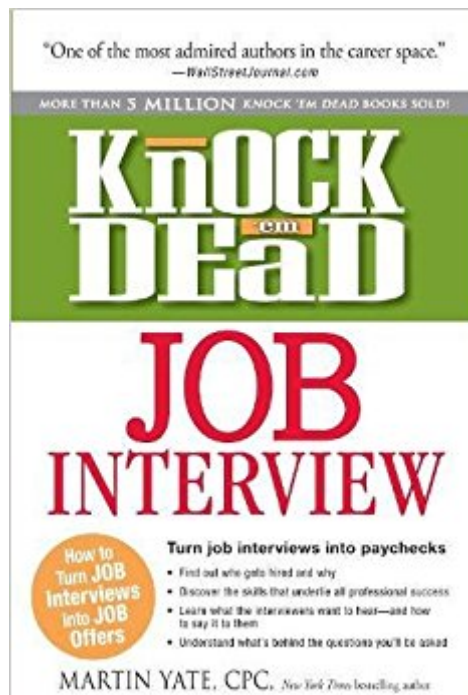




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# Knock 'em Dead Job Interview: How To Turn Job Interviews Into Job Offers



## Synopsis

Land the job you want! The interview is one of the most crucial moments of the job search experience and your chance to show your potential employer that you have what it takes to succeed in the position. In order to do that in today's highly competitive job search environment, though, you'll have to find a way to stand out from the crowd. Using his twenty-five years of experience, New York Times bestselling author Martin Yate has established a set of rules for job interviews that is sure to get you noticed. Instead of memorizing canned answers, Yate provides you with an explanation of the thought behind more than 300 questions and answers, so that you'll always know what the interviewer is really asking and how you should respond. Packed with information on handling stress questions and weird interview venues, this book also teaches you how to keep your cool--and confidence--from the moment you step inside the building. With *Knock 'em Dead Job Interview*, you will finally be able to differentiate yourself from the competition and score the job!

## Book Information

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## Customer Reviews

"Required reading." - Library Journal "Excellent tips on how to answer potential clangers." - Cosmopolitan "He's really just about the best in the business." - ALL Business, Dunn & Bradstreet "No job hunter can afford to bypass the Knock 'em Dead books." - Tony Lee Wall Street Journal "I truly respect Martin Yate's work. His Knock 'em Dead job search books have set a standard for clear and effective advice." - Amy Lindgren, Atlanta Journal-Constitution "Martin is brilliant when it comes to his depth and breadth of expertise, he

stands above the rest when it comes to his knowledge of career issues." -Chris Duncan, Director - Customer Operations, CareerBuilder.com

New York Times bestseller Martin Yate is the author of Knock Em Dead - Job Interview and Knock Em Dead and 16 other resume, job search, networking and career management books. His work is collectively published in some 63 foreign language editions. In Knock Em Dead - Job Interview he shows you exactly how to turn job interviews into job offers - perhaps life's most important practical skill. This and his other books unfold a new and unique approach to getting what you want out of life, rather than becoming a mindless drone in some high-rise salt mine. Martin Yate CPC has helped millions of people get their lives on track and achieve greater control over their professional destinies in an uncertain professional world. Extremely knowledgeable, he takes real joy in helping people get on track and achieve their goals. As Dun & Bradstreet says, "He's just about the best in the business."

Unfortunately I found myself back in the job market recently and it seems I am not doing too well in the interview process. I picked up this book last week and it is full of great tips and tricks. I think one of the biggest take aways I got from this book is that I need to turn the job interview into a job offer. I have always just been going in like I am in a test, and I think I have been way too nervous. I took many notes from this book on different areas of interviewing that I struggle with and feel that I am now much more prepared for the next interview that I have coming up tomorrow. Thank you for helping to ease my fears of interviewing again after being pushed back out in the job market.

There are lots of resources available to people on the job market. But many of them stick to focusing on applying for jobs - "how to search for a good job, how to make your resume stand out, etc. It's rare to find advice on preparing for an interview and negotiating the terms of your employment. I was impressed by how much advice was given in this book and how many aspects of the interview preparation and process were given. From appearance to body language to maintaining your composure when the interviewer gets a little too personal, every scenario seemed to be covered. The author offered so many tips that never would have occurred to me. This is an excellent tool to keep on hand throughout a job hunt, and even as a refresher when you're trying to make yourself invaluable to your employer or if you're up for a promotion. This book reminds us to maintain a sense of professionalism that seems lost on so many applicants. I am confident that I will stand out from the crowd in my future applications and interviews.

This is a great book and it's not for the shy or timid. Yates does a good job of giving you the hard core realities behind hiring decisions, career success and the granddaddy of them all 'Understanding What You're Selling and What Your Customers Are Buying' and my favorite 'Sealing the Deal'. After a three and a half hour face-to-face with department managers, I was home in bed when I realized I hadn't prepared a formal follow-up letter. I went over my notes (discussion points, names of managers, titles etc.) and fashioned a letter. I forgot to get individual emails so the next day I hand delivered thank you notes to the front desk for each manager. The hiring decision was to be made one week from the time I interviewed, but I received a phone call the next business day from the corporate recruiter with a great offer! For the first time in my life the job hunt was fun and satisfying!

Having been at the same job for several years, it's tough getting back out there and preparing for interviews again. I know what I'm capable of, but being able to relate that successfully isn't always an easy task. Even though a lot of interviews cover the same information, I always feel like I'm not doing or saying something right. Then add in telephone and Skype interviews, which are a new thing for me, and they always make me just as nervous, if not more so, than face to face interviews do. With that being said, this book was recommended to me by a friend who works in HR after I told her of my concerns. What a Godsend! It's given me a lot to think about as I prepare for interviews and new confidence in how I present myself to potential employers. Whether someone is new to the job market or re-entering it after an absence, or looking for a new opportunity after many years of not having to interview for whatever reason, this book will prove to be invaluable.

I bought this for my offspring, who just graduated with a Master's degree and is looking for her first "real" job. She is very personable and obviously smart, but this book contains some great, simple suggestions that neither of us had thought of. The style is easily digestible, and not overwhelming or intimidating. The advice is all do-able. Time will tell if it works, but if nothing else, it is giving her more confidence as she approaches the process, and it's worth it for that alone.

One of the most nerve-racking experiences is the job interview. Most people change jobs on average once every four years, so it is essential to learn how to turn job interviews into job offers and jobs. There are so many facets to the job interview, including what the job interviewer is looking

for in a prospective job seeker. There are skills that are transferable from one industry to another, but when it is a choice between otherwise equally matched applicants, it is usually the job seeker that has similar industry experience that gets the job. From the phone interview to the face-to face interview this book guides you through the steps needed to get a job. What questions you might be asked and how to best answer them is covered. The way you appear to the interviewer is covered, with what apparel is best to wear to a job interview. It still remains true that the job interview is for many of us, a hurdle that needs to be overcome, and this book definitely assists with getting through it.

These days getting a job isn't easy so when you get those couple of interviews, you HAVE to make sure you do them right. I got this book to read about the interview process, learn, prepare and put myself in the best position of getting a job. This piece offers some excellent insight. It talks about the interviewer's perspective and what goes through their head during an interview. That is extremely helpful because if you can read your interviewer you maximize your chances of doing a good job and getting the job. Also it gives you confidence and makes you appear at ease and much less nervous. It also offers some great advice on how to act in somewhat awkward situations: like wrapping up the interview and exit, dealing with inappropriate/illegal questions, etc. There are basically chapters on how to respond to all sorts of questions, super useful. Recommend this book to anyone, such an excellent source.

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