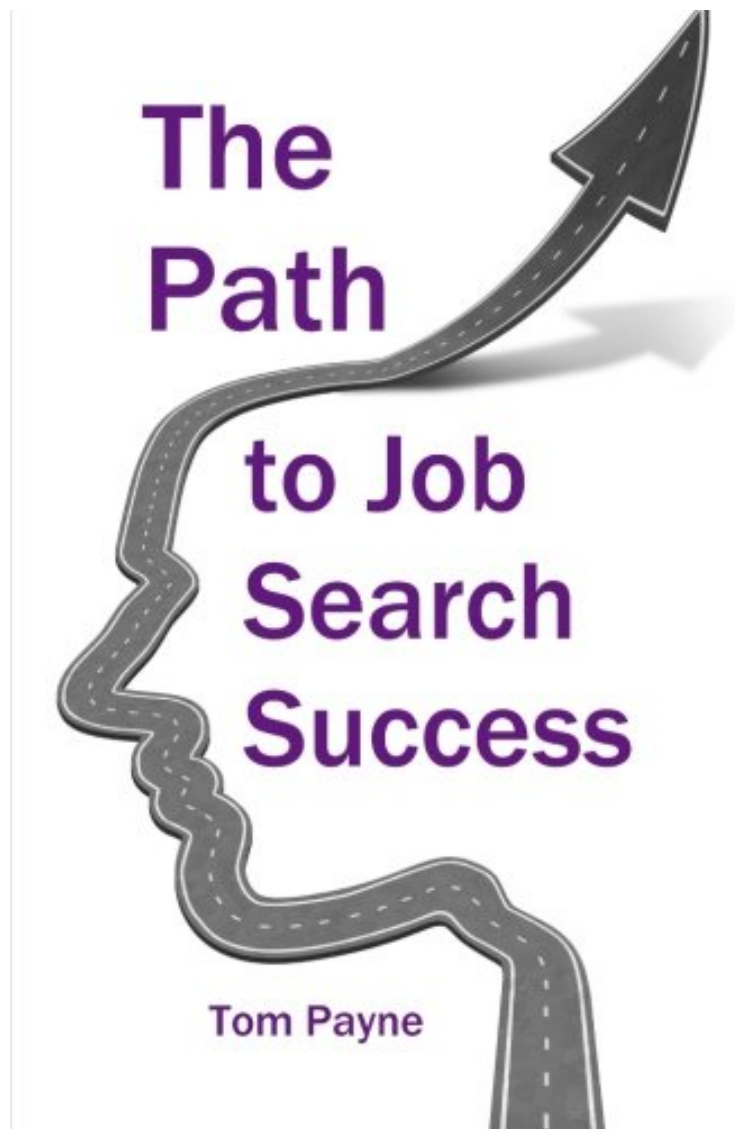


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# The Path to Job Search Success: A Neuroscientific Approach to Interviewing, Negotiating and Networking

Tom Payne

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**Tom Payne : The Path to Job Search Success: A Neuroscientific Approach to Interviewing, Negotiating and Networking** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Path to Job Search Success: A Neuroscientific Approach to Interviewing, Negotiating and Networking:

0 of 0 people found the following review helpful. Toms book is a must read for anyone looking to ...By Kristian MooreToms book is a must read for anyone looking to take their interviewing skills to the next level. On two levels, Toms book was extremely helpful. His advice helped me to get into a positive, calm mindset, which is the foundation for interview success. And, in terms of answering interview questions, using Toms advice, I edited my stories to be far more interesting, easier to remember, and more impactful. Because I was so prepared on both levels, I was able to relax and to speak passionately about my experiences.0 of 0 people found the following review helpful. Great Book for Today's Job SeekerBy Elizabeth LawlerThe Path to Job Success by Tom Payne is a great source for today's job seeker. I bought the book early in my job search and continue to reference the book. Tom teaches job seekers the importance of both non-verbal and verbal communications. Making a positive impression early in the job interview and having memorable stories to share with the interviewer will set you apart positively in the interviewer's mind. Tom's book covers all this with real life examples from the numerous people he has coached over the years.-- Elizabeth, Chicago0 of 0 people found the following review helpful. The information in the book is very easy to follow and has excellent examplesBy Michelle MThis book has been a valuable resource during my job search. It covers verbal and nonverbal communication information. The information in the book is very easy to follow and has excellent examples. It has given me tips on how to be at my best prior to an interview. I especially like the H.E.A.R.T. principles. This book is helping me in my job search and all areas of my life.

A Job Search System Passing the Toughest Real-World Tests Tess was a graduate of a prestigious Ivy League college, and the University of Chicagos MBA program, and she had been out of work for 19 months after interviewing with 59 interviewers at 29 companies and being rejected every time. Her answers to interview questions were articulate and well thought out, as you would expect. But the problem was a more powerful form of speech that jobseekers tend to overlook: non-verbal behaviors. Her facial expression, tone of voice and body language all said the same thing: Im nervous, anxious, and scared. And this was the message that interviewers heard. It led them to look for someone other than Tess. But her story has a happy ending. The job search system in The Path to Job Search Success enabled Tess to gain control of her non-verbal voice in less than one week. Then, on her 60th interview, she got an offer from a large, respected company, and not just any offer. The salary was \$20,000 more than her last job, the one she held 19 months before. When we are happy we dont have to think about smiling. This is because non-verbal behaviors are a subconscious expression of how we feel. So, how do we control something that is subconscious? The Path to Job Search Success will share seven techniques, one of which made all of the difference for Tess. Jobseekers tend to follow this advice: Use stories. Stories are powerful, except when they are bad, and most are. This book dedicates three chapters to show you how to get them right. It also uses the findings of communication and neuroscience researchers to align our job search practices to work with human nature, namely, the way we perceive, process information, make decisions, and so on. And this is the path to job search success.

About the AuthorTom Payne has coached thousands on the subject of job search through radio interviews, books, seminars and individual coaching. He began giving seminars on job search fifteen years ago after receiving executive outplacement assistance. Once he started out interviewing others who were more qualified, he realized he possessed valuable information that should be shared to help people make it through the trying job search process. Later on, he joined a manufacturer of nurse call systems (digital data-voice networks connecting nurses to patients, to doctors, different departments like the pharmacy, etc.) and these systems could be over \$3 million installed. His company was selling through distributors who had widely varying levels of sales expertise. To correct this problem he developed a week-long sales-training program from the ground up. It resulted in dramatic sales gains, even though his distributor reps were competing against the polished direct sales forces of Fortune 500 companies. These sales concepts appeared in his book, The Causes of Sales Success, a book favorably reviewed by Neil Rackham, the NY Times bestselling author of Spin Selling. These ideas were then applied to the job interviewing process. He then formed a management consultancy and his subsequent research into the fields of neuroscience and communication resulted in the innovative job search system that appears in The Path to Job Search Success: Aligning Job Search With Human Nature . It is a system that has been wildly successful in the face of the most difficult real-world circumstances.