Tips for 2nd Career Job Seekers

Employers Need Problem Solvers

• Critical Knowledge
  Protocol/Methodology
  Analytical thinking
  Customer/Client
  Industry
  Legal

• Experience
  = value

Critical Knowledge
Network

Employers Need Problem Solvers

• Experience
  Bigger picture
  Best Practices
  Communication
  People Skills

Critical Knowledge
Network

1. What big problem do you want to work on?
2. What populations do you want to serve?
3. What is success to you?

Mission

Role

Identify & Translate Skills

Inventory Your Skills

• Dissect your accomplishments
• Use visual imagery – Ideal Job
• Ask others

Online tools:
  StrengthFinder
  SkillScan
  Self Site includes IDP and coaching tools

Academic
Work
Community
Family

R. Anne Hull, M.Ed. Anne@HullStrategies.com #Ahull7
Blog: www.hullstrategies.com/unfurled
**Tips for 2nd Career Job Seekers**

**Employers Need:**
- Analytical and critical thinking
- New ideas, curiosity, and innovative approach
- Solve recurring or complex problems
- Project and time management
- Organization skills
- Leadership, People Management

**Examples:**
- Work independently + team (Collaborate)
- Talk with all levels and across functions of an organization
- Meet deadlines | Adaptable
- Cultivate professional network
- Writing | Computing
- Negotiating | Influencing
- Event & meeting management
- Public Speaking

**Non-Clinical Options for Psychologists**
- Policy Analyst
- Field Scientist
- Product/Service Developer
- Business Analyst
- UX Designer
- Medical Liaison
- Project Manager

**Tips to address biases**
- Get digital - online profiles | participation
- Get your network onboard
- Find employee referrals
- Get noticed for the right reasons
- Meet the decision-maker first
- Reframe your experience as a solution to their need
- Prepare your stories that demonstrate how you get results

**Techniques to address biases**
**Demonstrate your value**
- The long view — bigger picture — “why”
- Workplace savvy
- Communication skills
- Able to deal with “crisis”
- Efficiencies
- Detail, focus, attentive
- Dependable / punctual
- Honesty

**Interviews**
- Listen for what they really want to know?
- Use recent examples
- Energy and enthusiasm
- Talk about results and future benefits for the employer

R. Anne Hull, M.Ed. [Anne@HullStrategies.com](mailto:Anne@HullStrategies.com)  #Ahull7
Blog: [www.hullstrategies.com/unfurled](http://www.hullstrategies.com/unfurled)