



## WAN NORFAZILAH WAN ISMAIL SHAMSUL ZAKARIA

PENERBIT UNIVERSITI MALAYSIA PAHANG 2021



### Copyright © Universiti Malaysia Pahang, 2021

First Published, April 2021

### All right reserved.

Apart from fair dealing for the purpose of study, research, criticism or review, as permitted under the Copyright Act, no part of this book may be reproduced, stored on a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission from Penerbit Universiti Malaysia Pahang, Lebuhraya Tun Razak, 26300 Gambang, Kuantan, Pahang Darul Makmur.

Director Penerbit : M. Azli Editor : A. R. Aria Proofreader : A. R. Aria & D. Aziz Graphic Designer : Ramos Administration : A. Azianti & F. W. Riann Sales & Marketing : N. H. Published By Penerbit Universiti Malayasia Pahang Lebuhraya Tun Razak, 26300 Gambang, Kuantan, Pahang Darul Makmur. Tel: 09-549 3273 Fax: 09-549 3281

### Printing

PNC PRINTING No. 2, Tingkat Bawah, Taman Damai Indah, Peramu, 26600, Pekan, Pahang Darul Makmur Tel: 09-425 2010

Share | Like | Tag

Online Shop: http://apps-cfm.ump.edu.my/staff/ebooksump/ https://mohbeli.com/product-category/books/ Official Page (FB) : Penerbit Universiti Malaysia Pahang Official IG : Penerbitump

# TABLE OF CONTENTS

v

1

1

2

2

3

3

8

8

8

9 9

10

10

10

11

11

11

TABLE OF CONTENTS	V
DEDICATION	xi
LIST OF FIGURES	xii
PREFACE	xiii
ACKNOWLEDGEMENT	XV

### **CHAPTER 1**

#### **CAREER PLANNING DURING UNIVERSITY** 1.1 Introduction 1.2 Create a Long-Term Career Vision 1.3 Networking with People Who Do Your Dream Job 1.4 Draw Out a Path to Your Dream Job 1.5 Modify Your Goal as Needed 1.6 Planning Your Future Career 1.7 What You Should Do During University 1.7.1 Do not procrastinate 1.7.2 Expand your knowledge 1.7.3 Stay up to date 1.7.4 Do not forget about those internships 1.7.5 It is never too late to start 1.7.6 Consider taking up a volunteering role Take part in a mentoring scheme 1.7.7 1.7.8. Network, network, network 1.7.9 Attend a recruitment event or careers workshop 1.7.10 Get involved with your university's societies and

	clubs		
1.8	Impler	nenting My First Choice	11
	1.8.1	Activity 1: Planning my future career	11
	1.8.2	Activity 2: Goals for my career development	14
	1.8.3	Exercise	16

### **CHAPTER 2**

### **INTRODUCTION TO JOB HUNTING**

2.1	Employment Statistics	17
2.2	Know Yourself and Know Others	19
2.3	Choosing a Career Path in 9 Steps	20
2.4	Personality Type Identification	27
2.5	Six Steps for Job Hunting	29

### CHAPTER 3 JOB HUNTING

3.1	Introduction		
3.2	Suitable Career Environment and Career Habit		
3.3	Soft Sl	kills and Hard Skills	35
3.4	Social	Media Check	39
	3.4.1	LinkedIn	41
	3.4.2	Facebook	43
	3.4.3	Personal Blog	44
	3.4.4	Twitter and Instagram	44
	3.4.5	Others	45
3.5	Job Hu	inting Methods	46
	3.5.1	Suruhanjaya Perkhidmatan Awam	47
	3.5.2	JobStreet.com	49
	3.5.3	LinkedIn	50

## **CHAPTER 4**

RESU	JME, CURRICULUM VITAE AND COVER I	LETTER
4.1	Introduction to ATS Compliance	51
4.2	Write an ATS-Friendly Resume	52
4.3	Resume vs CV	52
4.4	Resume Objective	53
4.5	Effective Cover Letter	54

## CHAPTER 5 JOB APPLICATION

5.1	Social Media Check	57
5.2	How to Apply Job Vacancy Via Email?	57
5.3	Follow Up Job Application	59

### CHAPTER 6 INTERVIEW SESSION

6.1	Preparation for Interview	63
6.2	Interview Questions and Answers	67
6.3	What to Do After the Interview?	72
6.4	Reasons to Fail in Interview	75

### CHAPTER 7 JOB OFFER

7.1	Offer Letter	77
7.2	Negotiating, Accepting or Declining a Job Offer	77
7.3	How to Negotiate a Salary?	80
7.4	What Not to Do or Say During a Salary Negotiation?	82

### CHAPTER 8 NETWORKING

8.1	Building and Expanding Your Networking	83
8.2	Networking Mistakes	85
8.3	Sample Referral Emails for Career Networking	88

### **CHAPTER 9**

# CAREER PLANNING AND DEVELOPMENT WHEN STARTING THE FIRST JOB

9.1	Career Development Plan		91	
9.2	Creatir	Creating a Career Development Plan		
9.3	Carryii	ng Out the Plan	92	
9.4	Self-A	ssessment Form	92	
9.5	Professional Development Planning Steps		92	
	9.5.1	Step One: Make self-assessment on your	92	
	career	development (beginning)		
	9.5.2	Step Two: Develop your assessment of the	92	
	individual's skill level			
	9.5.3	Step Three: Assess the department and	93	
	organisation's needs			
	9.5.4	Step Four: Explore any development	93	
	opport	unities		
	9.5.5	Step Five: Record and analyse the progress	94	
9.6	Career	Development Plan	94	
	9.6.1	Personal Development Planning	95	
	9.6.2	Personal Development Action Checklist	95	
9.7	Career	Planning for Young Employee	96	
9.8	The Th	ree Steps in Creating a Career Goal	99	

9.9	Career Planning Process		100
9.10	Main S	tages of Career Planning	101
	9.10.1	Exploration Stage	102
	9.10.2	Establishment Stage	102
	9.10.3	Mid-Career	102
	9.10.4	Late Career	102
	9.10.5	Decline Stage	102

### **CHAPTER 10**

### **KEEP MOTIVATED DURING JOB HUNTING**

10.1	The Wa	ys to Remain Motivated During a Job Search	103
	10.1.1	Realise that this condition is only temporary	103
	10.1.2	Learn to accept denial, no one triumphs at	103
	everythi	ng	
	10.1.3	Know you are not alone	104
	10.1.4	Search smarter, not harder	104
	10.1.5	Do not burn the candle at both ends	105
	10.1.6	Focus on your future	105
	10.1.7	Ask for support from your friends and family	105
	10.1.8	Do not let unemployment define you	105
	10.1.9	Stay positive	105
	10.1.10	Make job searching your new job	106
	10.1.11	Change up your routine	106
	10.1.12	Focus on different ways to job hunt	107
	10.1.13	Talk about your struggle	107
	10.1.14	Create a brag sheet	107
	10.1.15	Embrace the small wins	108
	10.1.16	Read about people you look up to	108
10.2	How to	Be More Confident in Your Job Search	108
	10.2.1	Know what you want	109
	10.2.2	Learn from your journey	109
	10.2.3	Add something new to your CV	110
	10.2.4	Set goals	110
	10.2.5	Keep putting yourself out there	111
	10.2.6	Enjoy the process	111

viii

### CHAPTER 11 JOB HUNTING DURING CRISIS

11.1	What D	oes the Pandemic Mean for Your Job Search?	113	
	11.1.1	Consider how urgent your search is	113	
	11.1.2	Get comfortable networking online	114	
	11.1.3	Stay in touch	114	
	11.1.4	Gather intel	116	
	11.1.5	Use the time to reflect	116	
	11.1.6	Boost your skills	117	
	11.1.7	Further reading	117	
	11.1.8	Creating your contact list	118	
	11.1.9	Making connections	118	
	11.1.10	Closing the list	119	
	11.1.11	Managing leads	119	
	11.1.12	Sealing the deal	120	
	11.1.13	Better opportunities	120	
	11.1.14	Do not be defeatist. Do focus on the things	121	
	you can do			
	11.1.15	Keep current. Use your networks and the	121	
	business news to find sectors that are hiring			
	11.1.16	Network respectfully and be sure to update	121	
	your references			
11.2	Tips for Job Hunting During the Recession		122	
	11.2.1	Pick and choose your targets	122	
	11.2.2	Sell yourself	122	
	11.2.3	Consider freelancing	122	
	11.2.4	Take a temporary position	122	
	11.2.5	Stay positive	122	

### **CHAPTER 12**

THE	ENTREPRENEURSHIP FOR FRESH GRADUA	TES	
12.1	Introduction	123	
12.2	Entrepreneurship is Becoming the Most Pursued 123		
	Career Choice!		
12.3	Plan and Prepare your Business Venture 125		
12.4	How to Know Whether Entrepreneurship is the Right 127		
	Next Career Move for You		
12.5	Important Skills in Entrepreneurship	127	
	12.5.1 Leadership	127	
	12.5.2 Risk	127	
	12.5.3 Creativity	128	
	12.5.4 Work Ethic	128	
	12.5.5 Communication	128	
12.6	Careers in Entrepreneurship	128	
12.7	Get Started	129	
12.8	Various Types of Entrepreneurs	130	
12.9	What is the Workplace of an Entrepreneur Like?	130	

### REFERENCES

131

### **APPENDICES**

Appendix A-1	133
Appendix A-2	135
Appendix A-3	136
Appendix A-4	137
Appendix A-5	138
Appendix A-6	139
Appendix B	140
Appendix C	141
INDEX	143

AUTHORS BIODATA	147
AUTIONS DIODATA	14/

x

Family Members, Friends and Those Who Inspired Us Throughout The Writing Of This Book.

"And To All Bright Young People Worldwide Who Still Hoping to Change The World."

-

# LIST OF FIGURES

Figure 1.1 Pros and Cons Taking A Year Out After University Figure 1.2 Do and Don't Undertaking A Work Or Study Placement Figure 1.3 Pros and Cons Studying Abroad Figure 1.4 Pros and Cons Further Training Figure 2.1 Unemployment of Malaysian Graduates from Year 2014-2019 Top 5 reasons why fresh graduates do not get hired Figure 2.2 in 2018 Figure 2.3 Areas of interest Personality types from four categories Figure 2.4 16 different personality types Figure 2.5 Figure 3.1 Job skills in demand Figure 3.2 Reasons employers were turned off by candidates online presence Figure 3.3 Tips to create an outstanding LinkedIn profile Figure 3.4 Methods for job hunting Figure 5.1 When will the best time to follow up Figure 6.1 Preparation Before The Interview Preparation During The Interview Figure 6.2 Preparation After The Interview Figure 6.3 Figure 6.4 What To Ask The Interviewer(s) Figure 8.1 10 techniques to build and expand career network Figure 9.1 Career Planning Process Figure 9.2 Main Stages Of Career Planning Figure 11.1 Tips for Job Hunting During the Recession Questions Before Start A Start-Up Figure 12.1 Checklist The Best Business Type To Run Figure 12.2

# PREFACE

I feel fortunate and blessed in having the opportunity to be the Director at the Office of Career Placement and Development Centre (CPDC) of Universiti Malaysia Pahang (UMP) because helping university students grow has been my passion since I joined the academia two decades ago. And I can say with sincerity that this experience at the CPDC of UMP has motivated me to become more student-centred and care more about students' career and development. Graduating students attempt to stand out to potential employers, whereas working adults attempt to get the job they want. In either one, they have to ensure that they are a good fit for a job. These are why I am very pleased to introduce this book, which is a collection of practical approaches that a job hunter can learn to land a job in any circumstances. In other words, this book is suitable for all job hunters, from the first-year university students who are planning for their career future after graduation to senior working adults who are looking for a new opportunity in their career growth.

This book is an essential reading for anyone interested in catching and applying job hunting tips. Job hunters, especially university graduates, can learn many excellent ways to steer on the right route in chasing and finally landing their dream jobs from this book. The simple step-by-step descriptions and samples provided in this book cover drafting a resume, writing a thank you email after an interview, and preparing for interviews, to name just a few. The gamut of job-search basics makes this book an excellent guidance for fresh graduates to secure their first jobs at the right time. Read and find the voice and style you prefer to get through your job search.

This book also introduces job hunters to various alternatives of career pathways such as entrepreneurship, which is a popular option among the youngsters nowadays. The detailed insights provided in this regard will help job hunters have a self-reflection before their respective next big career move. Confidence matters in your career decisions. This book was written and completed during the outbreak of the COVID-19 pandemic across the world affecting the life of job hunters with depression and squeezing job opportunities into almost nothing. There is a special chapter discussing structured approaches to handle these sorts of circumstances, and there is a chapter about inspiring job hunters to keep motivated during the job-hunting process, especially during this unprecedented battle. No matter what stage of your career is, this book is a perfect match with your priorities in job hunting and amidst this current situation.

To go more in depth into your next big career move or a new job, I am sure mastering the contents of this book will help you market yourself in any circumstances, if you follow the practical steps that are detailed and explained in the book carefully. Best wishes to all job hunters in landing your dream jobs.

Irene Wei Kiong TING, PhD

Director, the Office of Career Placement and Development Centre Universiti Malaysia Pahang

**Footnote:** The CPDC of UMP is the hub for providing programmes and services that are central to students' career developments, as well as placements for industrial training. Moreover, we strive to sustain and grow the resource centre for students to learn more about career development skills, to access information about internship and jobs, and to explore job opportunities for career path after their graduation. Every year, UMP has outstanding graduate employability rates and I believe with this book, our students are able to increase their employability opportunities.

## ACKNOWLEDGEMENT

First and foremost, praises and thanks to ALLAH, the Almighty, for His showers of blessings throughout the completion of this book successfully.

We would like to take this opportunity to thank all the human resource professionals, talented recruiters and great colleagues for their timely insights and comments regarding the job-hunting process. Their contributions are sincerely appreciated and gratefully acknowledged. Furthermore, we are thankful to our friends who willing to share their job-hunting stories with us.

A big thank you to our spouses and kids for their understanding, love, prayers and continuing support to complete this book. Also, to all relatives and others who in one way or another shared their support, either morally and physically, thank you.

Finally, we would like to acknowledge UMP Press staffs, who helped us refine our ideas and approach throughout the publishing process.

### WAN NORFAZILAH WAN ISMAIL SHAMSUL ZAKARIA

## CHAPTER 1

1

CAREER PLANNING DURING UNIVERSITY

### 1.1 Introduction

What we have observed in our experience advising thousands of our students over the years on how to launch their careers, they believe that they should enter their company or industry of choice immediately after graduation.

Research has shown that younger millennials are motivated by roles that are meaningful and quickly trusted to play in making important decisions. They tend to change jobs frequently and put a good effort to move up the ladder and increase their salary in a shorter period than other generations currently in the workforce. Furthermore, they look for opportunities that align with their passions and vocations, and to not compromise on interests or values. Therefore, the students often chase their dream jobs with a short-term mindset. They think that working in their chosen area right away is the best way in order to be successful in their career.

Based on our own corporate experience, we believe this is the wrong way to go, especially when the world has economic issues and those companies are cutting an unprecedented number of jobs as they struggle to survive. Instead, we recommend several processes for new graduates to get on the path to their dream job.

### **1.2** Create a Long-Term Career Vision

The graduates should focus on the longer term, where looking at their first job as a first step for getting their dream jobs. To do so, they should create a five- to 10-years plan. A great vision has a clear end goal in mind, such as targeting to be a chief technology