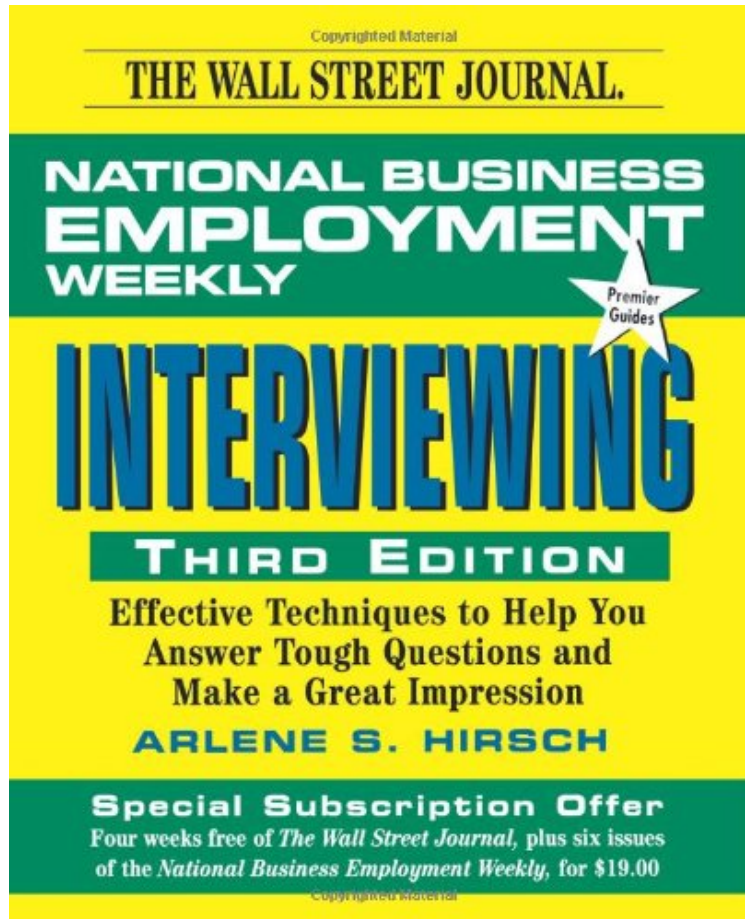


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## Interviewing (National Business Employment Weekly Career Guides)

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0 of 0 people found the following review helpful. Really excellent resource for preparing for an interviewBy Happy Husband!This book was a really excellent resource when I had to prepare for a very challenging series of interviews (32 interviews over 3 trips of two days each). Not least it allows you to anticipate nearly all conceivable questions and gives you an invaluable flexible structure for a "tell me about yourself" answer. I don't remember if it had the extremely powerful "hook" question that interviewees should ask "If I was selected what would you like to see me doing in six months" which I recommend if you really want the job. A strange danger about this book and the hook question is that you may be so wanted that you will be flattered into taking a job that may not be the best fit!0 of 0 people found the following review helpful. Very readable. Definitely made me a better interviewee.By A CustomerI

like the way this book introduces a consultative selling approach into the interviewing process. It gave me a lot more confidence that I could finesse job interviews. There is a new (third edition) of this book out now that addresses some of the ways in which the interviewing process is changing in order to adapt to a better economy. 0 of 0 people found the following review helpful. Excellent for Behavior based questioning  
By A Customer  
I currently work for a Fortune 500 company in training. We are using this book as a reference in preparing our entry level personnel to interview internally for next level positions. Behavior based questioning is very popular right now and this book is excellent. Also has some good tips on salary negotiation, headhunters, follow-up, etc.

The tips and techniques you need to take charge of any interview! Knowing what to say in an interview--and how to say it--is critical. This revised and expanded guide to the art and science of interviewing will lead you step-by-step through every phase of an interview, from preparation to follow-up. This unique guide teaches you how to anticipate, plan, and present great responses to all questions, from the routine to the unexpected. You'll learn what employers are looking for and the steps you must take to interview successfully and get the job you want. This edition also reflects the recent changes in interview techniques, including a new chapter on behavior-based interviews. In addition to traditional interview strategies, you'll learn the skills you need to handle even the toughest interview situations confidently and securely. This essential reference covers it all, including: \* The ins and outs of putting together a winning self-marketing campaign \* The questions to expect-- and the important ones to ask \* Overcoming psychological roadblocks \* Turning humdrum answers into outstanding responses that showcase your strengths, character, and personality \* Navigating the rocky road of salary negotiations \* Important information on closing the interview \* Actual interviews with executive recruiters and headhunters \* Helpful tips for interviewing with foreign companies  
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About the Author  
ARLENE S. HIRSCH is a psychotherapist and career counselor in Chicago who has contributed frequently to the National Business Employment Weekly.