

# LEARNING FROM “NO”

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***BEING TURNED DOWN FOR A JOB IS NOT A REFLECTION ON YOU OR YOUR POTENTIAL VALUE AS AN EMPLOYEE.***

## **LEARNING FROM “NO”**

Even with a focused search, there will be mismatches. This truth frees you from dwelling on what you did wrong and permits you to learn from the experience.

## **ASK YOURSELF**

1. Were the qualifications for the position what I assumed they were? Did I learn something new about my business analysis qualifications?
2. Was I truly qualified for this position? Do I need to modify the types of business analysis positions I’m applying for?
3. Which of my qualifications did this employer value the most? Did I learn something new about how to position myself for future opportunities?
4. Why was I selected for this interview? Was this reason appropriate? If not, is it possible I’m misrepresenting my qualifications in some way?
5. Where did “no” happen? What was the reason for “no”? If this was a valid reason, how could I have gotten to “no” earlier in the process? If this was not a valid reason, how could I strengthen my positioning to overcome “no” next time?

## **AND THEN...**

Take the necessary steps to improve your job search process based on what you learned. Don’t dwell on the past. Position yourself to improve for future opportunities and future interviews.

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