

APA | How Did You Get That Job?

Workshop: How to Turn Your Skill Set Into a Bigger Paycheck

Presenter: Russ Riendeau, PhD
New Frontier Search Company

October 29, 2019 | 2:00 PM – 3:00 PM EDT

THE WEBINAR WILL BEGIN MOMENTARILY



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Welcome!

- Today's workshop will cover ways you can leverage your psychology skill set for employment in the private sector.
- Time: 60-minutes
- Q&A with audience



HAVE A QUESTION?

- Please submit your questions for our presenter by using the “Questions” field located in the webinar control panel.



Russ Riendeau, PhD

Partner & Chief Behavioral Scientist, New Frontier Search Company

- Russ Riendeau is an award-winning executive search professional, with over 30 years of experience placing thousands of business professionals in new careers. Riendeau has leveraged his psychology degree and business experience in writing books, composing music, TEDx Talks, radio show co-host, artist/sculptor, aviator, and recognized keynote speaker.



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Welcome to the program...

Why should we listen to Russ Riendeau's ideas on career change and interview strategies? Great question! Here's why....



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So you want to change careers...

Tough Questions To Ask Yourself Right Now:

1. What would you look for in a job that you don't have now?
2. How will you convince a hiring manager that your psychology degree will make them money, save them money or solve a big problem?
3. How much money do you expect to earn per year? Why this number?
4. What will change in your life if you made more money in a great job?
5. How many hours a week are you dedicating to research and prep for a new career?



So you want to change careers...

Tough Questions To Ask Yourself Right Now:

6. Could you prove the work and time you're investing in a new job?
 7. Would you be embarrassed to show your efforts?
 8. What is holding you back from proactively diving into exploring a new field?
 9. How would you prove your value and skill level in an interview?
 10. Does your resume, LinkedIn profile and your vocabulary all connect with your goals?
- If you have answers that will hold up under pressure, under demands for documentation, you will get the job you desire.



How do I find the great jobs hidden in plain site?

What is your deep driving motivator to satisfaction in your life? Describe it, test it, prove it, live with it, try to disprove it. If you don't know, you need more reflection to get a great job.

1. The job you want is the job you design yourself or target to match your skills.
2. The hidden job is the one someone just left that you beat the pack to the interview.
3. If you wait for your perfect job to be posted somewhere, you will wait a long time.
Proactively find job descriptions and industries that match who you are.



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4. Watch for leaders that just changed jobs—they want to hire new people that fit their culture and accountability. Reach out to these professionals now.
5. Have a reason, a story, a goal and proof that you have been preparing for this role you are applying for.
6. Contact the hiring manager first—not the HR Manager. Snoop around and you'll find that manager. Don't give up. HR doesn't have the pressure the hiring manager does.



How to increase your odds of securing an interview and offer

- Resumes need be customized for every job you apply for with language and points that mirror the company you want to work for.
- Cover letters are useless if you try to convince when your resume can't prove it.
- Research trade associations, Linked Profiles, competitors, Glassdoor, etc. to gain insight the 3 key issues that leader is facing right now in business.
- Do you look like, sound like, act like an expert in whatever you are looking to do and get a paycheck for? Do you write about your subject online? Why not?



Critical activities in your career change plan:

- Your “elevator pitch” should be a question to entice, not a statement to try to impress. The “purple elephant” technique example.
- Calls first, then an email follow up. Everybody has a voice mail.
- Study LinkedIn profiles for great clues you can use to secure interviews and offers. Personal interests, cultures, education will give you insights.
- Shyness and lack of creativity is not an excuse to getting interviews. It’s business theater with real proof of your skills.



Critical Activities in your career change plan:

- Send a follow-up thank you email after every interview, to every person you meet.
- Compensation: Know your bottom line number and have a compelling reason why you deserve more pay if you want to try and negotiate the offer.

Audience Questions

- Dr. Riendeau has a number of handouts that you can download from the webinar control panel. Locate the tab labeled “Handouts.” Click on a document, it will download to your computer. They should download to your computer’s “downloads” folder.
- Dr. Riendeau also has many relevant articles on his LinkedIn profile page around career change ideas and finding your true skills and callings: <https://www.linkedin.com/in/russriendeau/>



How Did You Get That Job?

Webinar Series

APA's webinar series where we interview individuals with psychology degrees and learn what skills they use on a daily basis in their job, and how they got to their current position.

Learn more: <https://www.apa.org/members/your-growth/career-development/how-did-you-get-that-job/index>



How Did You Get That Job?



A Q&A with APA'S Karen Stamm

Karen Stamm, director of the Center for Workforce Studies at APA, collects analyzes and disseminates data about the profession of psychology.



How Did You Get That Job? A Virtual Conference

The virtual conference series provide an inside look at careers for psychologists in corporate and industrial settings.



A Q&A with Psychologist David Yokum

Psychologist David Yokum uses his training to lead a team of scientists in an effort to create evidence-based policy to improve governance in Washington.

More How Did You Get That Job? articles

- A Q&A with Human Factors Psychologist Margaux Ascheri
Psychologist Margaux Ascheri uses her training to help increase agricultural productivity.
- A Q&A with Organizational Psychologist April Berrian

- A Q&A With Clinical Psychologist Sean Sullivan
Dr. Sean Sullivan, PsyD, splits his time managing a full-time practice, authoring books and sharing his mental health expertise in the development of virtual reality tools for therapists.

We'll Email You the Recording!



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