

EXPLAINING YOUR IMPACT TO AN EMPLOYER

To communicate your value to a future employer, you can begin by identifying the ways you have made a difference in your previous military assignments or civilian jobs and, by extension, how that experience will enable you to contribute to an employer's success in the future.

Think about a time when you've performed the following actions, and then describe the impact your action had and the results it delivered.

Action	Impacts and Results: What impact/result have you delivered in these areas in the past?
Identify unmet needs	
Develop, test, evaluate products or services	
Improve safety/reduce accidents	
Train employees	
Collaborate on a project	
Improve planning	

Action	Impacts and Results: What impact/result have you delivered in these areas in the past?
Analyze data	
Make a difficult decision	
Resolve conflict	
Perform detail oriented work	
Lead a team	
Solve problems	