

5 tips for Interview Success

To succeed in interviews you need to understand the rules of the game, know what the employer's looking for and work hard to deliver. The following five steps will lead you on your path to success:

Know your Worth

In interview, you need to know what value you've brought to previous employers and have strong proof to back it up. Steer clear of generalities. For example, it's not enough to say that you have good project management skills, prove it! Give an example of a project you've recently managed showing how you completed it to deadline, within budget and how you successfully overcame any obstacles.

Get Physical

One of the most common issues I address in interview coaching sessions is posture. The way you sit has a huge impact on how you're perceived. You need to show energy and the easiest way to do this is through your body language. If you can show energy in an interview, the assumption is that you'll bring equal drive and dynamism when appointed to the company.

Keep Smiling

Most people are afraid to smile in interview as they feel they will be taken less seriously. Once an employer knows you can do the job, they will next focus on your "fit". Smiling will help show that you're a good team player, are able to build relationships with clients/customers and will help present you as a positive, "can-do" person.

Training Plan

Preparation is the key to success. When preparing for an interview, you should practice your answers out loud. Most of us rehearse answers in our head but when we open our mouths, the answer that comes out rarely sounds as good. Practising out loud will make your answers more crisp and concise.

That last Hurdle

When working with clients, I'm always surprised how much emphasis is placed on questions asked by candidates at the end of an interview. If there's very little to distinguish between candidates in a final shortlist, the decision can come to the quality of questions asked. The right questions can present you as a commercially aware, strategically focused, ambitious individual.

Conclusion:

If you want more information on how to answer specific interview questions, go to our website www.interviewtechniques.ie. Happy interviewing!

About the Author

Laura McGrath is the owner of *Interview Techniques*, a leading provider of interview coaching services. She has spent the last 15 years in staffing and recruitment and is a regular contributor with *Irish Jobs* and the *Sunday Business Post*.

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