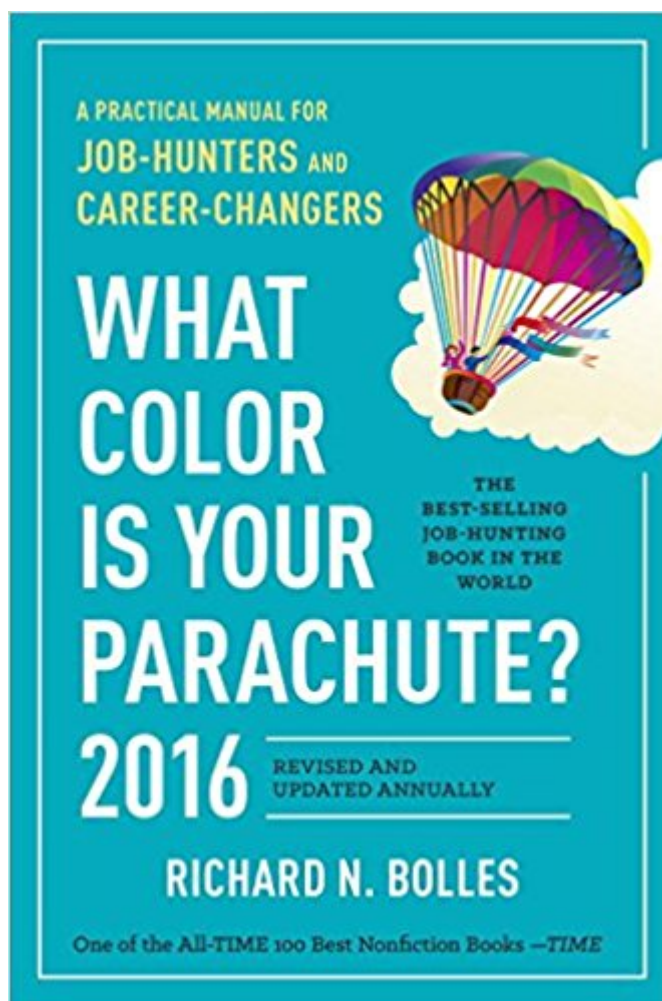


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# What Color Is Your Parachute? 2016: A Practical Manual For Job-Hunters And Career-Changers



## Synopsis

What Color Is Your Parachute? is the world's most popular job-hunting guide, revised and updated annually, with more than ten million copies sold. This 2016 edition features the latest studies and perspectives on today's job-market, including proven strategies for finding jobs even when everyone tells you there are none. Career expert Richard N. Bolles reveals surprising advice on what works and what doesn't so you can focus your efforts on tactics that yield results. This helpful manual shares proven tips for writing impressive resumes and cover letters, as well as guidance for effective networking, confident interviewing, and the best salary negotiating possible. But it goes beyond that by helping you to zero in on your ideal job and life with its classic Flower Exercise. Whether you're searching for your first job, were recently laid off, or are dreaming of a career change, What Color Is Your Parachute? will guide you toward fulfilling and prosperous work.

## Book Information

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## Customer Reviews

"What Color Is Your Parachute?" is about job-hunting and career-changing, but it's also about figuring out who you are as a person and what you want out of life. "One of the first job-hunting books on the market. It is still arguably the best. And it is indisputably the most popular. "Fast Company" "Ideally, everyone should read What Color Is Your Parachute?" in the tenth grade and again every year thereafter. "Fortune" "This is a fantastic tool

useful to almost everyone. . . . It's so darn useful because it is about more than just finding a job. •Kevin Kelly, *Cool Tools: A Catalog of Possibilities* "[One of the] Books that Shaped Work in America. How could I not put this on the list? . . . In print since 1970 and revised every year since 1975, it has not only informed and educated job seekers and job changers in the United States, but also had a global impact through publication in more than 20 languages. It's basically the bible of career advice. •United States Department of Labor "Richard is a giant both in my life and certainly in the field. When you think about his contributions to . . . understanding the whole notion of three boxes of life, creating the flower exercise, and the three questions that really help drive our job-finding activity it is quite remarkable because it certainly changed my life personally, and it changed most of the work that career counselors and specialists and coaches perform. And I would expect it changed all of our work as we think about how we grow talent in organizations. •Rich Feller, 2012-2013 president of the National Career Development Association (NCDA) "The new edition of the best-selling job-hunting book *What Color Is Your Parachute?*, in addition to the tried-and-true advice for job seekers Dick Bolles has provided for close to forty years, has new information on job-search productivity, job clubs, and how to organize and manage your job-search. *What Color Is Your Parachute?* is deservedly the world's most popular job-hunting book, with over eleven million copies sold in twenty-six languages. This . . . edition is as relevant today as when it was first published. Dick Bolles insightfully stays on the cutting edge of job-searching, and the book is full of new and updated suggestions, along with the classic advice that continues to hold true today. •Alison Doyle, *About.com Guide* "The people who can educate employees and job seekers on how to really find jobs (and careers) are career counselors and career coaches. Ideally, a good coach should buy copies of *Parachute* at wholesale and give a copy to every one of their paying clients. •Richard Knowdell, trainer of career counselors and coaches

RICHARD N. BOLLES has led the career development field for more than forty years and has helped millions identify their unique gifts and find their dream jobs. Visit [JobHuntersBible.com](http://JobHuntersBible.com) and [eParachute.com](http://eParachute.com). From the Hardcover edition.

A lot of good advice for job seekers. The author does not focus on a single group, such as new college grads, inexperienced workers, career changers, etc. Each chapter provides something for everyone. He strongly emphasizes the thorough and proper use of social media (LinkedIn,

Facebook and any website where potential employers can learn about you). Everyone should read this chapter and take his advice seriously. The chapters that focused on more spiritual advice were not useful to me, but might be valuable to other readers. I found a lot of valuable information in the book and also got validation of some of the tactics I had already been using. Job hunting is time-consuming and expensive. The \$15 or so that you will pay for this book is well worth it.

Richard Bolles has, once again, put together an excellent set of steps for examining one's skills, interests and talents. As in other versions, he reports on new methods for landing the job or position each of us needs. Those who follow his techniques (including me) will learn the BEST methods, some new ideas and build confidence in the job search. Leaders should follow his guidelines to seek out and find the candidate that's best suited for their needs.

This was recommended to me years ago and I'm so mad at myself for taking this long to read it. Like actually mentally kicking myself in the butt for spending all these years looking for the wrong jobs. Brilliantly written, inspiring, helpful, strategic, and everything I hoped for and more. This book should be required reading for college freshmen and should really guide college career counseling. It provides so much insight into career and job hunting, and really gave me more confidence and direction than I imagined possible.

I had gotten an earlier edition of this book five years ago when and it was extremely helpful, so when I started to job search I went to this one automatically. I was specifically hoping to get up to date advice on resume writing since I was in the process of updating mine. Info on that pretty much summed up as "the trend is moving away from traditional resumes". Good to know but not helpful in the way I had hoped it would be. Being in a more traditional field that still is very much into resumes, I ended up using an online template service to get a feel for the newer formats and phrasing supplemented by the few tips that were in the book. As a manual for new grads or people re-evaluating their profession I think this is still an incredibly valuable resource, I just didn't find it as helpful for my particular situation.

How do you decide what your dream career will look like? Bolles provides a litany of exercises to help you figure it out. Practical Exercise No. 8, for example: Start with 10 sheets of paper and write "Who Am I?" on top of each. Once you have ten different answers, go back through the sheets and list what most turns you on (Bolles's words, not

mine) about that particular identity. Then review the sheets one more time and see which favorite aspects of your different selves arise as common themes. Someone who considers herself both a chef and a writer, for example, may find that, in either scenario, what appeals to her most is creating things from scratch. Taken as a whole, the method and the exercises laid out would require hours upon hours of thoughtful reflection and research, even with high speed Internet on your side.

It's not wholly practical, either, given that many organizations in the social sector or elsewhere may not be able to turn around and hire someone into a new position that has not been planned for or budgeted, even if that someone shows a lot of promise. This leaves you empowered, self-aware, and still without a job. Bolles recommends supplementing this process with more standard job search techniques like tapping into your existing professional network for leads and sending your resume and cover letter in response to job postings. I would go one step further in suggesting that you devote equal energy to "carving a job in the shape of you" and seeking out existing opportunities that will utilize your skills, appeal to your interests, and give you room to grow. Making a serious investment of your time in figuring out what skills and interests you want to spend the rest of your life utilizing seems a worthwhile endeavor, too, even if you forgo the rest of the book's prescriptions or don't find a perfect match in the job market. Whether or not you follow him to the letter, Bolles's approach to the job hunt remains nearly as relevant and just as radical today as it was in 1978, 1989, or any other year since he first shared it with the world decades ago.

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