The Five–Minute Interview. 3rd Edition

Description: FIVE MINUTES THAT WILL PUT YOU ON THE FAST TRACK TO SUCCESS

Richard Beatty's famous, time–tested approach puts you in the driver's seat during any interview, enabling you to quickly, confidently gain insight into an employer's needs and objectives, then position yourself as the ideal candidate for the job—all in just five minutes. Here's how:

Minute 1:
First impressions–your appearance, your presentation, 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 Third Edition is bigger and better than ever, featuring three all–new chapters that cover resumes and two new interviewing methods based on candidate competencies and behaviors. The Five–Minute Interview, Third Edition puts your future in your own hands—and does it in just minutes.

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