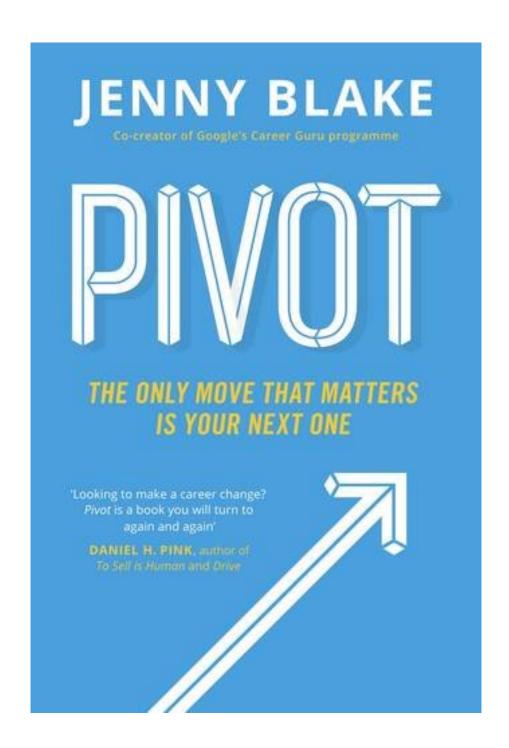


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"Looking to make a career change? Pivot is a book you will turn to again and again."—Daniel H. Pink, author of To Sell Is Human and Drive

If you've got the perfect job or business, congratulations. But if you are even a little bit uncertain that your current gig is the right one, it is time to start thinking about your next move. In the new world of work, it's the only move that matters.

What's next? is a question we all have to ask and answer more frequently in an economy where the average job tenure is only four years, roles change constantly even within that time, and smart, motivated people find themselves hitting professional plateaus. But how do you evaluate options and move forward without getting stuck? Jenny Blake's solution: It's about small steps, not big leaps—and the answer is already right under your feet. This book will teach you how to pivot from a base of your existing strengths.

Pivoting is a crucial strategy for Silicon Valley tech companies and startups. Jenny Blake—a former training and career development specialist at Google who now runs her own company as a career and business consultant and speaker—shows how pivoting can also be a successful strategy for individuals looking to make changes in their work lives, whether within their role, organization or business, or setting their sights on bigger shifts.

When you pivot, you double down on your existing strengths and interests to move in a new, related direction, instead of looking so far outside of yourself for answers that you skip over your hard-won expertise and experience. It empowers you to navigate changes with flexibility and strength—now and throughout your entire career.

Much like the lean business principles that took Silicon Valley by storm, pivoting is the crucial skill you need to stay agile, whether or not you are actively looking for a new position.

No matter your age, industry, or bank account balance, Jenny's advice will help you move forward strategically. Her Pivot Method will teach you how to:

- · Double down on existing strengths, interests, and experiences. Identify what is working best and where you want to end up, then start to bridge the gap between two.
- · Scan for opportunities and identify new skills without falling prey to analysis paralysis or compare and despair. Explore options by leveraging the network and experience you already have.
- · Run small experiments to determine next steps. Do side projects to test ideas for your next move, taking the pressure off having the entire answer up front.
- · Take smart risks to launch with confidence in a new direction. Set benchmarks to decide when the time is right to go all-in on your new direction.

Pivot also includes valuable insight for leaders who want to have more frequent career conversations with their teams to help talented people pivot within their roles and the broader organization.

No matter your current position, one thing is clear: your career success and satisfaction depends on your ability to determine your next best move. If change is the only constant, let's get better at it.

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Most helpful customer reviews

79 of 85 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 oportunities 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 compund 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

10 of 10 people found the following review helpful.

Stop reading reviews and buy this book now.

By Jennifer Grayeb

This book is a must-have for anyone looking to make a change in life, but even more so, a change in their career. One thing I hear over and over again from corporate employees, specifically my millennial colleagues, is the fear of trying something new or picking the 'wrong' path. Pivot lays out the perfect framework for navigating uncertainty while setting up a life and career flexible enough to continuously withstand change.

20 of 22 people found the following review helpful.

A Method, an Inspiration, and a Practical Toolkit

By Chuck Grimmett

If you are at a sticking point in your career, project, or life plan, this book is for you.

While a lot of books on this subject tell you to follow your passion and shoot for the stars, Jenny Blake brings her advice down to ground-level and teaches you a method for how you can actually identify, test out, and make the shift you've been craving.

This book is full of practical, actionable advice that has been put to the test and worked for countless people. The examples in the book are sure to inspire you and give you confidence that it will work for you, too.

Besides for the exercises in the book that allow you to immediately apply what you just read (which is the best way to learn!), the book's companion website has a toolkit with a goldmine of additional resources.

I'm working through the steps right now and I'm excited for my next pivot!

Add this book to your cart. It is what you need to get past your sticking point now and any that may come in the future.

See all 108 customer reviews...

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