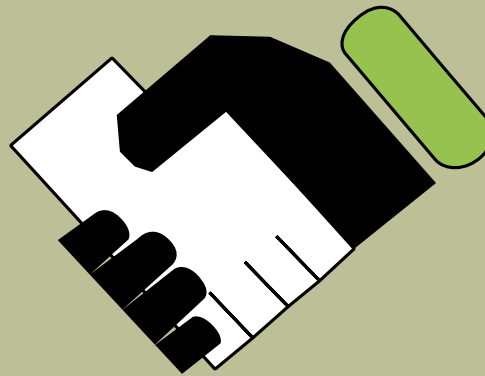


The Job Winners® Guide for  
young adults



## **Unit 7: Winning at the Job Interview**

**Persuading them to put you into their team**



Your chief objective at the interview  
is to

***get them to***

***like you***



**Every employer is looking for  
just three things**



# Every employer is looking for just three things

- First and *least important*  
the **Skills** to do the job



# Every employer is looking for just three things

- First and *least important*  
the **Skills** to do the job
- Second and *far more important*  
the **Motivation** to do it well



# Every employer is looking for just three things

- First and *least important*  
the **Skills** to do the job
- Second and *far more important*  
the **Motivation** to do it well
- Third and *equally far more important*  
the ability to fit well into their **Team**



**S M T**



**S M T**

**Skills**





**S M T**

**S**kills

**M**otivation



**S M T**

**S**kills

**M**otivation

**T**eam



**“Enthusiasm**  
makes an attractive  
and convincing salesman  
out of an assortment of  
dead flesh and bones”



# 5 areas for preparation



# 5 areas for preparation

## 1. Research



# 5 areas for preparation

1. Research
2. Preparing questions to ask



# 5 areas for preparation

1. Research
2. Preparing questions to ask
3. Preparing answers to likely interview questions



## 5 areas for preparation

1. Research
2. Preparing questions to ask
3. Preparing answers to likely interview questions
4. Reconnaissance





## 5 areas for preparation

1. Research
2. Preparing questions to ask
3. Preparing answers to likely interview questions
4. Reconnaissance
5. Psyching yourself for success



See Manual Notes :

Page 5