



Tech Sector Layoffs Continue

Last week, we discussed the [pendulum swing](#) changing momentum to the side of employers. This week, the Wall Street Journal highlights the continued [layoffs in the technical sector](#).

Technical sector employees have been in the driver's seat for 20-plus years. The executives at manufacturers, retailers, healthcare, and hospitality looked at the benefits of the technical sector and laughed. The concierge services, sabbaticals, child care, pet care, daily meals, and cocktail hours were not feasible.

Many of these perks have peeled back in the last two years. I suspect that market expectations have driven most of it. The go-go years of spending lavishly on a startup and selling the entity for a billion dollars without making a dime of profit are gone. Tighter lending standards and higher interest took the wind out of that sail.

It looks like artificial intelligence is also playing a role. Of all the sectors, this automation most impacts the tech sector. AI is rapidly reducing coding and troubleshooting time.

So, is tech dying? No. Demand for tech, particularly in manufacturing, healthcare, and consumer products, is growing. The challenge for employers hiring tech people is to manage employee expectations. It requires being upfront about the perks, pay, and in-office requirements, even if it means losing the candidate.

Many clients use our assessment system to understand the risk of hiring each new employee. It also helps them get to know the new employee quickly and improve their sense of belonging as they transition to a less lucrative economic sector.

Our assessment and survey tools are world-class and statistically sound. Our selection instruments are proven to avoid adverse impacts. [Contact](#)

us, share your concerns, and see how we can help you. No charge, no obligation.



What are My Best-Fit Jobs?

We can help you figure it out.

This year, JobMatch Assessment will celebrate its 22nd birthday. It was founded by [Kirk Young](#), who has years of experience working in large firms and expertise in Human Resources and the assessment world.

The company provides assessment expertise to help supervisors, coaches, and people managers hire, develop, and retain employees more successfully.

The initial focus helped organizations get the right person for the job. That grew into additional assessment services to develop leadership skills, review candidate integrity, improve team cohesiveness, manage conflict, etc. Services always focus on helping the organization.

That was and is the business model, but we often do a favor for clients. We assess family members, uncover the best job-fit options, and conduct a debriefing meeting to help them learn more about themselves and the job world. Kirk uses his experience to introduce them to opportunities and resources they may have yet to consider.

Now, we can help you and your family members with the same personal service. For \$ 150, you can take 'The Pathway Planner' assessment and do a video debrief with Kirk.

The assessment is based on our popular whole-person assessment, the Profile XT. It measures a person's verbal and numerical capabilities, behaviors, and interests. Those traits are compared to successful people in over 900 different jobs. Participants are shown the highest-fitting jobs and learn why they fit so well.

Our assessment and survey tools are world-class and statistically sound. [Please contact us](#) with your request, name, and email address.

One Assessment Thirteen Reporting Options

Unlike other assessments, the PXT Select™ uses a single assessment you can rely upon for a host of reporting options. This makes the assessment more valuable and affordable, since you pay only to score a person's results one time. After that, our reporting system lets you access additional reports without charge.

- Keep access to your data, without subscription cost.
- No charge for additional job models.
- No charge to compare a person to multiple jobs.
- No charge for personal relationship reporting.
- No charge for phone debriefs with a certified expert.



NO BRAINER!

PXT Select Report Options

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Collaborative Culture**

*"One-and-done doesn't
work. Build the foundation"*



*for an ongoing learning
journey at a low cost."*

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Organizational culture faces unpredictable and constantly evolving challenges. You know your organization needs to actively shape a culture that supports morale, recovery, and continued success. It might seem impossible to know where or how to begin— we can help.

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Don't Let Remote Work Curb Sales Development

During this time, one of the most critical questions any President or CEO must face is: "How can I build and maintain a productive sales program?" My friend and associate, Troy "The Sales Navigator" Harrison, offers an answer through his Smooth Sailing Coaching Programs. No professional athlete has ever achieved greatness without collaboration with an equally skilled and passionate coach. In the same way, for long-term sales force development success, coaching can be essential to achieving your goals. Troy can help you focus and direct your efforts, streamlining product knowledge, creating fruitful lead generation, and putting the right processes and people in place. Troy's programs include individual, autonomous activities, like my Sales Force Audit, or my Salary Calculator, and their success is built on the group and one-on-one skills coaching. These programs have produced dramatic growth for companies all over the USA – and whether you are located in his hometown of Kansas City, or from coast to coast, he can help you.

Schedule

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