

# Survey Tracks Salary Cuts and Other Trends

## **Reduced Salaries are blamed on bad career advice and other issues**

CHARLOTTE, NC – June 2 (SEND2PRESS NEWSWIRE) – Nearly one-third of white-collar workers who changed jobs during the last year took a pay cut, in part because of bad advice from family and friends, according to a national survey by the experts at Graham Holland, the Charlotte based career management firm. Nearly 30% of those executives surveyed who said they took a new job, accepted pay cuts, sometimes because of over confidence or costly mistakes during salary negotiations.

“Despite the widespread availability of career experts, most people still turn to family and friends for guidance,” said Epsie Shapley, Managing Partner of Graham Holland, a company that helps professionals and executives with their job searches. “Thirty-six percent of respondents said they relied on friends or family whose advice may be undermining their success.”

Ironically, among those who looked for a job during the last five years, 70% described themselves as ‘confident’ in their ability to negotiate for top dollar.

## **Internet Evolves as Search Tool**

Among white-collar workers, 67% used the Internet during their job search. Of those, seventy-six percent have emailed resumes to potential employers and 48% used email to send a thank you note after a job interview. Eighty percent researched a company prior to a job interview.

Most people reported that even strangers were eager to help when contacted for advice on a job search,” said Ms. Shapley.

Last year, we surveyed all types of workers and found that less than 4% landed their last position through the Internet and only 12% had used the Internet for networking,” said Ms. Shapley, whose company specializes in the career management in the Carolinas.

Taylor Nelson Sofres was commissioned to conduct the survey of 871 American adults who identified themselves as white-collar workers who have job-hunted in the last five years. Each year, the company conducts a national survey tracking changing job hunting patterns.

Expanding one’s network is one place where executives can significantly broaden their ability to meet decision makers. The Internet could provide that contact information.

More information: [www.grahamholland.com](http://www.grahamholland.com)

News issued by: Graham Holland

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Original Story ID: (1702) :: 2006-06-0602-008

Original Keywords: Graham Holland, helps professionals and executives with their job searches, North Carolina Graham Holland