

## NBS Focus Point: Boost Your Career



**Speaker:**

**Mr Daniel Porot**

A Pioneer in the Field of Career Design, AGIR Porot & Partenaire

### Background Information

Daniel Porot is one of Europe's leading pioneers in Career Design and Job Hunting with more than 40 years of experience.

He graduated from INSEAD in 1966 with an MBA in business. He started his career with EXXON and AMOCO, prior to launching his own business in 1971.

Daniel and his team of trainers have run workshops, seminars and conferences in 60 different countries throughout the world, teaching over 90 different nationalities. To date, more than 115'000 participants have attended these workshops. Daniel co-taught with Richard N. BOLLES (author of "What Color is Your Parachute?" at Dick's annual summer two-week workshop for over 20 years.

### Achievements

- Has trained, with his staff, over 115'000 people.
- Has personally trained over 25'000 people - including over 1'000 trainers.
- Has enabled over 2'000'000 people to be trained by other career professionals using his training materials.
- Has initiated and set up "Job Clubs" throughout Europe.
- Has carried out special studies/surveys on more than 500'000 hard core unemployed individuals.
- Has conducted needs assessment for various governments

### Publications

Daniel is the author of:

- 22 books (3 European best sellers – 1 US best seller).
- 14 audio cassettes.
- 15 card sorting games.
- "What - Where - How" test instrument and 25-page Trainer's Manual.
- Career column in the **WALL STREET JOURNAL EUROPE** for 4 years.

Five of his books have been published for the American/English market:

- **"The PIE Method for Career Success"**, published by JIST - 720 North Park Avenue, Indianapolis, IN 46202.
- **"The 101 Toughest Interview Questions"**, published by Ten Speed Press - P.O.Box 7123, Berkeley, CA 94707.
- **"101 Salary Secrets - How to Negotiate Like a Pro"**, published by Ten Speed Press - P.O. Box 7123, Berkeley, CA 94707.
- **"Winning Letters that Overcome Barriers to Employment"**, Published by Impact Publications - 9104 Manassas Drive, Suite N, Manassas Park VA 2001-5211
- **"Best Answers to 202 Job Interview Questions"**, Published by Impact Publications - 9104 Manassas Drive, Suite N, Manassas Park VA 2001-5211Book