

## Interviewing Success Program Overview

**Unlock your true potential and surpass other candidates with your dynamic interview performance. Learn cutting-edge techniques within the following competencies:**

- ✓ Identifying and developing strategies to eliminate self-sabotaging tendencies. Learn what the impact of communication studies have found and maximise your delivery. Conceptualise yourself to success!
- ✓ Analysing the various types of interviews, and how to optimise your performance during each of these. Don't be caught unprepared!
- ✓ Overcoming obstacles, barriers and adversity; transforming negatives into positives. Be prepared to provide a compelling response to difficult situations in your career.
- ✓ Responding to difficult questions; scripting appropriate responses for those hard-to-answer queries.
- ✓ Understanding vital stages through the interview process and how to maximise your performance during each of these stages: Preparation; Arrival; Introduction; Rapport Building; Closing; and Follow-up.
- ✓ Coaching your referees in order to enhance and optimise their communication during the reference checking process. Don't let the reference checking process let you down!
- ✓ Behavioural Interviewing vs. Traditional Interviewing – this is becoming an extremely common method of interviewing prospective candidates. Identify what behavioural interviewing is, and learn cutting-edge methods on how to approach and strategically answer behavioural questioning.
- ✓ How to develop your dynamic, self-promoting, 30-second elevator-marketing tool. Out-blitz your competitors at networking opportunities with your memorable personal marketing slogan!
- ✓ How to negotiate and maximise your salary/remuneration package.
- ✓ Identify your interviewer's communicating style through their behaviour and mannerisms; learn how to adapt your style to correspond with theirs and find out why this is crucial.



**Advanced Employment Concepts**

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