

INTERVIEW POWER: SELLING YOURSELF FACE TO FACE BY TOM WASHINGTON

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

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INTERVIEW POWER: SELLING YOURSELF FACE TO FACE BY TOM WASHINGTON PDF

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.

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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.

0 of 0 people found the following review helpful.

Five Stars

By Amazon Customer

Relevant and helpful

12 of 12 people found the following review helpful.

Excellent tool for job seeker

By daidai

As for a new graduate, I blew out my first several interviews. People keep telling me it's normal and that's how you learn the experience. When asking their advice, they said you can't predict the question they're going to ask you, so just relax and try your best. Well...that's only half true and not help me too much to get the job. I am glad that I stopped lying to myself, finding excuses not to prepare interviews and bought this book. I bought five interview reference books and this is the best one among all. It helps you build up your confidence and really let you feel you're going to A's all the questions during the interview, which is true. It's the tool that helps you not only prepare the interview but also negotiate salary. (plus research organization) I followed all the steps and got the offer right away. (Amazing! too soon to believe) And also increased 3,000 more on my starting salary. (I know I can gain more according to the instruction in the book, but I am satisfied with the result since this is my first job.) This is the first time I write review for a book. To express the appreciation to the author, I do recommend all the job seeker, no matter you are new graduate or experienced, to read this book. The book covers all aspects. Good luck!! (This is also important. =))

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