

What Color is Your Parachute? 2014 Edition

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Chapter 1

1. How has job market changed since 2008?
 1. There has been an increase in the length of time it takes to find new employment.
 2. There has been an increase in the number of people unemployed for a year or longer.
 3. Many previously used job-hunting methods no longer work.
 4. All of the above.

2. Being in the job market is likened to visiting a foreign country. What does Bolles recommend doing upon entering this new territory?
 1. Learn how employers prefer to look for employees.
 2. Ensure that the resume, like a passport, includes detailed descriptions of all previous employment positions.
 3. Adapt to job-hunting strategies that conform to employers' preferences.
 4. Both A & C

Chapter 2

3. What is true about composing a resume?
 1. The best resume examples can be found online.
 2. Microsoft Word offers the "perfect" resume templates for free.
 3. There is no perfect resume format; it is a subjective process.
 4. Never post a resume onto networking sites such as LinkedIn.

4. Bolles states that Google is the new resume. What does he recommend job-hunters do as a result?
 1. Google oneself and explore all relevant search engine returns.
 2. Remove all information that contradicts the desired professional impression.
 3. Add personal information such as home address and vacation pictures to professional networking sites for potential employers to see.
 4. Both A & B

Chapter 3

5. While many aspects of the job market have changed, what has remained consistent?
 1. Resume writing and distribution.
 2. How job opportunities are posted.

3. The essence of the job search.
 4. The form of the job search.
6. Through the example of Mary and her diagnosis of multiple sclerosis, Bolles emphasizes what point?
1. Job-hunters are powerless; employers hold all of the power in the employment process.
 2. Job-hunters are not powerless; there is at least a small portion of the employment process within their control.
 3. Job-hunters should always seek a career counselor, just as an individual with a medical condition should always seek a physician.
 4. Unemployment has the same effects on a job-hunter as does a physical illness.
7. The three questions to ask on a creative job-hunt are:
1. What, where, and how?
 2. Who, when, and why?
 3. How much, when, and where?
 4. What, how long, and how much?

Chapter 4

8. When answering the question, "Tell us about yourself," one should:
1. Give a complete detail of work and life history.
 2. Describe experience, skills, and knowledge that are relevant to the position.
 3. Have a prepared, well-rehearsed response.
 4. Both B & C
9. What is the "50-50 Rule" in interviewing?
1. Negotiate salary and benefits to no less than half of what you desire.
 2. Ask half of your questions about the job requirements, and the other half about the position's benefits.
 3. Spend half of the interview talking, and the other half listening.
 4. Spend half of the interview listing and giving examples of your relevant skills and experience.
10. What is an example of a microcosim revealing a macrocosim?
1. Constantly interrupting the interviewer.
 2. Avoiding eye contact.
 3. Appearing nicely dressed and groomed.
 4. All of the above.

Chapter 5

11. How should an interviewee prepare for negotiating salary?
1. Research typical salaries within the organization and field of interest.
 2. Be the first to bring up the topic of salary negotiation.
 3. Discover the range of salary the employer is willing to pay.
 4. Both A & C

Chapter 6

12. According to Bolles, what is the most effective method of job-hunting?
1. Asking for job leads.
 2. The Creative Approach.
 3. Job-search support groups.
 4. Looking for job postings online.
13. What does the Creative Approach to job-hunting involve?
1. Asking “Do I want them?” as well as, “Do they want me?”
 2. Viewing self as a resource to employers.
 3. Using a “bridge person” to contact employers of interest.
 4. All of the above.

Chapter 7

14. What is the “heart and soul” of job-hunting?
1. Understanding oneself more fully.
 2. Networking.
 3. Sending thank-you notes after each interview.
 4. All of the above.
15. What is the Flower Exercise?
1. An assessment that determines which flower one is most like, thus revealing defining personality characteristics.
 2. A test that tells a job-hunter which genus he or she is most like.
 3. A single graphic that helps a job-hunter describe self in seven ways and to see how he or she is all of these things.
 4. An exercise to help job-hunters de-stress by taking a moment to “smell the roses.”
16. What do the seven petals of the Flower Diagram represent?
1. Career-change options.
 2. Key points to include on one’s resume.
 3. Different ways of thinking of oneself.
 4. All of the above.
17. The Party Exercise is modeled after which vocational theory?
1. John Holland’s six people-environments.
 2. Albert Bandura’s social cognitive theory.
 3. Donald Super’s self-concept theory.
 4. All of the above.
18. The goal of the sixth petal of the Flower Diagram is to:
1. Determine what kinds of people with which one enjoys working.
 2. State the desired range of salary.
 3. Define one’s goal or mission for life.
 4. Define where one wishes to live or retire.

Chapter 8

19. Who is a bridge person?
1. Someone who knows both the job-hunter and the potential employer, and has knowledge about the company.
 2. A person within human resources who answers job-hunters' questions and reviews resumes.
 3. A person who uses LinkedIn to find available positions.
 4. A former classmate who works in a different field.

Chapter 9

20. A job-hunter's handicap will keep how many employers from hiring him or her?
1. All
 2. Some
 3. 50%
 4. 10%
21. In regards to disabilities, Bolles emphasizes:
1. Everyone in the workforce has one.
 2. Focusing on what one can do, rather than what one cannot.
 3. A "real handicap" is a disability the job-hunter has; a prejudice is a "phantom disability" held by the employer.
 4. All of the above.
22. According to Bolles, what is the most prevalent handicap to job-hunters?
1. Shyness
 2. Age
 3. Physical handicap
 4. Weight
23. What is the recommended "cure" for shyness?
1. Toastmasters
 2. P.I.E.
 3. Enthusiasm
 4. Both B & C

Chapter 10

24. Which is not one of the five ways to change career?
1. Searching the internet to learn more about different careers.
 2. Taking personality or interest assessments to explore personality characteristics, strengths, and preferences.
 3. Using the Azrin Exercise.
 4. Determining what the job market will want and need in the present decade.

Chapter 11

25. What should a person considering a self-owned business assess?

1. What skills and knowledge do I need to run the business successfully.
2. What skills and knowledge do I have currently.
3. What skills and knowledge are needed that I don't have and thus will require outside help.
4. All of the above.