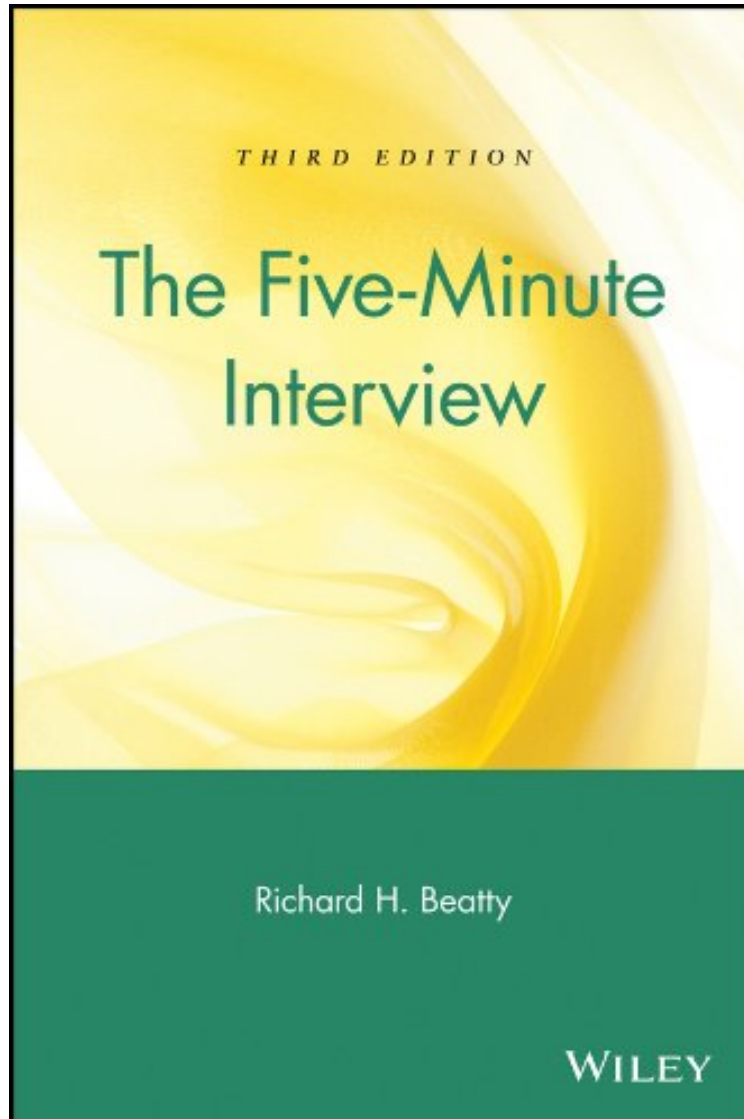


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## The Five-Minute Interview

*Richard H. Beatty*

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**Richard H. Beatty : The Five-Minute Interview** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Five-Minute Interview:

1 of 1 people found the following review helpful. Must Read for anyone in the job market!By EveA friend gave me this book maybe 7 years ago or so.. and I loved it so much I gave it to my sister.This talks about a different interview style, basically how to have a conversation with someone vs having them ask you questions (like an interrogation) and then have that awkward silence when the person asks you if you have any questions. If you do the interview correctly there would be no questions at the end, because they already have been answered (without the interviewer even realizing it sometimes!)This book teaches you to have conversations during the interview that answer those awkward

"where do you see yourself in 5 years" questions BEFORE they are even asked. I have used these techniques since I read the book and it is RARE that I have not had a 2nd interview EVER. My sister used the techniques/still does and has been promoted many times. It does come with a warning.. if the person interviewing you does NOT have solid interview skills you will end up interviewing them! Because it's basically picking up what someone said last and asking a question.. then repeating things.. basically having a conversation and back and forth dialogue. You start being more "present" in the interview and can pick up on what is important to the company and what types of things they would want to know about you, not just sitting there and going through question 1-50. This is a definite read if you need help and always feel like you are "not in charge" while being interviewed. Remember it should be a mutual exchange, and both you and prospective employer should be on the same page. It even got me through the recession, I was laid off and got a better job in 2 weeks! 3 of 3 people found the following review helpful. recommended for job interview

By smtireman This is a well written book for someone fighting to get a job. Some good practice exercises that require some introspection into how to answer potential questions from interviewers. This was highly recommended by a friend as the best homework for job interviews. 0 of 0 people found the following review helpful. Great book and easy read

By Customer I gave it a five because it helps me to see the big picture. So far I've only used it once and the questions seemed to go over the interviewers head. I'm female so I think he may have been a little intimidated. I was very subtle but I don't think many interviewers are knowledgeable enough to answer these types of questions. I may save most of them for when I speak to upper level executives. Great book and easy read.

A new, updated edition of the successful job hunter's classic In this new Third Edition of *The Five-Minute Interview*, career guru Richard Beatty demonstrates how skillfully questioning an employer can establish an applicant as the best person for a position. The skills in this book will help job hunters gain control of an interview in five minutes and say all the right things to convince an interviewer that they're the one for the job. Three new sections have been added: resumes that win interviews, competency-based interviews, and surviving and winning the behavior-based interview.

From the Back Cover Ensure success in the first five minutes of your interview This revolutionary approach to interviewing puts you in the driver's seat, enabling you to quickly, confidently gain insight into an employer's needs and objectives, then position yourself as the ideal candidate who best meets those needs—all in just five minutes. Here's how: Minute 1: First impressions—your looks, your dress, your attitude Minute 2: Steering the interview—traditionally it's the employer who establishes the line of inquiry, this time it's you Minute 3: While other candidates are still talking about themselves, you're getting the employer to tell you exactly how this position fits in the company's long- and short-term strategic goals—i.e., exactly what they're looking for Minute 4: Conventional candidates are still talking about their last jobs—you're learning the company's key problems and challenges Minute 5: Instead of fielding questions about your background, you're already positioning yourself as the ideal candidate to resolve those problems and meet all challenges This revised and expanded new edition of career guru Richard Beatty's bestseller—which includes three new chapters, *Avoiding Interview Disasters*, *The Ideal Candidate Strategy*, and *Key Problems and Challenges Strategy*—does more than get the job done ... it gets the job, period.

About the Author RICHARD H. BEATTY is President and CEO of Brandywine Consulting Group, a leading executive search and corporate career management consulting firm. He is the leading U.S. career author with several bestselling career guides from Wiley, including *The Resume Kit, Fourth Edition*; *The Perfect Cover Letter, Second Edition*; *175 High-Impact Resumes, Third Edition*; and *175 High-Impact Cover Letters, Third Edition*.