# 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?** |
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| **Identify unmet needs** |  |
| **Develop, test, evaluate products or services** |  |
| **Improve safety/reduce accidents** |  |
| **Train employees** |  |
| **Collaborate on a project** |  |
| **Improve planning** |  |
| **Analyze data** |  |
| **Make a difficult decision** |  |
| **Resolve conflict** |  |
| **Perform detail-oriented work** |  |
| **Lead a team** |  |
| **Solve problems** |  |