

Extracted from:

Land the Tech Job You Love

This PDF file contains pages extracted from Land the Tech Job You Love, published by the Pragmatic Bookshelf. For more information or to purchase a paperback or PDF copy, please visit <http://www.pragprog.com>.

Note: This extract contains some colored text (particularly in code listing). This is available only in online versions of the books. The printed versions are black and white. Pagination might vary between the online and printer versions; the content is otherwise identical.

Copyright © 2009 The Pragmatic Programmers, LLC.

All rights reserved.

No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form, or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior consent of the publisher.

The
Pragmatic
Bookshelf

PRAGMATIC LIFE

LAND THE TECH JOB YOU LOVE



ANDY LESTER



Many of the designations used by manufacturers and sellers to distinguish their products are claimed as trademarks. Where those designations appear in this book, and The Pragmatic Programmers, LLC was aware of a trademark claim, the designations have been printed in initial capital letters or in all capitals. The Pragmatic Starter Kit, The Pragmatic Programmer, Pragmatic Programming, Pragmatic Bookshelf and the linking *g* device are trademarks of The Pragmatic Programmers, LLC.

Every precaution was taken in the preparation of this book. However, the publisher assumes no responsibility for errors or omissions, or for damages that may result from the use of information (including program listings) contained herein.

Our Pragmatic courses, workshops, and other products can help you and your team create better software and have more fun. For more information, as well as the latest Pragmatic titles, please visit us at

<http://www.pragprog.com>

Copyright © 2009 Andy Lester.

All rights reserved.

No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form, or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior consent of the publisher.

Printed in the United States of America.

ISBN-10: 1-934356-26-3

ISBN-13: 978-1-934356-26-5

Printed on acid-free paper.

P1.0 printing, May 2009

Version: 2009-6-18

Contents

Appreciations	13
Introduction	16
The Fireman Who Loved His Job	16
How This Book Was Born	17
A Disclaimer of Sorts	18
What's Inside?	19
<i>Land the Tech Job You Love Online</i>	21
Go Love Your Job	21
I The Job Search	22
1 The Foundation of Your Job Search	23
1.1 Be Honest with Yourself	23
1.2 Be Honest with Others	26
1.3 Think Like the Boss	28
1.4 Be a Problem Solver	30
1.5 Sell Yourself	31
1.6 Tell Stories and Give Samples of Your Work	33
1.7 Be Positive	35
1.8 Moving Ahead	37
2 What Do You Want in a Job?	38
2.1 A Crash Course in Work Motivation Theory	40
2.2 Dig In to What You're Looking For	41
2.3 The Motivation Worksheet	43
2.4 What Motivates You? A Dozen Factors to Consider	44
2.5 Now Go Beta Test Your Worksheet	52

3	Résumé Content: Getting the Words Down	53
3.1	Before You Write Your Résumé...	54
3.2	Writing a Résumé Is Not Speedy	56
3.3	The Sections of Your Résumé	57
3.4	What to Leave Out of Your Résumé	78
3.5	Moving to Construction	80
4	Building Your Résumé Documents	82
4.1	The Three Versions of Your Résumé	83
4.2	General Guidelines	84
4.3	Use Word's Features Correctly and Effectively	86
4.4	Create an Effective Summary	87
4.5	Check Your Word Document	88
4.6	Build the HTML Version	90
4.7	Build the Text Document	94
4.8	You're Ready to Move Forward	95
5	Finding Your Job	96
5.1	It's All About the People	96
5.2	Where the Jobs Are	101
5.3	What to Find Out About a Potential Job	110
5.4	Do Your Detective Work	111
5.5	Headhunters	120
5.6	Work the Hunt	122
5.7	Summary	124
6	Applying for the Job	126
6.1	Customize Your Résumé	127
6.2	Create a Cover Letter	129
6.3	Put the Package Together	132
6.4	Never Tell Anyone Your Salary History	133
6.5	And Now You Keep Looking	136
II	The Interview and Beyond	137
7	Preparing for the Interview	138
7.1	Clear Your Schedule	139
7.2	Prepare to Sell the Interviewer on You	139
7.3	Prepare to Answer Tough Questions	139
7.4	Prepare a Relevant Portfolio	140
7.5	Prepare Your Questions to Ask	145

7.6	Prepare to Get to the Interview	150
7.7	Prepare What You're Going to Bring with You . .	151
7.8	Preparation Is Half the Battle	152
8	The Interview	154
8.1	Work Toward Your Goal of Getting an Offer . . .	155
8.2	Listen to Everything	156
8.3	Treat Each Person Like the CEO	158
8.4	A Walk Through the Interview	160
8.5	Sell Yourself by Telling Stories	163
8.6	Sell Yourself by Doing the Job	170
8.7	Closing the Interview	172
8.8	Phone Interviews	174
8.9	The End of Your First Day	176
9	Handling the Tough Interview Questions	178
9.1	Never Give B.S. Answers	179
9.2	Never Complain or Disrespect	179
9.3	Know the Red Flags the Interviewer Wants to Uncover	180
9.4	The Tough Questions	181
9.5	Curveballs	195
9.6	More Tough Questions: Exercises for the Reader	196
10	Too Much Information	198
10.1	Illegal Topics	198
10.2	Other Topics to Avoid	202
10.3	Handle Inappropriate Questions Tactfully	204
10.4	Who Wants to Work for a Company Like That Anyway?	205
10.5	It's All About Focus	206
11	After the Interview: The Job Offer and Beyond	207
11.1	Send Thank-You Notes	207
11.2	And Now You Wait...	208
11.3	Go for Further Interviews	210
11.4	Give Solid References	211
11.5	The Job Offer	215
11.6	Leave Your Job Gracefully	221
11.7	Getting Rejected	224
11.8	And the Cycle of Work Continues...	227

12 Staying Hirable	228
12.1 Improve Yourself	230
12.2 Improve Your Network	234
12.3 Improve Your Brand	239
12.4 Always Look for Your Next Job	243
12.5 It's Never the End	247
A Meaningless Clichés to Avoid	248
B Résumé, Cover Letter, and Email Killers	249
C Interview Killers	250
D Web Resources	251
E Bibliography	252
Index	254

The Pragmatic Bookshelf

The Pragmatic Bookshelf features books written by developers for developers. The titles continue the well-known Pragmatic Programmer style and continue to garner awards and rave reviews. As development gets more and more difficult, the Pragmatic Programmers will be there with more titles and products to help you stay on top of your game.

Visit Us Online

Land the Tech Job You Love's Home Page

<http://pragprog.com/titles/algh>

Source code from this book, errata, and other resources. Come give us feedback, too!

Register for Updates

<http://pragprog.com/updates>

Be notified when updates and new books become available.

Join the Community

<http://pragprog.com/community>

Read our weblogs, join our online discussions, participate in our mailing list, interact with our wiki, and benefit from the experience of other Pragmatic Programmers.

New and Noteworthy

<http://pragprog.com/news>

Check out the latest pragmatic developments, new titles and other offerings.

Buy the Book

If you liked this eBook, perhaps you'd like to have a paper copy of the book. It's available for purchase at our store: pragprog.com/titles/algh.

Contact Us

Online Orders:	www.pragprog.com/catalog
Customer Service:	support@pragprog.com
Non-English Versions:	translations@pragprog.com
Pragmatic Teaching:	academic@pragprog.com
Author Proposals:	proposals@pragprog.com
Contact us:	1-800-699-PROG (+1 919 847 3884)