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Interview Power: Selling Yourself Face to Face

Tom Washington

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From the Author of **RÉSUMÉ EMPOWER!**

Interview POWER

SELLING YOURSELF FACE TO FACE

Interview Power shows you how to:

- Effectively answer the toughest questions
- Overcome objections with great responses
- Maximize your impact on employers
- Get the job offer
- Negotiate the salary you want

TOM WASHINGTON

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Tom Washington : Interview Power: Selling Yourself Face to Face before purchasing it in order to gage whether or not it would be worth my time, and all praised Interview Power: Selling Yourself Face to Face:

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 is 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 indepth advice on attitude and personality, avoiding negative questions and salary negotiations. Complete and concrete advice. -An investment in your future.

Interview Power is a complete and comprehensive interviewing guide. It is filled with hundreds of practical ideas, strategies, and tips, enabling readers to obtain more job offers and negotiate higher salaries. Interview Power opens up the secret of effective interviewing--the art of selling one's strengths by describing past accomplishments. Interview Power is one of the few books (and probably the best) that shows readers how to back up what they say about themselves with actual work examples that prove they have the employer's desired strengths. Knowing this secret is the most powerful tool in effective interviewing. Interview Power: Shows how to overcome objections and get the offer. Demonstrates how to deal with illegal questions. Reveals how to quickly build rapport with the interviewer. Shows readers how to truly sell themselves. Prepares the reader for the 17 major types of interviews. Ensures that nothing will take the reader by surprise.