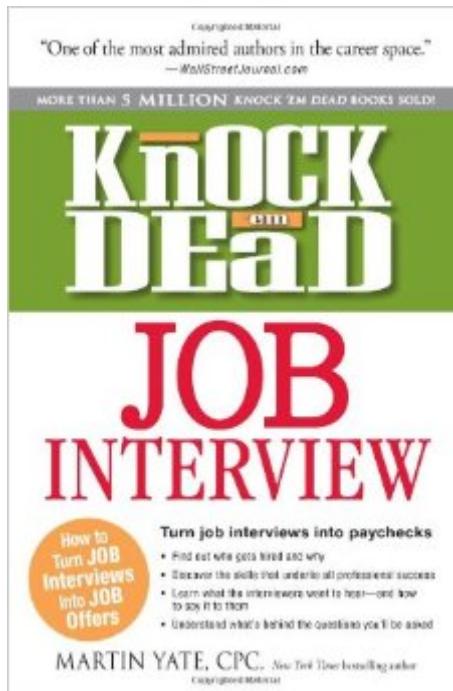


The book was found

Knock 'em Dead Job Interview: How To Turn Job Interviews Into Job Offers



Synopsis

Land the job you want! The interview is one of the most crucial moments of the job search experience and your chance to show your potential employer that you have what it takes to succeed in the position. In order to do that in today's highly competitive job search environment, though, you'll have to find a way to stand out from the crowd. Using his twenty-five years of experience, New York Times bestselling author Martin Yate has established a set of rules for job interviews that is sure to get you noticed. Instead of memorizing canned answers, Yate provides you with an explanation of the thought behind more than 300 questions and answers, so that you'll always know what the interviewer is really asking and how you should respond. Packed with information on handling stress questions and weird interview venues, this book also teaches you how to keep your cool--and confidence--from the moment you step inside the building. With Knock 'em Dead Job Interview, you will finally be able to differentiate yourself from the competition and score the job!

Book Information

Series: Knock 'em Dead

Paperback: 256 pages

Publisher: Adams Media; 1 edition (December 18, 2012)

Language: English

ISBN-10: 1440536791

ISBN-13: 978-1440536793

Product Dimensions: 5.5 x 0.8 x 8.4 inches

Shipping Weight: 5.6 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 starsÂ See all reviewsÂ (88 customer reviews)

Best Sellers Rank: #31,107 in Books (See Top 100 in Books) #25 inÂ Books > Business & Money > Job Hunting & Careers > Interviewing #58 inÂ Books > Business & Money > Job Hunting & Careers > Job Hunting #200 inÂ Books > Business & Money > Job Hunting & Careers > Guides

Customer Reviews

Are you hunting for sales job interview questions and answers? Get ready then, because I have good news for you. Meaning, if you're in a rush, and tight on time, then all you really need is the first chapter (it's named "The Five Secrets Behind Every Hiring Decision"). Get your mind wrapped around that, and the rest of the interview mystery all jumps into place. Really! But look, even if you have to read that chapter twice [like I did] to finally get into sync with Yate's thoughts, it's WELL worth the time. His insider info on hiring manager thought process on "suitability", problems solving,

and the other principles you'll learn about, give the framework you MUST know to properly arrange your experiences and tackle sales interview questions. That was the biggest key for me (and that was just chapter 1, which in my mind is MORE THAN worth the price of the book right there!). It opened up the focus and clarity I needed on how to sell my skills & successes in ways that the hiring manager needed to hear to put me onto the "hire" list. The second biggest Ah-Ha revelation hit me in chapter 4. Cracking the telephonic interview questions [and all the anxiety wrapped up in it] has been CRITICAL for me, because those screener calls always used to completely panic me since I had no body language to read, only a voice to try to decode what was really being asked! Confession I'll make here is that the turning point was this little two page section, "Conversation Is A Two Way Street" ...which sounds SUPER-obvious now... but really opened my mind and leveled the playing field.

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