work?
- What changes are happening in your career field?
- What do you like best/least about your field of work/current position?
- What types of skills (technical/transferable) are important to success in your field of work?
- What advice would you give to someone interested in your organization/career field?
- What are your biggest professional challenges?

Deciding Where to Focus Your Job Search

- Target Industries
- Target Companies
- Target Geographic Areas
Pulling It All Together

Use the worksheet provided to develop goals for your first three action steps in your search.

Resources

- Internal
  - Human Resources
  - Direct Supervisor/Manager
  - Who Else?

- External
  - MHN Online www.members.MHN.com
    - company code: cityoflosangeles
  - MHN EAP Clinical Services
  - Who Else?