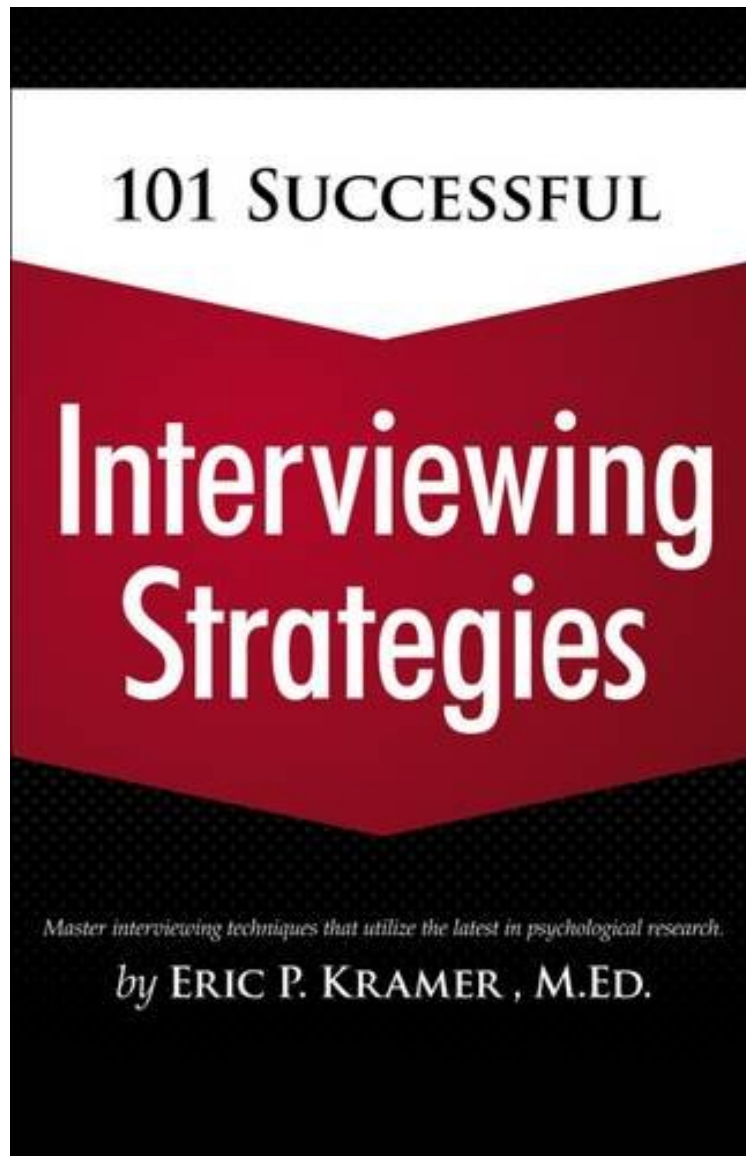


101 Successful Interviewing Strategies

Eric Kramer

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Eric Kramer : 101 Successful Interviewing Strategies before purchasing it in order to gage whether or not it would be worth my time, and all praised 101 Successful Interviewing Strategies:

1 of 1 people found the following review helpful. good buyBy LegoMombought for my husband and he uses it a lot. Worth the money if your looking for a job.1 of 1 people found the following review helpful. Brilliant Interviewing InformationBy L. M. KeeferI used to think that being interviewed for a job was challenging--until I sat on the other side of the interviewing desk as boss and interviewed candidates. You know if you have to let someone go, there can

be huge ramifications and exposure. It's to everyone's benefit that you both make an informed decision--that's where this book comes in. It explains how, as the person being interviewed, to present yourself in the best and most authentic manner, especially if the interviewer isn't trained in giving interviews. About 90% of the interviewers haven't had interview training. I recently did coursework at NYU for a certificate in Career Development; however, none of the courses covered interviews in depth. Almost 98% of the population have had no comprehensive career counseling. One of the book's greatest strengths is its format. It highlights over 101 Interviewing principles/strategies--one strategy per page--then it says what to think about the strategy and then what to do with the strategy. You can quickly look at the strategy, read the information on why it matters, and then how to apply it. The virtue of this format is if you're familiar with the strategy, you can quickly skim and move to the next one. There's no excess words and lots of white space. The strategies are conveniently grouped by category under six headings: Interview Preparation, Interview Attitude, Interview Tactics, Managing the Interviewer, The Interview Presentation and After the Interview. The author has held 10 jobs in six different industries, has worked as career consultant and career-center manager with two of the largest job-transition firms. He's helped hundreds of job seekers develop career visions, taught job-search skills and coached interview techniques. Some of the most helpful ideas in this book were: #3 Prepare success stories--people remember and like stories. Use classic story structure--here's the situation, the challenge/goal, the obstacles you overcame and the positive outcome. Prepare 6-8 stories that highlight your strengths such as creativity, initiative or common sense. (Reviewer's comment: Two great books on using stories in business are Presenting to Win: The Art of Telling Your Story and Tell to Win: Connect, Persuade, and Triumph with the Hidden Power of Story.) #36 Focus on the future--the author says "a good solid resume gets you the interview. Then the focus is on what you can do for the company moving forward. Project...how you will contribute to the company." #73 Talk about skills in demand on all jobs--this book covers the top 10 skills most wanted by employers so have situations ready to weave into your interview to illustrate how you used these specific 10 skills. #77 Connect with the interviewer--the author says you won't get the interview unless you connect with the interviewer. One way to do so is ask interviewer how he or she got to their current job. One of the revolutionary interview strategies the author urged was #94 Appeal to visual learners with an interview presentation--as 40% of people are visual learners first (not auditory) develop an interview presentation to print, bind and hand out regarding how you meet the critical requirements of the position. It would be helpful in a future book if this author includes a sample of an interview presentation (for visual learners). This book is a brilliant overview of interviewing strategies to review and new ones to try out. I am so impressed with the content, original thought, organization and sheer readability of this book I plan to order the author's other book on Networking Strategies. 1 of 1 people found the following review helpful. Mildly useful for the inexperienced interviewee By Jeffrey A. Veyera First, there are more than 101 tips here---does that mean that some of them aren't successful, and if so, which ones? Otherwise this is a collection of mildly useful and quite specific tips that will aid someone going on their first job interview. A better plan of attack than buying this book would be to talk to someone---preferably someone in the industry---and soliciting their advice. It's easy enough to say, "Do your homework", but having someone knowledgeable about current industry trends will enable you to hit the mark far better than a more generic listing of dos and do nots. Not that there aren't general guidelines. One I've found useful I'll give you for free---keep the interviewer talking. When you ask open ended questions and pause reflectively to concentrate on their answer, you'll find most interviewers will wind up using up their allotted time talking about themselves, and yet walk away convinced you're the person for the job nonetheless. There---now you're way over the 101 target.

Now job seekers or any professional pursuing advancement can master the skills needed to prepare for and win interviews with Kramer's 101 SUCCESSFUL INTERVIEWING STRATEGIES. Written by an expert career coach and clinical psychologist, this unique book applies the latest research in learning strategies and social intelligence to equip job candidates for interviewing success. This book walks readers through the most important parts of preparing for and effectively managing an interview, including attitude, tactics, and follow-up actions. From basic tips, such as testing the route to the interview to ensure timely arrival, to more advanced insights such as how to guide the interview into a conversation rather than an interrogation, job candidates will find invaluable insights that can make the difference in interviewing or job-promotion success. This book's specialized knowledge and scientifically proven strategies equip job seekers at any level with the skills to approach interviews with confidence, impress the interviewer, and win the job.

1. Interview Preparation. 2. Interview Attitude. 3. Interview Tactics. 4. Managing the Interview. 5. After the Interview. About the Author An accomplished career coach and consultant, Eric P. Kramer, M.Ed. has used his clinical psychology background and extensive business experience to help thousands of individuals manage and advance their careers. Kramer started his career as a clinical psychologist before becoming a thriving entrepreneur in software development and a sought-after career consultant. He has worked for both large and small companies, including serving as senior career consultant and career center manager for two of the country's largest career transition firms. As a senior consultant, Kramer worked with hundreds of job searchers individually and in groups, teaching them job

search skills and coaching them through their interviews. Based on his background in psychology and through his work with transitioning professionals, Kramer has become an interview expert. Kramer has authored two books, published by Cengage Learning, 101 SUCCESSFUL INTERVIEWING STRATEGIES and 101 SUCCESSFUL NETWORKING STRATEGIES, and publishes a blog, "Interview Your Best." Kramer is also the developer of the iBest Interview Presentation-- www.interviewbest.com--and Tweets as @InterviewBest. Eric earned a bachelor's degree in psychology from the University of Hartford and a master's degree in counseling psychology from American University. He is trained in Positive Psychology Coaching and is licensed as a psychologist in the state of Pennsylvania.