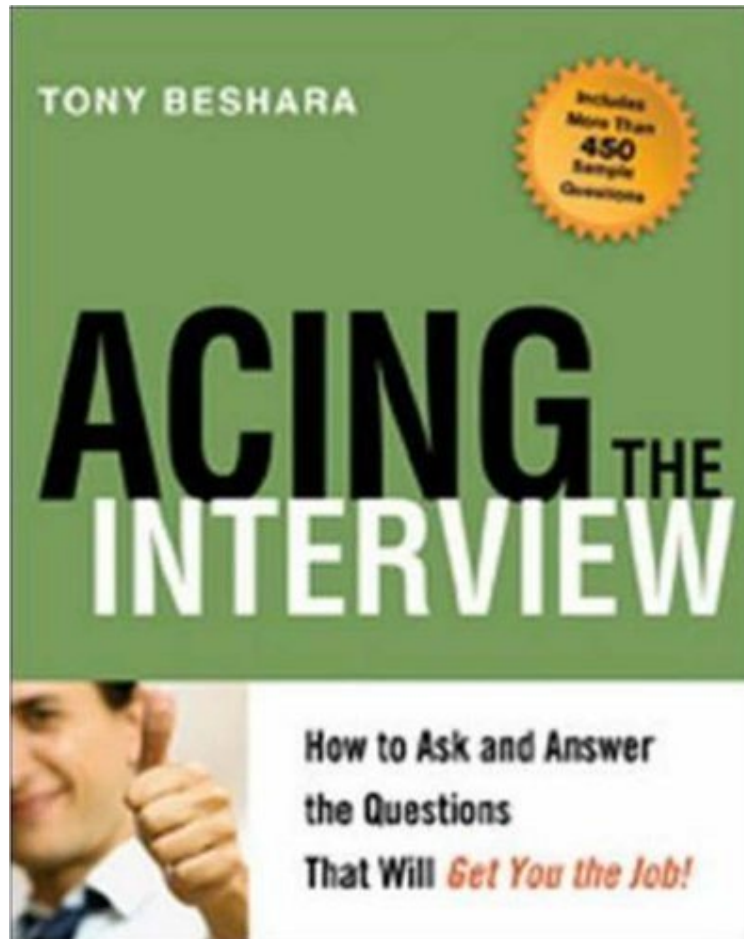


(Download pdf) Acing the Interview: How to Ask and Answer the Questions That Will Get You the Job

Acing the Interview: How to Ask and Answer the Questions That Will Get You the Job

Tony Beshara

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Tony Beshara : Acing the Interview: How to Ask and Answer the Questions That Will Get You the Job before purchasing it in order to gage whether or not it would be worth my time, and all praised Acing the Interview: How to Ask and Answer the Questions That Will Get You the Job:

4 of 4 people found the following review helpful. Actually...By Reader1908I picked up this book a few years ago after I kept getting numerous interviews but no offers. I figured it had to be the interview. Skeptical, I chose this book after reading about it online and in reviews.I have to say that this job landed me two very prestigious (and high-paying) jobs since then, and coupled with prayer - it usually gets you hired. And after suggesting this book to friends, they've landed jobs at impressive organizations, too. As I head back into the job search, I'm re-reading it, realizing that I've gotten a little rusty since last time. All the managers I've had since then have been convinced that I give a great interview and they're making the right decision by hiring me. Therefore, I swear by this book and have my dog-eared, food-stained, written in the margins copy that I also swear is good luck.If I had any words of caution it would be these:

Yes, his book IS pushy, so you must take some things with caution. For instance, I don't necessarily suggest using his approaches when you first come in. It's more of his insight and question and answer parts that do the trick and get you the job. His way of thinking will have you viewing the process differently. And no, I don't suggest begging for sit downs with random executives - I believe in cold emailing over cold calling. Even still, for my profession in public relations, the aggressiveness works at the right times. No one wants a shrinking violet in communications, sales, marketing, or any other 'driver' type roles. Now, if you're interviewing to be an administrative assistant, you'll probably want to read another book. Secondly, some things are outdated. The book fails to take into account networking social media like LinkedIn, pointing out that posting resumes online or responding to posts don't get you hired. When in fact, the two jobs I did get using this book came from relationships built on those kinds of social media sites. Since the bulk of his career predates those new considerations, it makes sense, since he's not a modern job-searcher per se. This is ironic, since his book was highlighted in a LinkedIn email today. He's very old school, but old school works sometimes. Some of his answers are so corny, they work. Third - and probably not as much of a caution - you will sell yourself so good, you might get a job you absolutely cannot do and are not ready for. You might ignore all the warning signs and interview so well with no reservations, that you will get a job you later find was a bad idea. To solve that, please do make the important considerations he lists in the book, especially about if this is a good fit - not in terms of what you do, but who you do it for. For instance, he mentions decoding analogies and metaphors the authority is using. If I'd took that part of the book to heart as much as others, I would have picked up on the clue that my last manager was completely ill-equipped for her position, lacked experience and was incompetent. And that was the only clue I had - and I missed it. Again, great book. Just keep the good stuff and throw out the rest. Add faith, and you got yourself a job. 11 of 11 people found the following review helpful. Interview technique didn't work By J. White I used the techniques in this book, and they just didn't work. People aren't used to interviewees having a 'sales pitch' for themselves, which is ultimately what this book advocates. A lot of people I was interviewed by were not in HR, they were inexperienced in passing judgements, and by using techniques in this book they found me pushy. I have never been called pushy in my life! In fact I am a very shy person. I smiled politely in the interview and was courteous but when asked if I could have a business card for following up the interview (i.e. to give my summary of the interview itself) I was looked at strangely and they were apprehensive to share that information with me. In other situations I was not given an opportunity to start into my 'sales pitch' and my whole interview was thrown off whack. It was interesting to see this perspective of interviewing but ultimately I would rarely use it unless prompted, I would not go in full blast myself and start spouting about why I'm the best for the job. This puts people off, especially if they feel that you are too 'pushy' or confident to be lead by them and usually in my cases it is the team leader that does the interviewing. 1 of 1 people found the following review helpful. Awesome book! By SW Pa buyer I can't say enough how much this book has helped me! If you struggle with assertiveness and confidence in the job search and interview process, BUY THIS BOOK! It's for the entire job search process, not just interviewing--it walks you through every single step! I am a very career-driven, motivated worker but I struggle with the entire job search process- I find "selling" myself to be very challenging and not my nature. But wow, did this book change that! After reading it, I immediately understood what I had been doing wrong in my job search all this time. All I can say it, TAKE HIS ADVICE, DO WHAT HE SAYS TO THE LETTER! The author is very straight forward, he says do this, or whatever you do, don't do this, etc. Some of it was very difficult for me to do and say, and felt very uncomfortable, because it's very assertive, but I figured what do I have to lose, MY process isn't working for me so I said heck with it I will try the author's techniques. I just had my first interview after preparing with this book, and it worked! I made sure to say exactly what he said to, and I was amazed how it actually worked-- for example, he says during an initial interview, say "Now, Mr.____, how does what I have to offer stack up with what you are looking for?" And the interviewer went about telling me where I stand, what he liked about me for the position as well as his inhibitions about hiring me--that way I could address and allay his concerns right there and then, getting me to the next stage of the process. I never would have thought I could ask something like that before! READ THIS BOOK, AND STUDY IT STUDY IT STUDY IT!

At some point, most people have been caught off guard by tough interview questions. This book helps readers take charge of the situation! In *Acing the Interview*, the employment expert Dr. Phil called "the best of the best" gives job seekers candid advice for answering even the most unexpected questions, including: * You really don't have as much experience as we would like -- why should we hire you? * How many hours in your previous jobs did you have to work each week to get everything done? * What do you consider most valuable -- a high salary, job recognition, or advancement? The book also arms readers with questions to ask prospective employers that could prevent their making a big job mistake: * What would you say are the worst parts of this job? * What are the major problems facing the company and this department? * Why aren't you promoting from within? Taking readers through the entire process, from the initial interview to evaluating a job offer, and even into salary negotiation, *Acing the Interview* is a no-

nonsense, take-no-prisoners guide to interview success.