Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Instructor: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Score: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Instructor Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Quiz Chapter 9 – Launch

**True/False**

1. Reviewing advertised jobs in local trade magazines is not an effective method for identifying job leads.  
   Answer: False\*
2. Creating an entrepreneurial venture while conducting a job search will send mixed messages to a potential employer and lessen your chances of finding paid employment.  
   Answer: False\*
3. Networking efforts for adults who are re-entering the job market are not as critical as they are for new college graduates.  
   Answer: False\*
4. Exercising regularly will help relieve the stress of a job search.  
   Answer: True\*
5. A follow-up thank-you note is not a good idea for a recruiter contact that you meet at a job fair since the contact is only temporary.  
   Answer: False\*
6. A networking relationship must be reciprocal to work effectively.  
   Answer: True\*
7. Sending an interesting and relevant article to a networking contact will make you look desperate for a job.  
   Answer: False\*
8. A general interview format consists of questions that are consistent and asked of all applicants.  
   Answer: False\*
9. An employer will let you know ahead of time if he or she plans to ask you an illegal question in an interview.  
   Answer: False\*
10. It is illegal to discriminate in any aspect of employment including job advertisements and testing.  
    Answer: True\*

**Multiple Choice**

1. Which of the following is true about “hidden” jobs?
   1. 50% of available jobs are considered hidden
   2. A strong network will increase your access to hidden jobs by 10%
   3. Word-of-mouth will give you access to 20% of hidden jobs
   4. 75% of jobs are considered hidden and not advertised\*
2. If you are not getting called for interviews, redo your:
   1. List of references
   2. Application
   3. Resume and cover letter\*
   4. Cover letter and thank-you note
3. If you are getting interviews, but not offers:
   1. Embellish your qualifications in future interviews
   2. Submit a new list of references
   3. Review your interviewing skills\*
   4. Request a second interview
4. Which of the following is not likely to happen to a career changer who has been out of work for several years? He or she will likely:
   1. Enter at a higher pay rate\*
   2. Report to someone younger
   3. Start at an entry-level job
   4. Take a pay cut
5. A person who seeks out ways to connect to nature and the local community is focused on:
   1. Emotional wellness
   2. Social wellness\*
   3. Occupational wellness
   4. Spiritual wellness
6. Completing a Sudoku puzzle everyday can improve your:
   1. Physical wellness
   2. Intellectual wellness\*
   3. Occupational wellness
   4. Social wellness
7. All of the following can take place at a career fair except:
   1. An informational interview
   2. A résumé review
   3. Job leads
   4. An industry site visit\*
8. The following behavior will not nurture a networking contact:
   1. Asking for a 20-minute informational interview
   2. Offering to volunteer for a company fundraising event
   3. Asking for a job after your first meeting\*
   4. Asking questions to help you learn more about the company
9. “Elevator pitch” is:
   1. The volume level in an office building elevator
   2. The height your shoes should be for an interview
   3. A short and concise marketing statement\*
   4. What you do in an elevator after a stressful interview
10. Which of the following is an illegal question?
    1. Tell me about yourself?
    2. Are you married?\*
    3. Are you available to work weekends?
    4. How do you handle stress?

**Short Answer**

1. What is one thing you can do to “stay engaged” when you are unemployed and not having any luck finding a job?  
   Answer:  
   Any of the following: volunteer, participate in leisure activities, take skill-building courses, consider part-time work in another field
2. What types of questions are designed to help an interviewee relax at the beginning of an interview?  
   Answer:  
   icebreaker questions

**Completion**

1. A job-search plan is \_\_\_\_\_\_\_\_\_\_\_\_and short-term.  
   Answer:  
   goal-oriented
2. A STAR format is a good method for responding to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ interview questions.  
   Answer:  
   behavioral