

# **19 Winning Job Interview Strategies That Instantly Put You Ahead Of The Competition!**



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## **Be likeable!**

Chances are you might be working with one of the interviewers in the future.

If they don't like you, they won't hire you.

It is that simple!

To be likeable, you simply need to remove any turn off attitudes.

Two key turns offs in job interviews are being arrogant and being insecure.

Smile!

Show them that working with you is a win-win!

# **Be confident, not arrogant!**

Confidence is very different from arrogance.

Confidence means that you are aware of your power without needing to put yourself above others.

Arrogance = Bragging

Now, confidence is an inner attitude you can practice.

Start by taking a confident posture!

Stand or sit straight.

Imagine a string pulling you up from the top of your head.

90% of what the interviewers perceive from you is transmitted through your body language and your tone of voice.

A trembling or too low voice are absolute turn offs.

If you tend to be shy, practice speaking louder than normal.

Again it is something you easily get right if you practice it before an interview.

# **Show up on time!**

Being late is an instant deal breaker!

It tells your interviewers that you can't organize your time!

Excuses are not good enough.

You need to foresee problems!

Traffic jams and trains being late are all events you can easily predict.

If you want to be on time, simply plan to be there one hour early.

## **Calm down! - Relax!**

Looking stressed is another instant turn off!

It tells your interviewers that you can't handle the pressure.

To relax, take a minute to breathe in and out deeply before you get into the interview room.

Slightly slow down your breathing.

Smile.

Focus on the instant!

Forget about past and future and be totally present!

# Prepare for the interview!

This interview deserves your full undivided attention!

It could be one of the key milestones in your life.

You must be 100% prepared.

Don't keep it for the last minute!

Do what it takes.

Here is what you must know and do to be well prepared:

- **Make a list of 10 possible questions they will they ask you.**
- **Analyse in depth your positives.**
- **Analyse the negatives.**
- **If you have doubts about working for this company, find out what these doubts are and clear them!**
- **Plan that day carefully!**
- **Get rid of conflicting interests and make this interview your top priority!**
- **Etc!**

# Research the company!

Gather as much information as you can about this company!

Letting them see that you know a lot about them shows that you are interested and super motivated!

You need to be able to answer questions like:

- **What do you think this company is about?**
- **Are you aware of the story that made it to the news about us 2 years ago? What do you think about that?**
- **Are you aware that we are now outsourcing part of our production to China? Do you know why?**
- **Etc.**

Of course, don't criticize any aspect of the company!

That's obvious.

Your time to give feed back will come when you get hired.

If they ask you for an opinion or a strategic line of action with one of the products they are developing for instance, you need to be well prepared!

You can boost the quality of an interview by showing how well you fit in the company before you even get hired!

## **Get rid of any insecurity!**

Your survival does not depend on them!

Yes! Getting that position might be a big deal, but you know that no matter what, you will be all right!

Trust yourself and don't be pushy and especially don't beg for the job!

It lowers your level of power and makes you appear too weak.

Remember that in their eyes, you will defend the interests of the company at one point or another.

They need to know that there is a warrior in you who mastered their weapons!

# Listen!

During the interview, they will give you lots of clues!

- **Read the job offer twenty times until you really know exactly what they look for! – After that, embody that ideal candidate!**
- **Listen to their questions! – What are they really asking? – What are they really testing? – What are the key qualities they are really trying to discover in you?**
- **Listen to their body language and emotional response to what you say - If they smile and agree, you are on the right track – If they frown, shift direction.**

Many candidates miss that part because they are self absorbed in what they want to say.

The truth is that often, your interviewer already knows the answer to the question they asked.

What they want to know is if your attitude matches theirs and if you fit in the culture of that organization.

If they see a source of trouble and disturbance in you, that's of course a deal breaker!

# **Respond to their needs!**

This job is not about your agenda.

It is their agenda.

Identify what this agenda is and let them see that you understand how to play their game!

An interviewer can be threatened by you!

If they feel too much passion, power or enthusiasm in you, it might be overwhelming for them.

They are usually not asking for a revolution!

Tame your power and your passion and give them exactly what they can take!

Not more!

## **Be interested!**

You might be spending the next 10 years of your life with this company.

Show interest for their culture and products.

Ask targeted and expert questions about your future position, the company's culture and vision.

This is the best way to show you care and want to contribute in a positive way.

Of course, go beyond the basics when you ask questions!

Show them that you did research but that there are still inside directions you want to grasp.

You need to be prepared to questions like:

- **Is there anything you would like to ask us?**
- **Do you have any questions about our new product lines?**
- **If you were face to face with our CEO, what would you ask them?**
- **Etc.**

## **Follow up after the interview**

Call or send a note after the interview to show your appreciation.

Tell them that you are truly motivated and that this interview confirmed the fact that you see yourself in that company.

Of course, you won't invade their space.

This is a one time thing.

It is a way of confirming what they already felt from you during the interview.

## Highlight your positives

This is very different than bragging, right?

During the interview, you will have opportunities to talk about what you achieved.

Some candidates tend to be too shy or modest about what they did in the past because they don't want to appear arrogant.

This makes them look insecure.

Instead, be proud and happy about what you achieved so far.

Show them that you enjoy what you did and want to do it again if you can.

Talk about the process of achieving what you did.

Show them that you are human too by pointing out as well a couple of challenging moments.

You can say for instance:

- **“Well, this was the first time I was to speak in front of such a big audience (smile) – I believed so strong in this product that it really worked! – They liked it...”**

Yes, a bit of story telling ;)

Don't idealize it of course!

Let them see the process that did lead you to be who you are today.

Life experiences are valuable and having a glimpse of the real person in you definitely makes you very likeable.

## Don't focus on negatives!

Some candidates come forward with a few negatives at the start of interview.

They will say things like:

- **"Yeah! I never got along too well with that colleague – We ended up fighting about that a lot..."**
- **"...That's because I tend to be insecure when deadlines are near. I stresses me but eventually, I manage to get through..."**
- **"...This was right after my divorce. I admit I was devastated for a few months when my wife left..."**
- **Etc.**

All these lines put you down.

They insist on the fact that you do face problems and that you have no idea how to solve them.

If you express thoughts along that line, it shows as well that you don't really believe in yourself.

The perception they have from you goes down instantly.

They associate your name and face with:

- **Trouble maker**
- **Unsolved issues**
- **Emotionally unstable**
- **Etc.**

These are all deal breaker labels! You must not hand that kind of stuff to them!

## Job Interviews

You need to be prepared before the interview and make sure that you don't give them that type of negatives.

The truth is that everyone might have some dark not totally solved area in their lives.

They simply don't go around advertising it!

Remember that a job interview is an opportunity to sell and market yourself!

If they ask you about negatives or challenging moments in your career, have a couple of light examples you can make fun of and they can easily relate to.

- **"I tend to be quite passionate when I work on a project... I drive my wife crazy!"**
- **"I tend to be quite perfectionist when it comes to details in a new product. I'll tend to double check everything even if the new features have already been approved by the technical team..."**
- **Etc.**

Prepare a few of these examples so that if the question comes up, you are ready.

## **Be clear and concise**

When they ask you a question, don't deviate!

Be clear and concise!

They imagine how it will be to work with you.

They see you at meetings and imagine how it feels to get essential pieces of information from you.

An interview is partly to test your communication abilities!

You must make it super easy for them to like you and relate to you.

Not too short, not too long.

30 seconds to 1 minute replies work really well.

Avoid too short "Yes" or "No" answers!

That's the other extreme!

# Show yourself as a team player rather than an individualist

An organization is a big team!

The reason why a team wins is because individuals collaborate more than they compete.

Of course, there is a fine edge and you must not put down all your weapons.

They must see that you know how to strategize and communicate exactly what you want in an effective way.

The individuality in you never goes away!

But they must see as well that you know how to be a team player when you have to.

How do you show that?

Give them live examples of positive experiences you already had or the type of things you like when functioning in a team:

- **“We had worked on this project for two weeks now and really liked what we got so far. Working together as a team was an excellent experience for both of us. I really enjoyed it...”**
- **“We didn’t know each other too well but working on this together reinforced our team spirit. It gave us a new competitive edge...”**
- **“I really enjoy working with others...”**
- **Etc.**

## Be agreeable!

Don't contradict or try to show in any way that you know better than them, ok?

They will remember an impression from you.

Being agreeable means agreeing with most of what they say or think!

If you tend to see flaws in their attitude or frown when they ask a question, they will feel friction and won't imagine working with you.

How are you agreeable?

- **Nod! Say yes!**
- **Smile**
- **Agree with what they say**
- **"Yes! I'll be happy to hear from you..."**
- **"Yes! That's an excellent idea..."**
- **"I totally agree!"**
- **Etc.**

If there is something they say you disagree with, don't argue!

If you want to get that job, now is not the time to prove them wrong!

Got that?

This is not some form of political debate where everyone gets to share their views.

Don't argue!

They are in charge and challenging them would be a sign that you don't respect their authority.

## Refresh your skills + knowledge

Before the interview, refresh your knowledge on the key topics or areas you will be hired for.

The key reason they hire you is because of a set of skills, knowledge and experience, right?

You probably got most of it right and I am sure that you are the perfect candidate.

Now, go back to the theory and refresh your knowledge on the key topics they hire you for.

Here is what you can do:

- **Check online if there are any new key tech developments in that field.**
- **Check in specialized forums and see what people talk about.**
- **Check your notes from recent seminars or training you attended.**
- **Read in detail the brochures or info you have from that company.**
- **Etc.**

## **Don't criticize past bosses, companies or colleagues**

Don't criticize!

If you had disagreements don't let them see it was an issue or deal breaker!

Of course don't get sentimental and make your past collaboration with your boss look like a romantic story.

Obviously, that's one step too far.

The message that you want to get through is that you are a respectful person!

Imagine 5 years from now, they could be your ex managers, right?

If you criticize your ex boss, they will often sympathize more with the boss than with you.

If you criticize past colleagues, what they hear is "Difficult person to work with" or "problem maker".

Stay clear and express genuine respect!

# Be positive!

## Don't complain!

This is another key turn off in interviews.

Have you ever experienced someone complaining to you?

How did that make you feel?

What was your emotional reaction to that person?

You put them in a victim role, right?

Complaining is the weapon of someone who is usually weak.

It is an emotional response that changes nothing.

Instead of complaining, show a positive light and attitude towards everything:

- **"I guess we learned from that experience! We'll do better next time"**
- **"I am pretty thankful for the chance I had to work with that start up"**
- **"I always enjoy new challenges"**
- **"Yes! I know... It was a mistake but I know he did his best"**
- **Etc.**

How does that make you feel when you hear people talk that way?

They appear as non threatening, right?

It means that you can be yourself in their presence.

## Job Interviews

You can put down your weapons and open up because you know they won't attack you.

When they interview you, here are some of the elements they check out:

- **Are you a potential threat to the stability of this company?**
- **Are you a trouble maker?**
- **Do you easily become aggressive?**
- **Do you tend to create conflicts with the bosses you work with?**
- **Can you work frictionless in a team?**
- **Are you emotionally sound?**
- **Do you have any unresolved issues or are you frustrated about anything?**
- **Are you a positive proactive person?**
- **Etc.**

You already know what they are looking for.

You know what they want to hear and the qualities they want to discover in you.

All you have to do now is give these to them!

# Match their energy level!

It is a matter of finding the right balance.

They are leading the interview!

Don't try to take over!

Respect this hierarchy and don't try to shift roles.

Now, the other extreme would be to sit back and take a passive role.

Big mistake of course!

You need to emotionally invest yourself without overpowering them.

You are an active part of the interview!

This is called matching their energy level.

You invest just a tiny bit less or more than they do.

Being too enthusiastic or energetic can be a turn off as well.

Too high energy can be a challenge for someone who simply wants to check you out.

If your energy level is too low, it becomes draining for them.

It makes them feel as if they have to drag info from you.

You invest too little when your responses are too short or your mood is low.

This is the final strategy for this book!

Match their energy level!

## Conclusion

I hope you enjoyed this book!

For live sessions with me:

<http://vitalcoaching.com/coaching.htm>

Feed back, success stories and suggestions?

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To your power!

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