

Highlights of BSAS Career Related Events

How to Find a Better Job by Abandoning a Traditional Job Search

Fredia Woolf, founder of Woolf Consulting, delivered a presentation to the BSAS on "A Leadership Approach to Career Management: Mission or Money?" on November 30, 2006.

Woolf delivered some unconventional advice. "Abandon the job search. It's depressing and it makes people feel like victims." Why does Woolf dislike the traditional job hunt? If you're searching for a job that's already defined, the hiring manager will have a predetermined profile for the ideal candidate, she said. You may have a tough time fitting into that narrowly defined slot.

You have a much better chance of finding a great job, if you take what Woolf calls "a leadership approach" to finding a new employer. A leader is a problem-solver, she says. Be a problem-solver who creates a job – a person who takes a problem off the hands of your new employer. You'll define the job together with your future employer so it'll fit you.

The best way to approach creating a job is to do extensive research and informational interviews. When you meet with a potential employer, ask "have you ever considered doing..." to resolve a problem they might have.

Woolf, whose services include consulting, facilitation and executive coaching, covered many other topics and offered a number of career management tools during her presentation. For more information, contact her at 617-842-0245 or visit www.woolfconsulting.com.

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