

7 Deadly Sins.....

Things you should NEVER say in an interview



Generic statements about skill sets and work ethic often seem to be the bread-and-butter of interviews, but how can a savvy recruiter steer their candidate away from time-filler statements and ensure a positive impact?

A panel of career coaches assembled by Forbes have revealed their picks for the worst sentences to say in a job interview, and which statements will cause an employer to become disengaged from a candidate.

1. "I have XYZ skill"

"Telling it' instead of 'selling it' statements. Just saying that you have a skill is *not* interesting. Offering *proof that you have a skill* is interesting. Giving examples of past successes in a 'challenge-action-result' format is an easy way to sell the interviewer on your experience."

Charlotte Weeks, Weeks Career Services.

2. "I'd be happy to recite my CV to you..."

"When hiring managers ask you to 'tell me about yourself', that is not an invitation to recite your entire employment history. Your answer needs to be focused on them and their needs. Develop a response that addresses the question behind the question: 'Are you someone who will

be a good fit within our organisation's culture and who has what it takes to succeed?"

Laura Powers, Powers Career Coaching.

3. "I didn't visit your website"

"Prospective employers are keen to hear candidate questions as they often telegraph interest and initiative. However, if the answer to your question is easily found online, it may indicate a lack of preparation or initiative — potential negatives that are easily avoided by reviewing a company's website, social media sites and news mentions in advance of the interview."

Carol Camerino, Camerino Consulting.

Note: Save the site to your mobile and refresh your memory on the train or in the coffee shop before your interview. Remember that arriving 15 mins early is on-time for an interview.

4. "What do I have to do to get promoted, and how long does it take?"

"When a candidate immediately asks about future jobs, it is a red flag that they aren't interested in the job that is open. A good hire, for both the candidate and employer, is when there is a match between the employer's needs, job responsibilities, culture, etc. and the candidate's competence, work ethic, work style and desire for the job."

Julie Kantor, JP Kantor Consulting.

Note: Most jobs that have short term prospects of promotion state that in the ad or job description as it is seen as a positive thing to highlight making the position more attractive to the right type of candidates.

5. "This is a never-ending sentence"

"Want to see an interviewer's eyes glaze over? Start a response and continue for a period extending over 45 to 60 seconds — without re-engaging the person — and you'll have a bored interviewer on your hands. Most questions will not require lengthy responses and, if they do, do some mock interview work to practice re-engaging with the hiring manager periodically to keep the conversation going."

Emily Kapit, ReFresh Your Step.

Note: It is really important to maintain eye contact throughout an interview, as in any conversation. This should give you an early warning if the interviewer is losing interest. The only time an answer may need to be lengthy is if it is a competency based interview and the interviewer is

asking questions requiring specific and detailed answers.

6. “I’m a team player and a hard worker”

"Don't offer hollow, over-used responses to common interview queries. Rather, address strengths-based questions by articulating how you took action, channelled your talents and gained positive (and hopefully quantifiable) results for former employers. Be brief, yet specific, and ensure your answers illustrate how your strengths will translate to profit-generating value."

Kim Monaghan, KBM Coaching & Consulting.

Note: Remember that there are two sides to increasing profit, not just generating profit, you may have reduced expenditure at your previous company which in turn increased profit.

7. “No, I don’t have any questions about the position or company”

"When a candidate doesn't have any questions about the job, company or work environment, this sends a message to the hiring manager that the candidate hasn't invested time into researching their company. It also tells them the candidate is not assertive. A candidate who has no questions about the job is an open invitation for a recruiter to mentally check out from the interview."

Jessica Miller-Merrell, Blogging4Jobs.

Note: Not having any questions also gives out the signal that you are not really interested in the company, not good when you are looking to be hired. This also relates to number 3, don't ask a question that has the answer on the company's Website. Why not ask the interviewer what a typical day in their department is like? Or ask what your first month at the company would be like if you are successful?

Final Note: A number of these points are just as relevant on your CV.