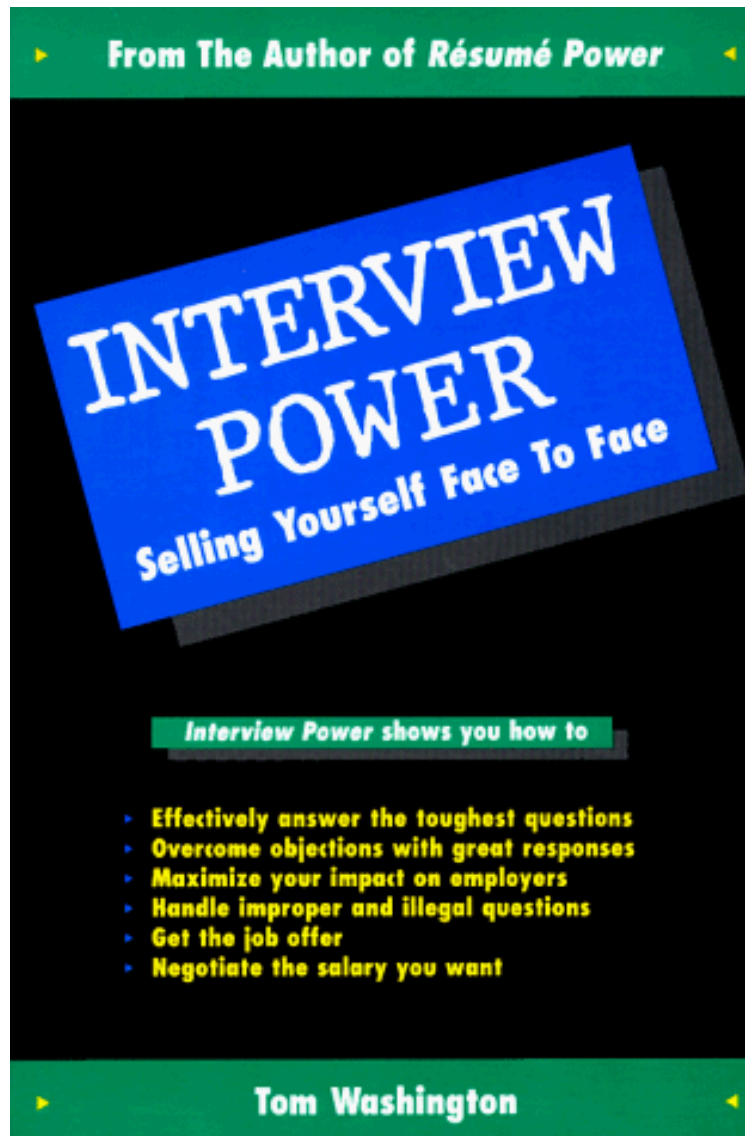


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Interview Power: Selling Yourself Face to Face

Tom Washington

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0 of 0 people found the following review helpful. Recording Mock interviews is keyBy SolumadurI found a lot of helpful tips in here for interview prep. However, the only reason I gave it 4 stars is because you can't (or shouldn't) rely solely on this or any other book for interview help. An interview is a performance that others critique. In order to do your best and iron out any wrinkles beforehand, you should as a minimum practice mock interviews with others,

preferably with people in your own field who make similar hiring decisions. You should also film yourself during a mock interview to give you insight into the weird quirks you do, what obnoxious words you repeat, etc. There are good tips in this book and a used one is really cheap, so it can't hurt to pick it up, but there are likely better resources now available in video format online. There's a YouTube channel for everything now, so see if you can find help there. 0 of 0 people found the following review helpful. I do like this book. By MddI do like this book. I have worked some of the exercises and believe it has helped me with my interviewing skills. Not a quick fix. The author clearly states you will have to work and practice to reap the benefits you seek. After my first interview, after doing the exercises, I felt more comfortable and confident. 5 of 5 people found the following review helpful. A find! By Ellen Pate With the hundreds of books I poured through at the library. This one is a hand holding, step by step guide that shows you how to talk, (relate your accomplishments as a story -people remember stories-have hooks to the stories). It helps you realize how to "sell yourself through accomplishments", and ways to show how you will benefit the organization (which is after all why they are hiring). It also gives in-depth advice on attitude and personality, avoiding negative questions and salary negotiations. Complete and concrete advice. -An investment in your future.

Preparing readers for virtually anything that can happen in an interview, this guide shows them how to take objections or criticism and turn them into job offers; how to control the content of the interview; how to respond to illegal or overly personal questions; and how to effectively sell oneself. It describes 10 key qualities employers look for and explains how to demonstrate them.