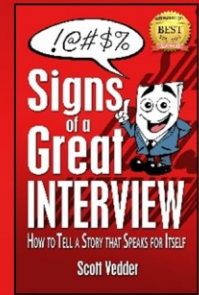


Signs of a Great INTERVIEW



The top 5 questions Author Scott Vedder gets asked about job interviews.

1: What is your best tip for interviews?

Use !@#\$, the Signs of a Great Interview to tell a story that quantifies and explains why you're a great fit for the job.



- ! Any part of your experience that was "amazing!"
- @ Defining points, places, dates and things in your career
- # Numbers that quantify and prove your past successes
- \$ The dollar value of your contributions
- % Figures that easily show growth and results

2: What interview questions should I prepare to answer?

The most important question to answer is, "Can you tell me a story about why you're a great fit for this job?" You can turn any interview question into one simple answer that is responsive to the question and showcases a great story.

3: How can I ensure recruiters will understand my qualifications?

Use Scott's "Smart 5th Grader Test" to explain your most relevant achievements. The reality is, most recruiters have about the same understanding of your current job as an intelligent 11-year old.



The "Smart 5th Grader Test" is simple:

1. Are you using easily-understood terms?
2. Are you broadcasting "good news" only?
3. Are you concisely relaying the most relevant information?

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4: How do I answer unexpected or poorly-phrased questions?



Use the **Perspective Pivot** to steer toward a story about why you're a great fit for the job. Acknowledge the question with one simple answer. Use the **Perspective Pivot** by saying something like, "It reminds me of a story when I..." or "I think a related story of my success is when..." Use this for questions like, "What's your greatest weakness?"

5: How do I follow-up after an interview? Are thank you notes needed?

Immediately after an interview, use the **QWERTY** system to self-assess the Questions Which Elicited Reactions and prepare your Thank You note. *Signs of a Great Interview* includes a QWERTY card to help you do this.



Take notes about questions you were asked and what reactions your answers elicited. This helps you adapt stories as needed to prepare for future interviews!

Jot down some ideas to include in your thank you notes like interviewers' names and contact information. Then send a sincere note of gratitude, mention a relevant skill discussed in the interview, and personalize it so the interviewer remembers even more. Electronic thank you notes are typically fine.

Who is Author Scott Vedder?



Scott is the best-selling author of *Signs of a Great Résumé* and *Signs of a Great Interview* as well as special editions of both books for military veterans. Scott conducted over 5,000 interviews as a Fortune 100 recruiter. He now serves as a professional speaker and expert on résumés, interviews, and career transitions. He's been recognized by the White House, leading universities, in international media, and by veteran service organizations nationwide. Scott offers one-on-one coaching and is available for speaking engagements and consulting worldwide.

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