

10 Points For A Winning Job Interview

1. Research the company and position of interest
2. Determine the employers' needs; learn all you can through their website/career centers/friends
3. Anticipate likely questions that may be asked in the interview *
4. Study the job announcement carefully. Note the phrases they use when describing the desired qualifications. You'll want to target these as much as possible when developing your answers.
5. Rehearse the interview with relevant answers to those questions
6. Go with genuine interest, enthusiasm gives the strongest competitive edge
7. Recognize and rank your skills or best "selling points" for the position
8. Identify and clarify what you can do for them
9. Allow time to establish good mutual rapport; this is sometimes for difficult in some situations
10. "Facts tell but stories sell." When possible, answer questions with a short story that gives specific examples of your experiences.

* see [Questions Often Asked by Employers](#) under *Interview Tools* on this page for some ideas of likely questions