### HOW TO ACE THE JOB INTERVIEW

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With Siqandar.ai



## Today's lecture

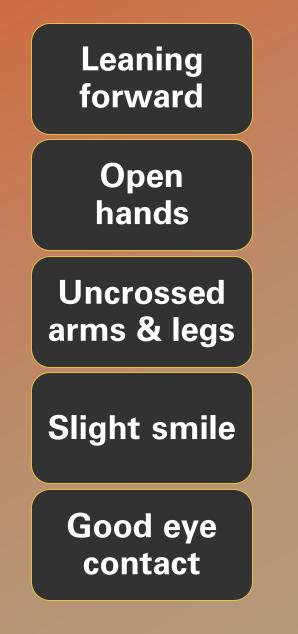
## Recap – Behavioral questions

Persuasive Communications

**Review Exercises** 



This are signs of : A. Openness B. Apprehension C. Evaluation D. Readiness





#### This are signs of :

A. Deception

B. Defensiveness & Anxiousness

C. Evaluation

D. Boredom



### Patterns of rocking

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Fidgeting with objects

**Increased leg movement** 

Increased eye movement

**Frequent gazes elsewhere** 

**Forced smile** 

# What is the 'S' in the STAR technique

- Simple
- Simulate
- Situation
- Structure

# What is the 'T' in the STAR technique

- Training
- Task
- Turbulence
- Titanic

# What is the 'A' in the STAR technique

- Attention
- Affinity
- Action
- Argument

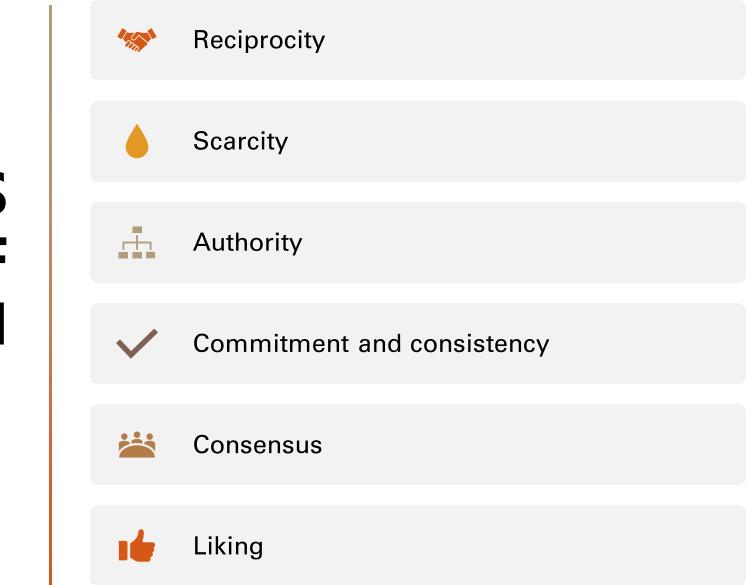
# What is the 'R' in the STAR technique

- Random
- Realize
- Result
- Rationale

RECAP			LEARN & TEACH ONLINE
Situation	Task	Action	Result
Introduce the situation to the employer and set the context	Describe the task you had to complete, including the expectations and challenges it would involve	Explain what you did, and how you did it	End with the results of your efforts, including accomplishments, rewards, and impact

### PRINCIPLES OF PERSUASION

Social psychologist Robert Cialdini



### PRINCIPLE OF RECIPROCITY

People feel obligated to give something back to you in return Mirror relevant visual & body language cues

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If they introduce a concept: appreciate that & 'mirror it back'

Prepare questions you ask them in return to their asking you questions

Can be a simple "thank you" note after the interview

### PRINCIPLE OF SCARCITY

WE ALL PREFER THE

RARE & EXCLUSIVE



Do not reveal everything in a single answer, short & succinct

## ?

For interesting points reveal part information for multiple questions



Indicate other career options\*

### PRINCIPLE OF AUTHORITY



#### QUOTE AN AUTHORITY : AUTHOR , RESEARCHER, BOOK , PRINCIPLE

#### "ACCORDING TO THE PRINCIPLE OF ....." VS. "I THINK THAT ...."

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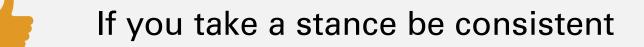
#### PRINCIPLE OF COMMITMENT AND CONSISTENCY

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Show your commitment to a cause or action



# PRINCIPLE OF CONSENSUS

If "everybody else" thinks this product is great, then it must be great.

PRINCIPLE OF LIKING		
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6	We are more likely to appreciate people we 'like'	
Q	Focus on Expressions & posture	
•	Smile	
?	Nod	
	Eye Contact	



## REVIEWING SIOANDAR

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