

# SAVVY JOB SEEKERS WRITE SAVVY RESUMES

Employers are looking for a different type of employee—one who is both focused and predictable. They've made too many costly hiring mistakes because they focused on hiring work history rather than patterns of performance. Indeed, gone are the days when you could write a chronological resume and expect employers to call you for an interview. In today's job market, employers want to know what you have done, can do, and will do for them. They want predictable employees who can produce results. They especially respond to the behavioral content of savvy resumes.

Savvy resumes are different from the typical resume. A savvy resume is a behavior-based resume that clearly communicates a motivated pattern of behavior (MPB) to employers. This type of resume is employer-centered because it speaks the language of employers—performance and results. Unlike other resume books, *The Savvy Resume Writer* shows you how to:

- ✓ clearly communicate your strengths to employers
- ✓ identify your motivated pattern of work behavior
- ✓ formulate an employer-centered objective
- ✓ present your major accomplishments
- ✓ create each resume section
- ✓ evaluate the overall quality of your resume

Going far beyond the art of writing resume content, this book examines numerous resume myths and mistakes as well as provides sound advice on how to best produce, distribute, and follow-up your resume for maximum impact. It includes useful forms and examples of savvy resumes that will give you a behavioral advantage.

In today's job market, the best jobs go to those who know how to write savvy resumes that focus on the needs of employers. Make sure both you and your resume are savvy!

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