

THE PRECIPICE NEWSLETTER

MONTHLY

WELCOME SUBSCRIBERS

We are absolutely delighted to extend a heartfelt welcome to all our new subscribers who have joined our newsletter community. Your decision to become a part of our family is truly appreciated, and we can't wait to embark on this exciting journey together.

DECODING INTERVIEWS: THE ART OF READING BODY LANGUAGE

WHAT IS ~~YOUR~~ **THEIR** HIDDEN LANGUAGE SAYING?



Job interviews can be nerve-wracking experiences. Candidates often prepare extensively, polishing their resumes, rehearsing answers to common questions, and researching the company they hope to join. While these steps are crucial, job candidates should watch another aspect of interviews: reading the interviewer's body language. Non-verbal cues can provide valuable insights into the interviewer's thoughts, feelings, and reactions, giving candidates a competitive edge in their quest for that coveted job offer. Let's explore the significance of **understanding an interviewer's body language** and offer tips on how to do it effectively.

Here are the top body language signals and their meanings:

- **Blinks:** Indicates lying, exaggeration or uneasiness.
- **Handshake:** Flimsy=not confident; Damp palm: nervous
- **Touching Nose:** Stroking chin=interested; Rubbing nose=lying
- **Touching Ear:** Interested in hearing more
- **Touching Back of Neck:** Annoyed
- **Hands:** Steepling fingers=extreme interest; Finger drumming: impatient
- **Shirt Buttons:** Fully buttoned=uptight; Partially unbuttoned: relaxed.

Understanding an interviewer's body language can also help you tailor your responses to their preferences. Adapting to the interviewer's communication style can make the conversation more comfortable and productive.



TRENDING ARTICLES

- Decoding Interviews: The Art of Reading Body Language
- Mental Health: Are you overwhelmed in your job search?
- Show Me The Money: Navigating Salary Negotiations

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KNOW NEED A CAREER
STRATEGIST?**

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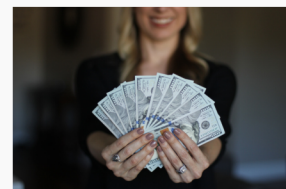
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MENTAL HEALTH: ARE YOU OVERHELMED DURING YOUR JOB SEARCH?

Job searching is overwhelming. Whether you are a new college graduate or a seasoned professional does not matter; there is always something to make the task daunting. Job seekers have to master the art of research, writing, self-marketing, communicating, networking, innovation, time management, and the list goes on. Job searching can feel like juggling a hundred balls at once, and getting stressed out is easy. But there are some simple, practical steps you can take to make it all more manageable.

1. **Realistic Expectations:** First things first, it's crucial to set realistic expectations. Finding the right job can take time, so don't put unnecessary pressure on yourself. Break your job search into smaller, achievable steps, and remember to celebrate your small wins.
2. **Create a Routine:** A structured routine can be a lifesaver. Set up a daily or weekly schedule for your job search activities. It'll help you stay organized and maintain a sense of control over what you're doing.
3. **Prioritize and Stay Organized:** Make a to-do list and prioritize your tasks. Focus on the most important things, like tailoring your resume and cover letter for each job application. You can use tools like spreadsheets or task management apps to stay organized.
4. **Take Regular Breaks:** Remember to take breaks. Step away from your job search now and then to relax, exercise, or do things you enjoy. Clearing your mind can make you more productive and reduce stress.
5. **Set Boundaries:** Don't overwork yourself. Set boundaries on your job search hours to avoid burnout. Remember, balance is vital.
6. **Track Your Progress:** Keeping a record of your job applications, interviews, and follow-ups can help you stay on top and motivated.

Ultimately, job hunting is a journey, and sometimes, it's normal to feel overwhelmed. Remember to be patient, stay persistent, and keep your eyes on the prize. You've got this!



SHOW ME THE MONEY: NAVIGATING SALARY NEGOTIATIONS

Let's talk brass tax. Do you know how to navigate a salary negotiation successfully? It is crucial to ensure you are getting paid what you deserve. Think of it as a strategic conversation that could secure your financial future. Here is how to navigate an uncomfortable salary discussion with confidence.

Start by doing some research. Look into industry standards for salaries in your field and location. Websites like Glassdoor or Payscale can provide valuable insights. Knowing an industry range makes it easier to see how your expectations fit into that mold. A firm may not be a good fit, saving you time applying for certain positions.

Recognize your value within the organization. Highlight your accomplishments, skills, and how you've contributed positively to the team or company. Be ready to explain how your expertise aligns with the company's goals. After revising your resume, you can easily recall the labor assets (skills, experience, qualifications, and traits) that support your financial value. This tactic is no different than asking for a raise. You must know what you bring to the table. Managers want a positive value above their salary to be comfortable with increasing compensation. Remember to sprinkle in your value-add. These are factors that are not part of the responsibilities that you possess and add value to the position.

While you may have a target salary and be open to negotiation, don't be too quick to state your desired salary, anchoring the negotiation at a lower rate than they will pay. Take a look at the following response:

"I am all about delivering value. The job you seek to fill has a salary range throughout the industry of \$55,000 and \$68,000. Given my years of experience and the results I have produced in the past – that I am looking forward to sharing with you – I would expect to be somewhere in the mid-to-upper range."

Follow these tips to achieving your desired value and future paycheck.

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