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The parachute notes break up things that people would normally use on resumes into categories. Such as traits and transferable skills. These are often mixed up and mix-matched. For example, someone can list they show determination while working but that describes your style of work ethic. It is common for job hunters to list things as shows determination as a transferable skill when it is the style of the transferable trait. The article *What Color Is Your Parachute* further breaks down transferable skills into seven principles that need to be kept in mind. There are three that are very important starting with number one transferable skills are the secret of job-hunting success because they are the most basic unit of whatever career. Without transferable skills, a resume will essentially be hollow and not filled with things besides an outline. Then transferable skills divide into three basic sub-categories data, people, and people of things. They can be looked at as simple, higher, and complex skills respectfully. The article talks about this graphic as a pyramid and most people can relate to the bottom portion of it. As you move up the pyramid the selection of transferable skills gets smaller and more personal to the individual. Then the last major principle is the higher your transferable skill the less competition you will face. This is because jobs that require higher transferable skills are hard to find in a traditional ad in the paper methods. I myself have not had much experience with writing resumes but these are the things that I will keep in mind creating one. My marketable traits would include things as integrity, adaptability, and learning. Then I think my marketable skills are project management and programming.