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

By Tom Payne

Createspace Independent Publishing Platform, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. A Job Search System Passing the Toughest Real-World Tests Tess was a graduate of Wellesley College, and the University of Chicago's MBA program, and she had been out of work for 19 months after 59 straight job interviewing rejections. 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: I'm 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...



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