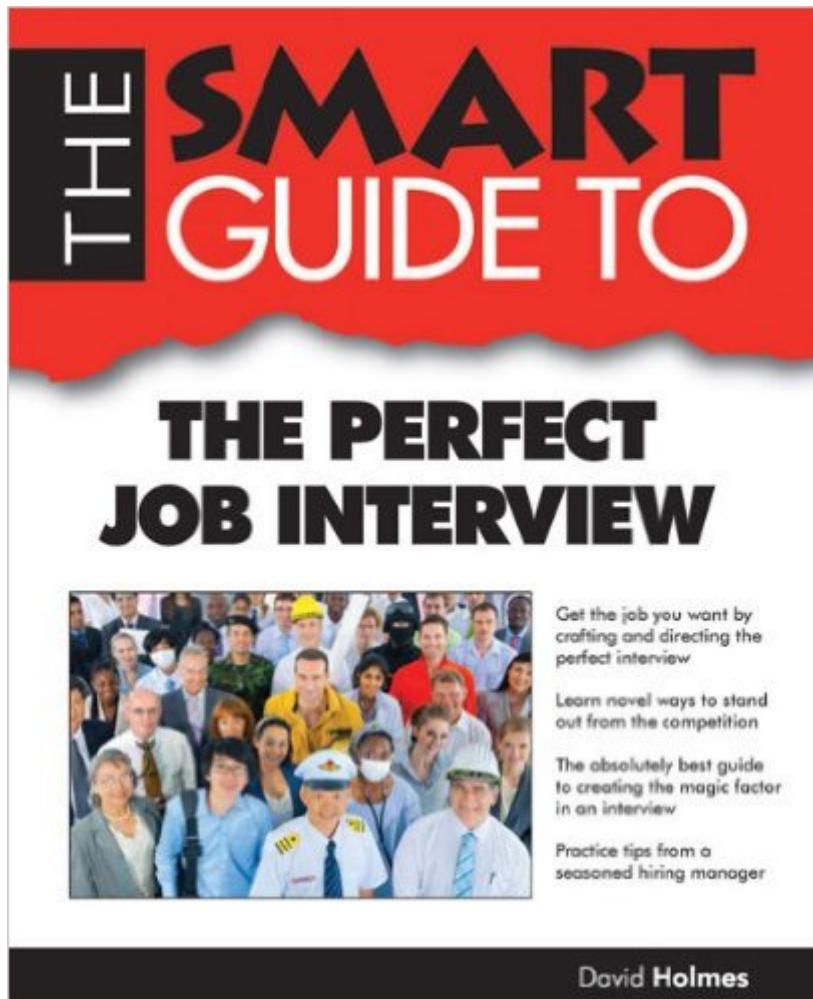


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# The Smart Guide To The Perfect Job Interview (Smart Guides)



## Synopsis

You will benefit from this book if you are: • Currently unemployed • Changing careers • Moving up in your field • Entering or graduating from a college/professional school • Leaving the military • An international student/professional interviewing at a US firm

## Book Information

Series: Smart Guides

Paperback: 389 pages

Publisher: Smart Guide Publications, Inc. (February 1, 2012)

Language: English

ISBN-10: 0983442169

ISBN-13: 978-0983442165

Product Dimensions: 7.5 x 1 x 9.2 inches

Shipping Weight: 2 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars (See all reviews) (3 customer reviews)

Best Sellers Rank: #333,444 in Books (See Top 100 in Books) #186 in Books > Business & Money > Job Hunting & Careers > Interviewing #553 in Books > Business & Money > Job Hunting & Careers > Job Hunting #1546 in Books > Business & Money > Job Hunting & Careers > Guides

## Customer Reviews

David Holmes does everything in his life 'full on' and with a high degree of passion and integrity. I've seen him drive to achieve as a high school and college scholar and athlete; as a patriot flying jets for his country; and as a 'later-than-normal' in life winner on Wall Street and in financial services. So, when I heard that David was coaching others to succeed in moving forward in their professional lives, and writing a comprehensive guide to interviewing, I had no doubt about the result. Once again he's exceeded my expectations. It would be easy for me to be biased a bit; but I must say that, independent from David, I too have been working with professionals in career transition for the last 13 years and have some expertise of my own in his latest area of focus. When I first got my hands on his SMART Guide to the Perfect Job Interview, I thought it was a bit 'thick'. However, as I got into it I found that it doesn't just focus on the interview itself, but there are also a plethora of great tips on how to 'get' to the interview, which is where most folks struggle mightily. You can work through the complete guide if you haven't interviewed in ages; or you can zero in on specific chapters if you just need to reinforce something. There are numerous, very useful, examples for job

seekers from various professions and levels. David helps the reader prepare by indentifying what value they can bring to the hiring company and, then making sure they can communicate that value effectively to the decision makers; based on the company's needs. All of that preparation helps to make the interview more predictable to the candidate and vastly improves their odds of success. One final thought: It would be very useful for Interviewers, who are on the other side of the table, to read key elements of the guide. It just might help them interview candidates more effectively and make better hiring decisions!

There is something useful in this book for everyone who is searching for a job today, or could be in the next few years - which, in these economic times, means practically all of us! Some 15 years ago, David Holmes beat the odds in transitioning from a 20-year career in the military to a second successful career in business, and you can see why in this highly insightful book. The many important interviewing lessons he learned along the way are all presented here in a brisk, understandable way. As befits its author's training as a fighter pilot and policy analyst in the military, this nuts-and-bolts guide is especially helpful in its emphasis on Preparation and Practice for the "Perfect Interview", using novel techniques such as "chair flying." But Holmes' experiences as a business executive are also very much in evidence as he addresses such Execution topics as "Closing the Deal" and "What to Do When It's Not Working". Reminiscent of the job search classic by Robert Bolles, *What Color is Your Parachute*, this Smart Guide to the Perfect Interview is chock full of checklists, useful tools and techniques, practical tips and other real-world, concrete advice aimed at increasing self-knowledge and identifying strengths. It then shows the reader how to leverage the insights gained about oneself and the interview process into interview strategies and behaviors that allow the job seeker to stand out while maintaining integrity and authenticity; and that increase the likelihood of landing that interesting, challenging job that we all seek. Especially valuable are the chapters on how to differentiate oneself in an interview by demonstrating core skills such as leadership, salesmanship and relationship management. These are qualities that almost all interviewers look for in candidates to one degree or another. If you are now in the job search mode or think you may soon be, read this book. You'll be glad you did.

As a very pronounced introvert, I was really nervous about interviewing with alumni from some of the universities I was considering. I didn't have any interview experience and no idea what to expect. I've got to say that "The Smart Guide to the Perfect Job Interview" gives you the low-down on several aspects of the interview I wouldn't have even considered important; how certain "resume

builders" can be detrimental, when to go in further detail on things, what certain responses translate to mean, etc. After reading through the "Smart Guide", I felt prepared to interview with unsavory characters, how to address the weaknesses in my resume, and how to build up my strengths - all without coming across as arrogant, ignorant, or unqualified. I probably would have stammered myself into humiliation if I had not read the "Smart Guide" - thankfully, I had; my interview could not have gone better!

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