

CAREERS NOW

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Finding the courage to continue

By Joyce Lain Kennedy
Tribune Media Services

DEAR READERS: Rolling media coverage of superstorm Sandy's unbelievable dumping of death and destruction on the East Coast leave millions of people wondering what's ahead in their rebuilding future.

Winston Churchill, the man who led England to victory through the horrific years of World War II, knew the feeling well when he commented that rebuilding could be the "slow and laborious task of years." He was right about that. And Churchill said something else that is worth remembering by all of us in the face of disaster:

"Success is not final, failure is not fatal. It is the courage to continue that counts."

DEAR JOYCE: I am reflecting on whether or not to go for an advanced business degree and am facing tremendous costs even at a public university campus. What should I expect to pay if I take my degree online? — J.T.R.

Consumer group GetEducated.com is out with its 2012 university rankings of the best values in online learning degrees for professionals in business management careers.

Amberton University in Texas, which offers a master's of science in managerial science, is the best buy at 8,460.

The most expensive, an international management master's, is offered through Purdue University in Indiana, at a cost of \$66,300.

The average cost of a regionally accredited online master's degree is \$23,204.

See the entire list on the GetEducated.com website. While you're there, find out how to avoid getting ripped or tripped with online diploma mills and fake agencies for online college accreditation.

DEAR JOYCE: Have you written about mobile job search on smartphones? — S.N.J.

Yes, and so far I've seen smartphone job search as technology that chiefly benefits seekers of commodity jobs, not so much for seekers of professional-level jobs. I soon may have to change my ringtone about the power of mobile search.

Recruiters are chattering about the convergence of social media and mobile as a cool way to find candidates for open positions. Some recruiters project massive mobile acceptance within a year,

or so. I'm tracking the trend and will have more details to report later. In the meantime, if you're just wading into the topic, don't miss a recent post on ERE.net. Google for "The Mobile Recruiting Market is About to Get Very Hot" by David Martin.

DEAR JOYCE: Do you think it's unwise to send my manager an email asking for a raise rather than addressing the issue in person? I'm an introvert. I don't do all that well speaking to my point and prefer to handle things in writing. — L.N.

When you feel insecure articulating your request in person, start with an email memo. That'll break the ice. But do be prepared to discuss your memo point by point. Search for "A Free Sample Salary Increase (Raise) Memo" on the quintcareers.com.

DEAR JOYCE: I think I failed an interview yesterday. The interviewing manager asked me a question, I answered, and then she just sat there not saying a word. The silence made me nervous and I began talking again, rambling actually. Is silence a tactic some interviewers use? — I.J.

Yes. An interviewer's silence can move you to open mouth before engaging brain. Don't fault yourself, it's a normal reaction. If this happens to you again, have a question ready to throw out, such as "Have we missed any key points about the scope of this position?" Then listen for your next cue.

When you fear the hiring decision about you is thumbs down, try a last-chance statement:

"Because I'm very interested in this job, I want to be sure that you have all the information you need to make a positive decision on my ability to do a stand-out job. Would you be interested in hearing more about my A or B skills [skills in areas related to the job]?"

When you sense the interviewer is ready to end the meeting, summarize your best selling points one last time, and leave the door open by asking if you can feel free to contact the interviewer should you have additional questions.

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Email career questions for possible use in this column to Joyce Lain Kennedy at jlk@sunfeatures.com; use Reader Question for subject line. Or mail her at Box 368, Cardiff, CA 92007.

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