



HOW TO ACE THE JOB INTERVIEW

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

**Leaning
forward**

**Open
hands**

**Uncrossed
arms & legs**

Slight smile

**Good eye
contact**

This are signs of :

- A. Deception
- B. Defensiveness & Anxiousness
- C. Evaluation
- D. Boredom

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Patterns of rocking

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

S

T

A

R

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



Reciprocity



Scarcity



Authority



Commitment and consistency



Consensus



Liking

PRINCIPLE OF RECIPROCITY

People feel obligated to give something back to you in return

Mirror relevant visual & body language cues

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”

PRINCIPLE OF COMMITMENT AND CONSISTENCY

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Show your commitment to a cause or action



If you take a stance be consistent

- + . **PRINCIPLE OF**
- o **CONSENSUS**

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

PRINCIPLE OF LIKING

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We are more likely to appreciate people we 'like'



Focus on Expressions & posture



Smile



Nod



Eye Contact



REVIEWING SIQANDAR

