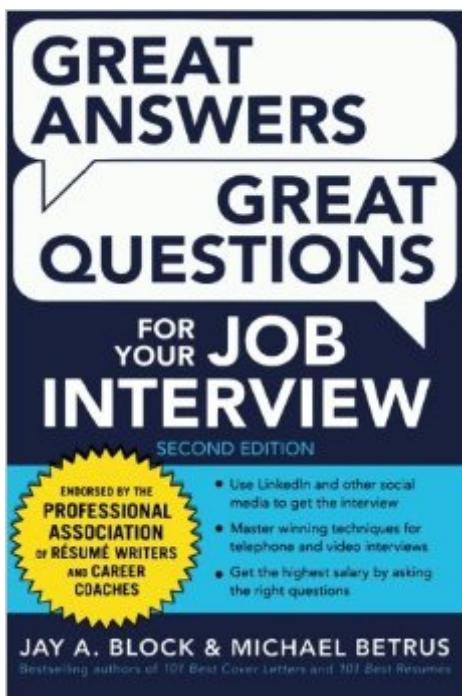


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# Great Answers, Great Questions For Your Job Interview, 2nd Edition



## Synopsis

The classic guide to acing any interviewâ •updated with critical skills for networking, video interviewing, and researching companies Great Answers, Great Questions For Your Job Interview prepares you to answer the trickiest questions and make yourself stand out from the competition. From pre-interview research to follow-up calls, the authors walk you through every step of the process and provide powerful advice on customizing your resume for any position. Includes worksheets and exercises that help you practice your responses to interview questions NEW: How to land an interview through smart networking, researching a company before the interview, and following up afterwards on LinkedIn and other social media sites NEW: Preparing for a video interview on Skype NEW: Tips on salary negotiation NEW: Techniques for creating a â œculture matchâ • with a potential employer NEW: Essential information on role playing Jay A. Block is the cofounder of the Professional Association of Resume Writers and Career Coaches (PARW/CC). He developed a groundbreaking career management and empowerment program for the Workforce Development System nationwide, the U.S. Department of Labor, and other leading career and employment-related organizations. Michael Betrus is a sales director by trade, having conducted hundreds of interviews and hires, and a career seminar leader for students on campuses nationwide.

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## Customer Reviews

GREAT ANSWERS, GREAT QUESTIONS FOR YOUR JOB INTERVIEW is an extensive resource for use when preparing for a job interview. This book reminds me a little of another great book on

job searching--Richard Bolles' What Color Is Your Parachute? 2015: A Practical Manual for Job-Hunters and Career-Changers. Bolles' book is a more general look at job searching, whereas this book focuses more specifically on interviewing. The authors have researched the job interview process in depth, and in this book tell you exactly what the interviewer is looking for, what you should do, and what you should NOT do. **SOME GREAT SECTIONS:** How to use LinkedIn. Block talks extensively about getting your profile in shape. There are even examples of the best type of photograph to have in your profile. There are lots of things that I clearly had no idea about. "Shift the Focus from Experience to Expertise." Companies want someone who can be an expert--not just someone who has xx years of experience. "Experience does not necessarily differentiate you; expertise does... You need to project that you are the Andre Agassi of your field, an expert rather than a journeyman who has put in her or his time." Never thought of it like that. Example of the type of form that an interviewer will be filling out. Aha! Now I know what the stern man is doing! This gives you insight on the interviewer's agenda. Big emphasis on "role playing" to prepare for an interview. Take a video of yourself, practice answering the tough questions. Use index cards to practice. Understand the tough interview questions, and the best response to each.

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