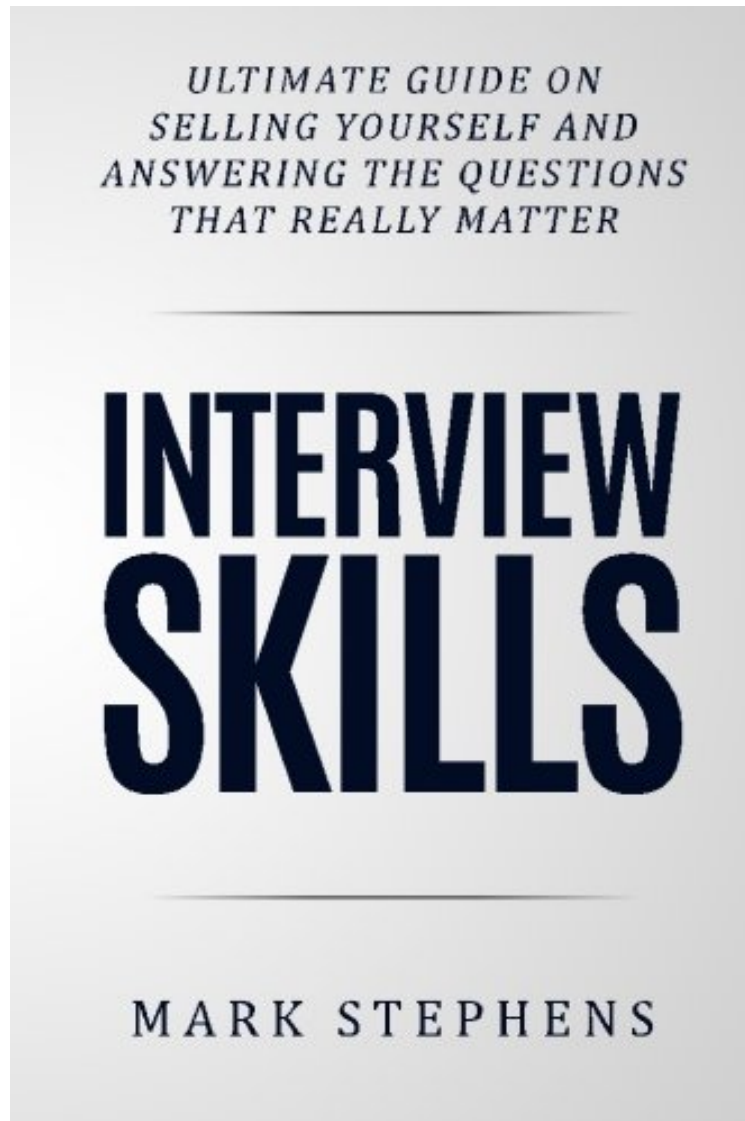


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Interview Skills: 10 Step Guide on Selling Yourself and Answering the Questions that Really Matter (Getting The Job, Job Interview, Job Success)

Mark Stephens

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that Really Matter (Getting The Job, Job Interview, Job Success):

0 of 0 people found the following review helpful. Glad I have found this book
By Ismael Velasquez
After interviewing a dozen times during my job search and never getting an offer, it occurred to me that interviewing was not my strength. Whenever the interviewer asked me a question, I would start blabbering some story that had no discernable thesis or I would be too painfully honest in my answers. Essentially, I could turn off a prospective boss with astonishing efficiency. I knew this was an area where I needed some guidance. Glad I have found this book, I get the real reasons behind the questions, a set of good answers, the reasons why those answers are good, how to deal with negative issues in your past related to the question, and a set of bad responses (which probably should be avoided). If you are struggling like me to achieve your dream job, pick this book up and take notes! I've learned very great tips and you will too!
1 of 1 people found the following review helpful. Land the job you want by masterfully answering the interview questions
By Juan deCampos
Doing a job interview can be nerve racking. I know from experience all too well how nervous one can be and sometimes no matter how you try you screw up on some of the questions that they ask you. This book has some information on how you can answer the questions thrown at you in the right manner. As I read through the book, I wish I had it years ago when I did my last interview. However, since I am looking a new job now, it will certainly come in handy for me. I would recommend that you get the book if you have a job interview coming up soon. The book is written in more than one languages, with English being first, so don't worry about the amount of pages you see in it. The info proved beneficial to me and I am sure it will be of help to you too.
0 of 0 people found the following review helpful. but I feel like it would have been a plus if a mock ...
By Mauchly
When I saw the length of this book (12 thousand something) I thought this was an extra-long book, but turns out that this was in fact several books in one. From the details and helpful tips given here, what I found most helpful was the part on what questions might me asked in an interviews. There are practically everything about getting ready for an interview here, from dress code to manners, but I feel like it would have been a plus if a mock interview situation could have been included. Everything about the books included in this book was good, except for the fact that the same books (I think) were included in a second part but in another language (French maybe..). It would have been much, much more convenient for any reader if these books were sold separately, since they are in two languages. This is sort of a waste of space. But I still found support to get ready and also get an idea about the interviews from here. I think (not sure) that for some of the interview questions given here, it is also explained 'why' that question is asked, this comes from the interviewer's POV. Like this question - what are your weaknesses?...what are your strengths?...what is your hobby?

DO YOU WANT TO BE 100% PREPARED FOR THAT INTERVIEW
You're about to find out how to mentally prepare and put yourself in the best position to ace the interview, to approach it with confidence and handle question after question. You want to be happy right? Happy that you have left no stone unturned. The simple things a potential employer wants to see from you even is this: **HONESTY**
Often times panic sets in and you try to hard to sell yourself, which comes across as false and needy. I have interviewed hundreds of candidates and those that followed this step by step guide and followed the advice were the ones I always employed. The fact is that in an interview it is far more than just looking over a Resume or CV, the interviewer must use discretion and make a judgement in a small time frame. Therefore you **MUST** consider things such as: How Body Language Plays a Part Why Loyalty is important to a organization Core Values that you need to express How to turn a weakness into a strength How to focus on the job at hand And Much, much more!
Here Are A Few Snippets
'Your long-term goals would be one of the things that the employer has to know and how it matches their companys vision. Highlighting the desire to improve your skills on the job and focusing towards the companys improvement can take you a long way! "One thing to remember here is to be **HONEST**. No one wants to talk to a liar and so lay your cards on the table but do not just give your weaknesses away as this could make it hard for them to justify hiring you." How do I succeed in this company? This question will let you find out how you have to behave and what you have to do in order to progress and improve as an employee while also promoting the companys improvement. You may even ask what people of the same position did in order to succeed and their work habits.'

About the Author
Creator of www.confidentstateofmind.com, Mark Stephens was brought up by a loving middle class family. At school he was always viewed as slightly different due to his families staunch religious beliefs and there was always a struggle between fitting in and not getting too involved which inevitably led to being victimized. In a strange psychological twist he was regularly bullied by a close friend and those early experiences in life formed the basis for the man he grew up to become. He had to contend with marriage breakdowns within the family which ensured the twists and turns were never dull and the emotional roller coaster that is 'life' was always lurking to provide a lesson in humility, patience, mercy and loyalty. His passion for sharing and helping people grew, which may have been spurred on by those formative years experiences. The strength of character he displayed has helped on a number of levels in both business and in his personal life. He has built wealth, formed strong relationships and understood the makeup of human psychology which in turn has helped to developed skills needed in a plethora of situations. Most notably;

negotiation, sales and customer service within the work place. And on a personal level; building trust, confidence, loyalty and friendship. As a manager, CEO who has run numerous sales and customer service departments and established many start-ups. With over 22 years' experience of presenting, from small groups to audiences consisting of hundreds of attendees he is well positioned to appreciate the anxiety that presenting can bring. He has lived by the mantra that you must treat people how you want to be treated and this has served him well for he firmly believes there is still place for the 'Golden Rule' to be displayed, despite living in a dog eat dog world where success is seemingly derived from looking after #1. In his books, Mark Stephens shares real life experiences that he is sure you will be able to relate to but more importantly he shares real benefits and positive results to the remedies he implemented along the way.