

# What Color Is Your Parachute

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What Color Is Your Parachute? is a self-help book by Richard Nelson Bolles intended for job-seekers. It has been in print since 1970 and has been revised annually since 1975, sometimes substantially. Bolles initially self-published the book on December 1, 1970, and it has been commercially published since November 1972 by Ten Speed Press in Berkeley, California. As of September 28, 2010, the book is available in 22 languages and used in 26 countries around the world. Over ten million copies have been sold worldwide. It is one of the most highly regarded career advice books in print. In the 2014 edition of the book, Bolles writes about how to adapt one's job search to the Internet age.

The book recommends networking to find "the person with the authority to hire you", rather than sending out resumes in bulk, shotgun fashion. It also recommends carefully figuring out what one is best at and what one enjoys most, which Bolles asserts tend to coincide. The Flower Exercise is a key element of the book, featuring seven ways that job seekers can define themselves in order to inform their job search.

Years later, Bolles explained the book's memorable title as his response at a business meeting in 1968 when someone told him that he and several co-workers were "bailing out" of a failing organization, prompting Bolles to joke, "What color is your parachute?". "The question was just a joke," he said. "I had no idea that it would take on all this additional meaning."

Richard Nelson Bolles

*clergyman and the author of the best-selling job-hunting book, What Color is Your Parachute? Bolles was born in Milwaukee, Wisconsin. He was the brother*

Richard Nelson Bolles (March 19, 1927 – March 31, 2017) was an Episcopal clergyman and the author of the best-selling job-hunting book, What Color is Your Parachute?

Informational interview

*Richard Nelson Bolles, author of the best-selling career handbook What Color Is Your Parachute?. Sources of informational interviews include a knowledge seeker's*

An Informational Interview (also known as an informational meeting, coffee chat, or more generically, networking) is a conversation in which a person seeks insights on a career path, an industry, a company and/or general career advice from someone with experience and knowledge in the areas of interest. Informational interviews are often casual and candid conversations where both parties are focused simply on acquiring and sharing knowledge. They can also be formal if the knowledge seeker is a job seeker and the knowledge provider is a potential employer whose goal is not only to provide information to the job seeker, but also to learn about the job seeker and judge their professional potential and corporate fit.

Knowledge seekers use informational interviews to gather information on an industry and on specific companies where they might want to work, explore career paths, uncover job opportunities, and expand their professional network. Knowledge providers use informational interviews to share their knowledge and lend a helping hand, expand their professional network and meet potential employees and business partners.

Informational interviews differ from job interviews because the conversation is not about hiring and not about a specific job. The knowledge seeker asks general questions about an industry, company or career path, and the knowledge provider has an opportunity to learn about the knowledge seeker's character and qualifications outside of a formal job interview process. Thus, informational interviews help overcome a problem in recruiting/job-seeking processes, where each side may be hesitant to talk to the other because they are uncertain about whether they might be wasting their time with an unqualified candidate or unsuitable workplace. Informational interviews provide a "non-threatening forum" for discussion as the two sides learn about each other.

The term was coined by Richard Nelson Bolles, author of the best-selling career handbook *What Color Is Your Parachute?*.

List of best-selling books

*Report Archived 2009-05-08 at the Wayback Machine on What Color is Your Parachute: &quot;Today, Parachute is one of the all-time bestselling careers books, with*

This page provides lists of best-selling books and book series to date and in any language. "Best-selling" refers to the estimated number of copies sold of each book, rather than the number of books printed or currently owned. Comics and textbooks are not included in this list. The books are listed according to the highest sales estimate as reported in reliable, independent sources.

According to Guinness World Records, as of 1995, the Bible was the best-selling book of all time, with an estimated 5 billion copies sold and distributed. Sales estimates for other printed religious texts include at least 800 million copies for the Qur'an and 200 million copies for the Book of Mormon. Also, a single publisher has produced more than 162.1 million copies of the Bhagavad Gita. The total number could be much higher considering the widespread distribution and publications by ISKCON. The ISKCON has distributed about 503.39 million Bhagavad Gita since 1965. Among non-religious texts, the Quotations from Chairman Mao Tse-tung, also known as the Little Red Book, has produced a wide array of sales and distribution figures—with estimates ranging from 800 million to over 6.5 billion printed volumes. Some claim the distribution ran into the "billions" and some cite "over a billion" official volumes between 1966 and 1969 alone as well as "untold numbers of unofficial local reprints and unofficial translations". Exact print figures for these and other books may also be missing or unreliable since these kinds of books may be produced by many different and unrelated publishers, in some cases over many centuries. All books of a religious, ideological, philosophical or political nature have thus been excluded from the lists of best-selling books below for these reasons.

Many books lack comprehensive sales figures as book selling and reselling figures prior to the introduction of point of sale equipment was based on the estimates of book sellers, publishers or the authors themselves. For example, one of the one volume Harper Collins editions of *The Lord of the Rings* was recorded to have sold only 967,466 copies in the UK by 2009 (the source does not cite the start date), but at the same time the author's estate claimed global sales figures of in excess of 150 million. Accurate figures are only available from the 1990s and in western nations such as US, UK, Canada and Australia, although figures from the US are available from the 1940s. Further, e-books have not been included as out of copyright texts are often available free in this format. Examples of books with claimed high sales include *The Count of Monte Cristo* by Alexandre Dumas, *Don Quixote* by Miguel de Cervantes, *Journey to the West* by Wu Cheng'en and *The Lord of the Rings* (which has been sold as both a three volume series, *The Fellowship of the Ring*, *The Two Towers*, and *The Return of the King*, as a single combined volume and as a six volume set in a slipcase) by J. R. R. Tolkien. Hence, in cases where there is too much uncertainty, they are excluded from the list.

Having sold more than 600 million copies worldwide, *Harry Potter* by J. K. Rowling is the best-selling book series in history. The first novel in the series, *Harry Potter and the Philosopher's Stone*, has sold in excess of 120 million copies, making it one of the best-selling books of all time. As of June 2017, the series has been

translated into 85 languages, placing Harry Potter among history's most translated literary works. The last four books in the series consecutively set records as the fastest-selling books of all time, and the final installment, Harry Potter and the Deathly Hallows, sold roughly fifteen million copies worldwide within twenty-four hours of its release. With twelve million books printed in the first US run, it also holds the record for the highest initial print run for any book in history.

#### 40Plus

*of the 40+ Club. The organization is recommended by Richard Nelson Bolles in his book, What Color Is Your Parachute. Robert K. Otterbourg, in his book*

40Plus, also known as 40 Plus, 40+, Forty Plus or FortyPlus, is a United States-based non-profit organization that helps professionals, managers and executives make career transitions and find employment. Historically, membership was limited to persons over 40, but some chapters have opened their ranks to experienced professionals of all ages. 40Plus chapters provide job search training programs, networking opportunities, and other resources to members. Members come from all sectors of the economy, including private businesses, non-profit organizations, educational institutions and government. Many people with technical and professional expertise do not receive outplacement counseling when they lose their jobs, and 40Plus chapters have helped to fill that gap for many individuals.

40Plus is a national organization, but each chapter is an independent, member-run, all-volunteer, non-profit 501(c)(3) organization. The Washington, D.C., chapter alone claims to have been instrumental in getting jobs for over 8,000 of their members over the last fifty years.

The mission of 40Plus "is to facilitate and support career transitions for people with substantial business or professional experience through training and volunteer experience." A secondary mission is "for educating the public and the business community on the value of maturity, experience, knowledge and judgement in the work place."

#### Ten Speed Press

*technology of bicycles has evolved, so has his classic book. What color is your parachute Margolin, Malcolm (7 October 2017). "Berkeley Publishing in the*

Ten Speed Press is a publishing house founded in Berkeley, California, in 1971 by Phil Wood. It was bought by Random House in February 2009 and became part of their Crown Publishing Group division.

#### Warren Farrell

*16, 2012. Bolles, Richard (2010). What color is your parachute? job-hunter's workbook: how to create a picture of your ideal job or next career. Berkeley*

Warren Thomas Farrell (born June 26, 1943) is an American political scientist, activist, and author of seven books on men's and women's issues. Farrell initially came to prominence in the 1970s as a supporter of second wave feminism but has since become a leading figure of the men's movement. He served on the New York City Board of the National Organization for Women (NOW). Farrell advocates for "a gender liberation movement", with "both sexes walking a mile in each other's moccasins".

Farrell's books cover history, law, sociology and politics (The Myth of Male Power); couples' communication (Women Can't Hear What Men Don't Say, and Role Mate to Soul Mate); economic and career issues (Why Men Earn More); child psychology and child custody (Father and Child Reunion); and teenage to adult psychology and socialization (Why Men Are The Way They Are, The Liberated Man, and The Boy Crisis).

#### Joe Yonan

*from The Boston Globe, Yonan explored a career change. He read What Color Is Your Parachute? and realized that he wanted to focus on food writing. He recalls*

Joe Yonan is an American vegetarian/plant based food writer and cookbook author who currently serves as the Food and Dining Editor for The Washington Post, where he writes the Weeknight Vegetarian column. Yonan's 2024 cookbook Mastering the Art of Plant-Based Cooking won the 2025 James Beard Award.

Parachute cord

*Parachute cord (also paracord or 550 cord when referring to type-III paracord) is a lightweight nylon kernmantle rope originally used in the suspension*

Parachute cord (also paracord or 550 cord when referring to type-III paracord) is a lightweight nylon kernmantle rope originally used in the suspension lines of parachutes, but now used as a general purpose utility cord.

The braided sheath is usually made up of 32 interwoven strands, giving it a relatively smooth texture. The all-nylon construction makes paracord somewhat elastic.

Current technical standards for the manufacture of cord for use in parachutes are published by the Parachute Industry Association. The now inactivated US military standard MIL-C-5040H required the material to be nylon. Similar styles of cord are manufactured with other materials such as polyester.

Career assessment

*are myriad helpful books, the most famous of which is, Richard Bolles, &quot;What Color is Your Parachute.&quot; In addition, they can seek expert help from career*

Career assessments are tools that are designed to help individuals understand how a variety of personal attributes (i.e., data values, preferences, motivations, aptitudes and skills), impact their potential success and satisfaction with different career options and work environments. Career assessments have played a critical role in career development and the economy in the 20th century (Whiston and Rahardja, 2005). Individuals or organizations often use assessment of some or all of these attributes, such as university career service centers, career counselors, outplacement companies, corporate human resources staff, executive coaches, vocational rehabilitation counselors, and guidance counselors to help individuals make more informed career decisions.

In part, the popularity of this tool in the United States is due to the National Defense Education Act of 1958, which funded career guidance in schools. Focus was put onto tools that would help high school students determine which subjects they may want to focus on to reach a chosen career path. Since 1958, career assessment tool options have exploded.

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