

Making Work Search Smarter.

The latest in online job search learning to engage and skill up your clients.

The Challenges

The average job seeker suffers a major skill gap - the skill of landing a new job. Workers change jobs 13 times in a career but rate their job search preparedness between a “C-” and a “D+”. Few learn complete job search skills in school or elsewhere and workforce agency budgets allow workshops for only a small percent of job seekers. As a result, WIA and Unemployment Insurance programs have difficulty in engaging job seekers in a smart work search. This leads to the second largest source of UI overpayments nationwide.

A New Solution

Tapping the latest in online curriculum design, NextJob’s Job Positioning System™ delivers comprehensive job search learning to workforce, unemployment insurance and other program clients at a fraction of the cost of traditional workshops. Linear learning modules cover all topics from Career Direction and Skill Identification to Negotiating an Offer and Job Retention. All learning styles are covered with text, videos from real job seekers and hiring managers, audio examples of cold calls and teach-show-do exercises, including interactive resume building, that allow job seekers to instantly apply what they’ve learned.

Job Seeker Results

From preparedness to program integrity, the NextJob system offers quantifiable results that engage more job seekers, prepare them to conduct a quality job search and maintain program integrity, which can save your state millions in UI benefits. Our case studies show significant program results:

UI Claimants

- Preparedness Gain: D+ to B+
- Dropout Re-engagement: 8 of 10
- Integrity: 6.5% Drop Out, Saves Millions
- Duration Decrease: 1 Full Week (7%) Over REA

WIA Participants

- Preparedness Gain: C- to an A-
- Engagement: 45% More Than Required
- Integrity: 39% Better Training Targeting

Program Benefits

Legislators, governors and stakeholders often expect more from less. As with many other areas of society, the best solution is to leverage technology. NextJob’s system is scalable and taps the latest in learning to offer a less expensive and more effective way to produce measurable outcomes. By focusing self-service strategies on the 80% who prefer it, staff have time to truly assist the 20% who need more. NextJob is a proven way to engage and prepare all job seekers and save dollars.

- Leverage Resources to Serve More
- Save Millions With Reemployment and Program Integrity
- Increase Accountability With Real Time Reports
- Provide Universal Access - Rural & Remote
- Send Employers Much Better-Matched Candidates

Staff Benefits

Staff members work to make impact, but get discouraged when they lack the tools and time to do what they do well. NextJob's software gives staff the tools they need to manage heavy traffic, track client progress and prioritize just-in-time service. It requires no scheduling and no classroom space.

- Empower Self Service
- Avoid Staff Burnout
- Track, Triage & Serve The Most In Need

Job Seeker Benefits

Unprepared job seekers get discouraged, trying to sell themselves in a competitive market. WIA trainees can fail to land jobs in their training and UI claimants can go through the motions, unprepared to make the most of each employer contact. With NextJob, job seekers learn the best of the web, use the largest job board aggregator, interactively write an accomplishments-based resume and prepare for interviews on-demand and at their own pace.

- Learn Comprehensive Job Search Skills
- Network to Tap the Hidden Job Market > 50% of All Jobs
- Connect to the Best of the Web - Including Social Networking
- Prepare for All Opportunities
- Gain Confidence to Land Quickly

Goals and Tracking Outcomes

The NextJob software provides measurable outcomes throughout that clients can achieve and that staff can track. Because staff members know exactly when a client completes a training module and how long it took, they can pinpoint client struggles and make their assistance efficient, just-in-time and targeted. Outcomes include:

- Training Module Progress and Completion
- Resume Completion
- Documents Completed
- Skills, Passions and Personality Assessment
- Interview Training Completion

Multimedia Training

The screenshot shows the 'Multimedia Training' section of the NextJob interface. It features a video player for 'Interviewing Overview' with a play button and a progress bar. Below the video, there is a 'My Progress' section with a progress bar for 'Interviewing' and 'Overall Progress', both showing 100% completion. The main content area contains text about chemistry and interview preparation, including a quote from Abraham Lincoln: "If I had six hours to chop down a tree, I'd spend the first hour sharpening the ax." It lists ten parts of the interviewing section: Overview, Guidelines, Interview Format, The Opening, Answering Questions, Questions You Should Ask, Closing, Handling an Offer, Follow Up, and Action Plan.

Goals

The screenshot shows the 'Goals' section of the NextJob interface. It features a 'My Calendar' with a grid view for the month of September 2012. To the right, there is a 'My Progress' section with a list of training modules and their completion status, all showing 100% completion. The modules include: Introduction to website, Overall Progress, Getting Started, Resume, Career Direction, Visible Jobs, Hidden Jobs, Cover Letter, Long Resume, Interviewing, and Your New Job. There is also a 'Where I Left Off' section with a 'Continue' button.

Tracking

Section	Progress	Last Updated	Date Completed	View	Edit	Print	Send	Copy
Getting Started	0 / 100	07/18/2012	07/18/2012					
No document to display								
Resume	0 / 100	08/10/2012	-					
References	0 / 100	08/03/2009	-					
Keywords	0 / 100	08/09/2012	-					
Resume	0 / 100	-	-					
My Resume	0 / 100	-	-					
Career Direction	0 / 100	07/18/2012	07/18/2012					
Passion	0 / 100	11/16/2010	-					
Skills List	0 / 100	05/15/2012	-					
Core Values List	0 / 100	02/19/2010	-					
Job Criteria	0 / 100	05/18/2009	-					
Personality Tests and Notes	0 / 100	02/19/2010	-					
Visible Jobs	0 / 100	08/14/2012	-					
Network List	0 / 100	06/17/2009	-					
Job List	0 / 100	05/18/2009	-					
60 Second Commercial	0 / 100	01/03/2012	-					
Hidden Jobs	0 / 100	01/22/2010	-					