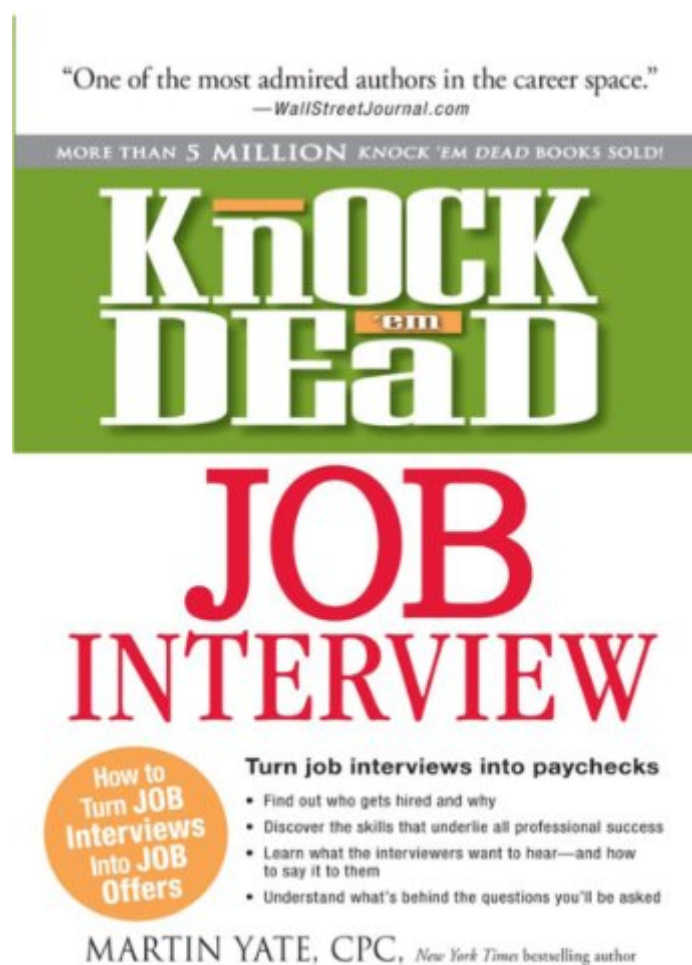


The book was found

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



## Synopsis

Do you know how to turn job interviews into job offers? Do you realize that this is probably the single most important skill you can develop, because this ability is what puts food on your table, keeps a roof over your head and has significant impact on the overall success of your career. Yet you almost certainly have less experience turning job interviews into job offers than with any other essential professional skill. In a world without job security this is obviously a critical skill set that you need to survive and succeed in life. Every page is packed with tips and tactics that will work for you at any job interview. You'll learn how to prepare psychologically for interviews, how to turn phone interviews into face-to-face interviews, and how to dress for success on the big day. Most importantly, you get insider knowledge for answering hundreds of tough questions: Behavioral questions won't scare you anymore. You don't get canned answers, but an understanding of what is behind each question, what the interviewer seeks in asking it, what points you need to get across, plus a sample response. You'll learn how to follow up effectively and negotiate the best possible job offers, and you'll also get 100 questions to ask that help you evaluate both the job offer and your potential new boss. With no filler and never a word wasted, Knock 'em Dead Job Interview shows you how to turn job interviews into job offers and paychecks, increasing your professional success and financial stability. Right now you can develop skills that you will need to sustain your professional growth and stability throughout the balance of your career. This is advice that you'll value for a lifetime, what are you waiting for?

## Book Information

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## 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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