



*“No One Wins until Someone Makes a Move ... is a hit!”*

This Career Series workshop developed by Chess-Now Ltd for people in career transition is a success and the reviews are in to prove it. The two session workshop was designed to help job seekers understand and improve their strategic thinking by using the game of chess as a metaphor.

Very often people who are new to the job search or haven't been in a job search do not understand the process. Their career counselors can help but the person doing the search has to make all the decisions. Gather the information, weigh the options, consult with others, network, use databases, practice interviewing. This workshop gives them a framework for doing all those things with a game they can play forever.



*Workshop participants learning about the game called “Job Search”*

*(Typical First Session Agenda)*

- Introduction and background
- Business is a Game; Job Search is a full time business, so Job Search is a game.
- There are three (3) parts to a game, players, strategies and payoffs.
- The parallels between a chess match and a job search (sequential games)
- The Phases of the game/search: Opening, Middlegame, Endgame
- The critical art of decision making requires strategic thinking
- Business case examples from NASA
- The chaos of playing a game (Chess & Job Search) I don't understand. 15 minutes of playing chess without a clue.
- Using the best practices improves your chance of winning.
- History and movement of the pieces.
- The object of the game (checkmate vs. landing) and keeping the King safe.
- Developing your campaign in a logical fashion



*A teaching moment for 1 student*



*(Typical Second Session Agenda)*

- Introduction and background, review:
- Job search is a game
- Parallels between chess match and job search (3 Phases, O,M,E)
- The importance of strategic thinking in making good decisions
  
- Getting to know your resources
- Identifying the strengths and weaknesses of my players (chess pieces).
- Designing a compensation system.
- Paying players based on what they can do for the team.
  
- The Parallels between a chess match and a job search (sequential games)
- The object of the game (checkmate vs. landing).
- Keeping the King safe. Determining the decision makers.
- Victory means you need to checkmate or land, but gaining small advantages/victories along the way determines the winner.
- The critical art of decision making requires strategic thinking
- Business case examples from President Kennedy
- The chaos of playing a game (Chess & Job Search) I don't understand. 15 minutes of playing chess without a clue.
- Good strategies and tactics give you the best chance of winning.
- Determining the decision makers.
- Developing your campaign in a logical fashion.
- Moving the pieces to the right squares. .
- Recognizing threats and opportunities, SWOT and PEST analysis.



A teaching moment for 2 students

For a video look at the parallels of a job search and a chess game, watch this private YouTube video:

[The Parallels of a Job Search and a Chess Game](#)



*Did you learn anything new in today's program?*

Very good program	I liked the comparison of job search to the chess game
A good lesson on the importance of strategy	Active participation, a helpful metaphor and upbeat attitude
Jim knew what his purpose would be; teach us how to win the Job Game	Look at the job search in stages and be aware of the appropriate strategy at each stage.
I liked the book recommendations	Job hunting is always in multiple phases

*Any suggestions about improving this workshop?*

Yes, conduct another one	Learned about strategic thinking in my job search
It gave me a new perspective regarding how business is like a chess game	Excellent, should be ½ hour longer.

*The Participant's Statistics Tell the Story*

(SA - Strongly Agree or A - Agree)

70% SA or A that this workshop content is useful to my job search.

88% SA or A that the instructor shows strong technical knowledge of the subject.

86% SA or A that the trainer's presentation was well paced and clear.

90% SA or A that the visual presentation helped me to understand.

66% SA or A that the workshop handouts are useful reference material for me.

72% SA or A that my questions were answered thoroughly and effectively.



Participants learning how to land that next position.