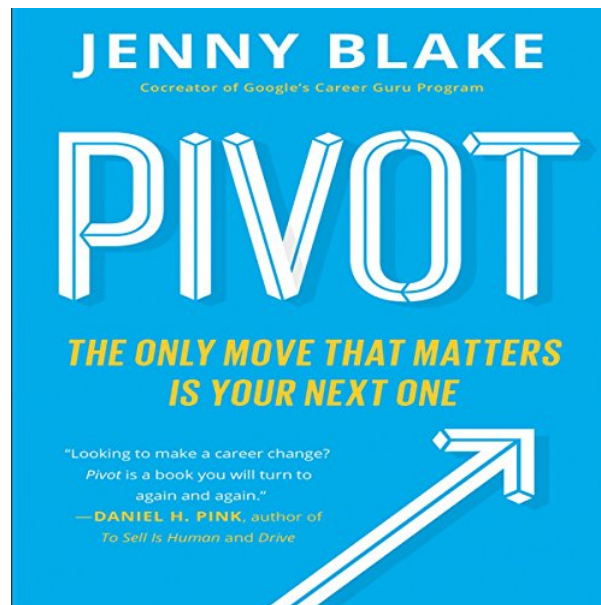
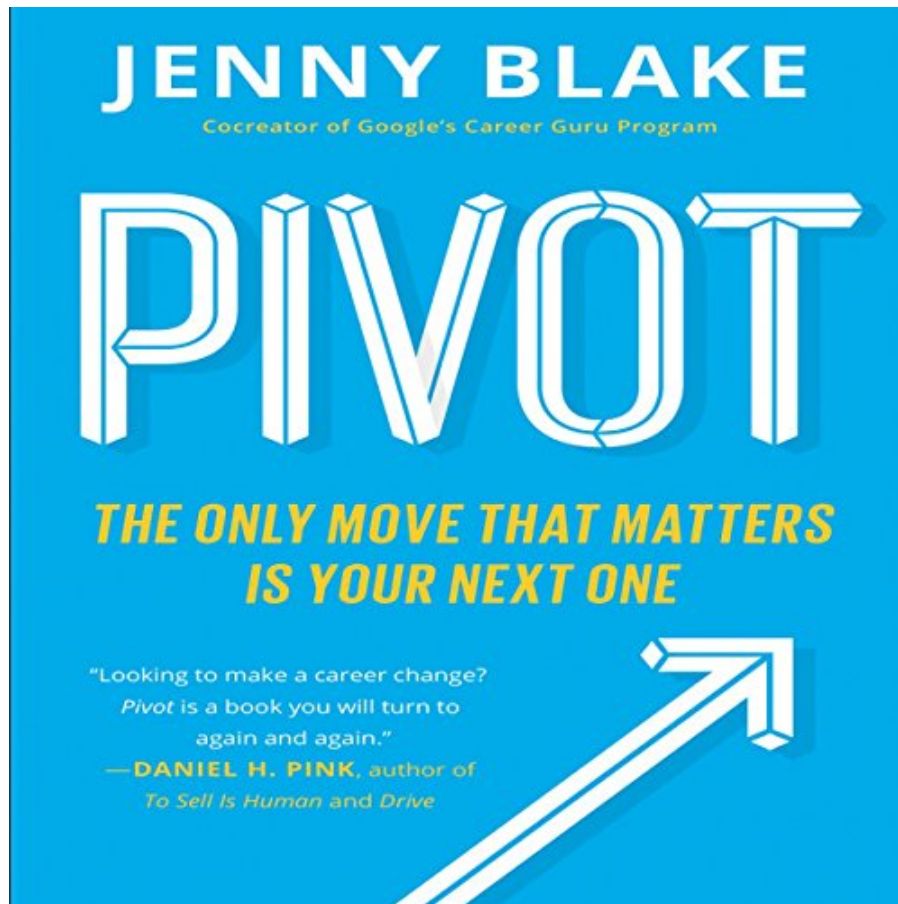


PIVOT: THE ONLY MOVE THAT MATTERS IS YOUR NEXT ONE BY JENNY BLAKE



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Now, more than ever, we are being asked to navigate career changes deftly and frequently. The average employee tenure in America is just four or five years, and even those job roles often change dramatically within that span.

Our economy is now demanding that we create dynamic careers based on creativity, innovation, and serving others. We are being asked to move from careers that used to be based on linear, predictable ladders to trajectories that are now much more fluid and entrepreneurial.

Pivoting is a mindset and a skill set, and it is one we can all get better at. Using anecdotes from her own experience and the experiences of the successful professionals, Blake provides a 3-stage process that will teach anyone how to:

- Identify existing strengths, interests, and experiences.
- Scan the horizon for new opportunities, skills you'd like to develop, and people and opportunities, without falling prey to paralysis by analysis.
- Reduce risk by running small job "experiments" that can provide feedback and help determine next steps in your career trajectory.

No matter your age, life stage, bank account balance, or career level, you need to be able to pivot into your next opportunity. Whether your perfect-on-paper job has hit a plateau, you're considering taking on a new role, or moving into a new company, or industry, or even starting or folding your own business, you need to learn how to make Plan B your new Plan A.

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- Running time: 375 minutes
- Binding: Audio CD

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Most helpful customer reviews

130 of 136 people found the following review helpful.

Great content, fantastic practical suggestions, but does not address one big aspect of career change

By Shubha Chakravarthy

At the outset, let me clarify that I think Ms. Blake is a very impressive individual and I'd be thrilled to be as accomplished as she is even at my age (mid 40s). This book has fantastic and very practical content in terms of 1) taking stock of your strengths and clarifying your vision 2) scanning the environment for suitable opportunities 3) piloting low risk experiments and then 4) launching when you have found your "it". I won't expand further on the detail other than to say the content is incisive, sharp, practical and very, very useful. Then why the 3 stars? I think the book misses the boat on one very critical element, which is the emotional and self-identity changes involved in making a successful career transition. My perception is that these tend to be very gut wrenching if you are older and also if the change is more drastic than not, and these two factors certainly compound the effect of each other. She skims lightly if at all over these aspects, whereas in my experience, dealing with the implications of these over 6 years of a still ongoing transition into entrepreneurship from very well paying corporate job with a family and bills to pay, these are monumental. Working identity, by Herminia Ibarra, and very surprisingly (for me) Pivot, by Adam Markel ended up being much stronger on these dimensions. A transition is not at all linear and the author just tips her hat to this fact.

The light treatment given in the book to the enormous real life implications of the mess of iteration does the aspiring career changer a disservice

7 of 7 people found the following review helpful.

Incredibly comprehensive - an excellent and well-organized set of tools and systems!

By NYCinCentralPark

For some context, I've spent all of my professional life navigating my career at a handful of large companies here in NYC. Grateful that I've always been gainfully employed, though not without a few bumps in the road...

I give Pivot five stars. It offers an excellent and well-organized set of tools and systems for self-assessment. It also provides plenty of guidance for thoughtfully evaluating potential opportunities and building or extending a network along the way.

Most critical for me is that many of these tools were immediately actionable with my tight schedule. If you're running out the door on a Monday morning and looking at a week crushed with meetings and deadlines, work through one of the plant exercises during your commute or lunch break. If you already have a few thoughts around what you might want to explore, jot down a few reminders to look up experts or organizations to learn more about.

This not only gave me a jump start, but it helped me move toward thinking about future change with whatever time I had at the moment. Of course, it makes the most sense to work through the process as outlined in the book. I did that as well when I could, but committing to a few exercises where time allowed gave me some momentum. The additional resources – podcasts, interviews, readings, references etc., offered by the author offer more perspective or a deeper dive on specific topics. While many recent career development books offer similar resources, the collection on Pivot's site is particularly robust and addresses professional challenges along with personal enrichment.

In case it's helpful, I'd like to acknowledge one of the three star reviews – because I totally understand that reviewer's perspective. If you're approaching change with a particularly complex (or thorny) professional or personal backstory, you may need a reset. That may include exploring a variety resources that speak to your particular situation as you ready yourself for a big change. In my experience, it makes sense to explore and embrace a variety of material - whatever collectively makes sense for your own development. The author actually provides a reference list at the end of the book and on her site. Your starting point and path will be your own, wherever this (or any other resource) finds you.

That said, Pivot is incredibly comprehensive. Many of the exercises immediately focused my thinking and adjusted my perspective. They addressed professional challenges with practical ideas and offered personal assessments for a holistic approach. I think they would be equally helpful to anyone – whether you're on auto-pilot or in the weeds professionally (or personally) for long periods of time, or would benefit from taking stock and moving forward in a very practical and action-oriented way.

3 of 3 people found the following review helpful.

Pivot is a great book

By Kim

I really enjoyed this book by Jenny Blake. Her exercises and ideas are interesting and constructive, and the examples she provides are strong. If you are thinking of making a career or other life change this book provides a great process to follow that is also realistic. The only thing I could have wished for in the book (and does not detract from my review because maybe it is content that should be in a different book altogether) was more information for people who have struggled to feel really successful or powerful in any

recent career - i.e. people who have done work more out of a "default" situation (i.e. underemployment due to economy, or needing a family flexible job) and how to pivot back up from that. A lot of the examples referenced people already in successful situations.

I would also highly recommend Jenny's pivot podcast. She comes across as very sincere, informative and happy. I look forward to it.

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