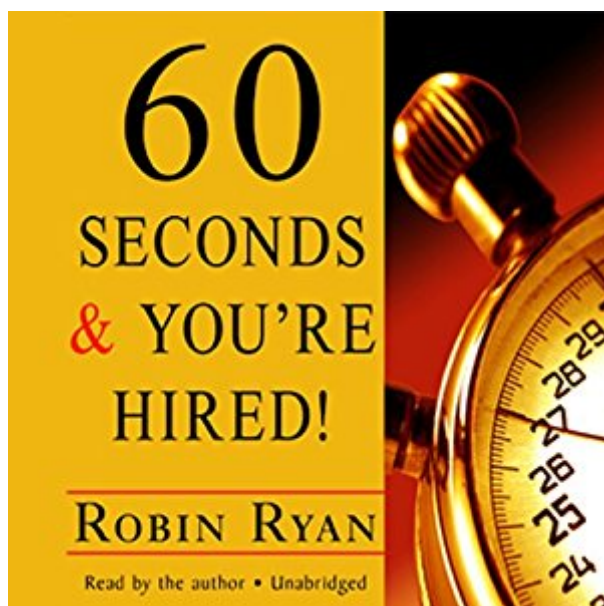


The book was found

# 60 Seconds And You're Hired!



## Synopsis

Whether you are moving up, moving on, or just starting out, America's top career coach, Robin Ryan, offers proven, easy-to-learn techniques for mastering the job interview and landing the job of your dreams. This brief, compact book, newly updated in 2008, is packed with useful tips such as: how to establish a career identity or personal brand in the opening minutes of an interview using the 60 Second Sell, answers to more than 100 of the toughest interview questions, important questions you must ask, interview etiquette and dressing to impress, negotiation techniques for securing the best salary and benefits package, and much more.

## Book Information

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## Customer Reviews

This book was recommended by a friend. I was kind of annoyed to have to read it. Days later when I was accepting a two month freelance contract I used a recommendation to simply ask for something more. The "theory" is you might just get it. I already had the contract but I simply asked if they could bump it up to the next pay grade. She looked into it and voila! My \$7.00 book made me another \$2,500 in the same week I got it. I wouldn't have asked had I not been reading the book that week, I hadn't even finished it. I implemented the 60 sell and other techniques to get other job offers as well. The book is very practical in telling you how to prepare as well as telling you what to avoid like the plague. It all seems like common sense after you read it but I guess common sense goes out the window in job interviews. I wish I had this book when I was still at university; it would have helped me from the beginning. You only have a few seconds to make a great impression. I highly recommend this book.

I purchased an older edition before having an interview with an employer located in the one place in the country I had been wanting to move to for years. I used the techniques explained in this book. The series of same-day interviews with the different panels went great. By pure chance I was the last person they interviewed that day, they asked me to step outside for a couple of minutes, they called me back and I was offered the job on the spot. I have given this book to a couple of friends who were also interviewing for jobs. They both got the jobs they interviewed for. I am not claiming that this book is magical, but it definitely teaches you how to interview correctly.

This book came recommended to me by a career transition coach after I found myself unexpectedly unemployed. I haven't had to interview in over 20 years and felt rusty. It was easy to read and would give candidates a leg up on difficult interview questions. I loved that it told you exactly what to say. And, it has you prepare your 60 second commercial to repeat several times during the interview process. It is highly recommended for those out there job searching that don't have their interview skills up to date.

Add another tally to the author's collection of successful hires. After performing horribly on two recent interviews I bought this book for some much needed guidance. I was offered a job on my third interview using the suggestions in the book. I found the 60 second sell to be very effective and logical. I tend to ramble when I'm nervous so this really made me limit my introductory background information. Additionally, there is a comprehensive selection of hiring sample questions complete with effective responses which I found really helpful. I highly recommend it.

This is one of the most useful and fun books I've found on the subject of interviewing. It provides techniques on how you can continually steer the direction of the interview in your favor, by reiterating your top four or five attributes that make you the best person for the job. The book talks you through a substantial list of challenging questions you may be asked, from the expected ("Describe a mistake you made at your last job") to the strange ("So, tell me your favorite joke.") The authors provide excellent suggestions on how to respond tactfully while playing up your strengths.

I got this for my boyfriend after I have read it multiple times. I've never not gotten a job I interviewed for since reading this book. I haven't always made it to the interview, and I would like to think my personality does some of the work, but these tips and sample answers are great. I am the go-to that

my friends ask for how to answer interview questions like "what's your greatest strength/weakness" and "why did you leave your last job." YES there ARE right and wrong answers here! All my answers to their questions came from this book!

I'm 45 and feel very young but I'm also realistic. I was pretty rusty at interviewing. I read this book, skimmed through some sections that were not applicable to my situation but delved deeply into those that were or close to it. Let me tell you, I developed answers to some questions and rehearsed in the mirror using my phone to watch myself. IT WORKED!! I went in feeling enthusiastic and confident (actually telling myself that over and over). The position was for a promotion in my office and was a panel interview with managers who I knew a little but had never worked with. Don't get me wrong, I know my job, I help my current lead alot so I went in having done my homework and feeling prepared. The interview went well but I was still nervous. I WAS PROMOTED!! MORE MONEY, MORE RESPONSIBILITY. My feedback was that my interview topped all the others. The Director later asked me if was given the questions in advance????!!!! I give myself the credit but this book really helped. At least two (maybe 3 I can't remember) the questions asked during the interview were variations of questions which I had already prepared for and rehearsed right out of this book! I recommend this book wholeheartedly. Buy the book. Go get that job!

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