

How To Interview

Take the friendly, assertive and consultative interviewing approach with regard to being a candidate that will bring the right solution for their specific needs. **Remember to avoid assessing your interest level in the opportunity while you are there. Rather, focus on your abilities to do a great job, your interest in the position, and enthusiasm about working for the organization.** Remember to evaluate your interviewing experience after you get home and email your feedback.

The best way to accomplish your goal of getting an offer is, throughout your entire time there, to continuously highlight that you are the candidate that will provide them with **WHAT THEY NEED**. You should convey that you understand the job, are very interested in the job and would enjoy working with them. Tactically you will accomplish this, for the most part, by adhering to this theme while keeping the dialogue within following boundaries in a caring way, with as much sincerity as possible.

First Steps

1a) As early in the interview as you can...Ask/extract, what the primary tasks, goals and challenges of this position are...the more detail you get at the beginning, the better you'll be equipped. (If new aspects of challenges come up later in the interview, address them accordingly.)

1b) Reiterate back to the interviewer whatever was described as 1a, This will display your attention to detail, while providing you with the info you'll need to display some evidence as why you are fully capable. And often when you repeat back what is wanted, it helps the interviewer think of more details, which provides you with even more ammo.

Next

2a) State, with the utmost confidence, that you can do the job (all that was mentioned in 1a)!

2b) Present some evidence about your experience and capabilities needed; as to why you can do a great job as it is described to you. Keep in mind both the soft and hard skills required. You can cover anything from the superb character and work ethic and dependability that you offer, to understanding of the finer nuts and bolts aspects of the job.

Finally

3a) Toward the end of the interview be sure you state your interest in the position. Your smile, friendly enthusiasm, professionalism and confidence in your abilities to do his job will be well received.

3b) Closing, at the very end of the interview, resist any urge to ask questions that are peripheral to the interviewer's needs; hours, salary, vacation days or anything else. Exit the interview in a simple and positive way by letting it be known that you are certain about being able to do a great job and that you are excited about taking the next step in the process, whatever that may be. If the interviewer does not outwardly share your enthusiasm, don't let it dampen yours, as sometimes the person hiring holds their cards close to their vest.