



HOW TO ACE THE JOB INTERVIEW

With Siqandar.ai

Today's lecture

Recap – Principles of
Persuasion

Some more common
questions

Review Exercises

WHICH IS NOT THE PRINCIPLE OF RECIPROCITY

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A. Mirror relevant visual & body language cues

B. Introduce a new concept

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

D. Can be a simple “thank you” note after the interview

WHICH IS NOT AN EXAMPLE OF THE PRINCIPLE OF SCARCITY



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



B. For interesting points reveal part information for multiple questions



C. Do not Indicate other career options

THE FOLLOWING INDICATE :

- A. COMMITMENT AND CONSISTENCY
- B. RECIPROCITY
- C. SCARCITY
- D. AUTHORITY

Show your
commitment to
a cause or
action

If you take a
stance be
consistent

THIS INDICATES THE PRINCIPLE OF :

A. CONSENSUS

B. RECIPROCITY

C. LIKING

D. AUTHORITY



We are more likely to appreciate people we 'like'



Focus on Expressions & posture



Smile



Nod



Eye Contact

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TELL ME ABOUT YOUR STRENGTHS

Hint # 1 : Think through your
experience and identify 3 examples
that best fit the role



Why is the interviewer asking this question ?

Your fitment with role and company

Starting point

Understanding you better

Your Communication skills

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TELL ME ABOUT YOUR STRENGTHS

Example :

<https://www.linkedin.com/learning/mastering-interviews-tell-me-about-your-strengths>



Putting together your strengths

List Hard Skills

- Industry knowledge
- Social media skills
- Qualifications
- Specialization
- Training
- Computer skills

List your soft skills

- Communication
- Reliability
- Flexibility
- Creativity
- Leadership
- Teamwork

Putting together your strengths

Link	Link your Skills to the role
Pick	Pick the Top 3
Think	Think of examples for each of these skills
Back-up	Always have a back-up skill



Tips to answer

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Be authentic



Align your strengths to the role at hand



Right balance between confidence and humility



Give specific details



Tie-in your unique personal story

What to avoid



Fabrications & exaggerations



All strengths not linked to role



Long, dragging response



Points you cannot backup with examples

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TELL ME ABOUT YOUR WEAKNESS

Hint # 1 : Watch for the rule mismatch pitfall



Why is the interviewer asking this question ?



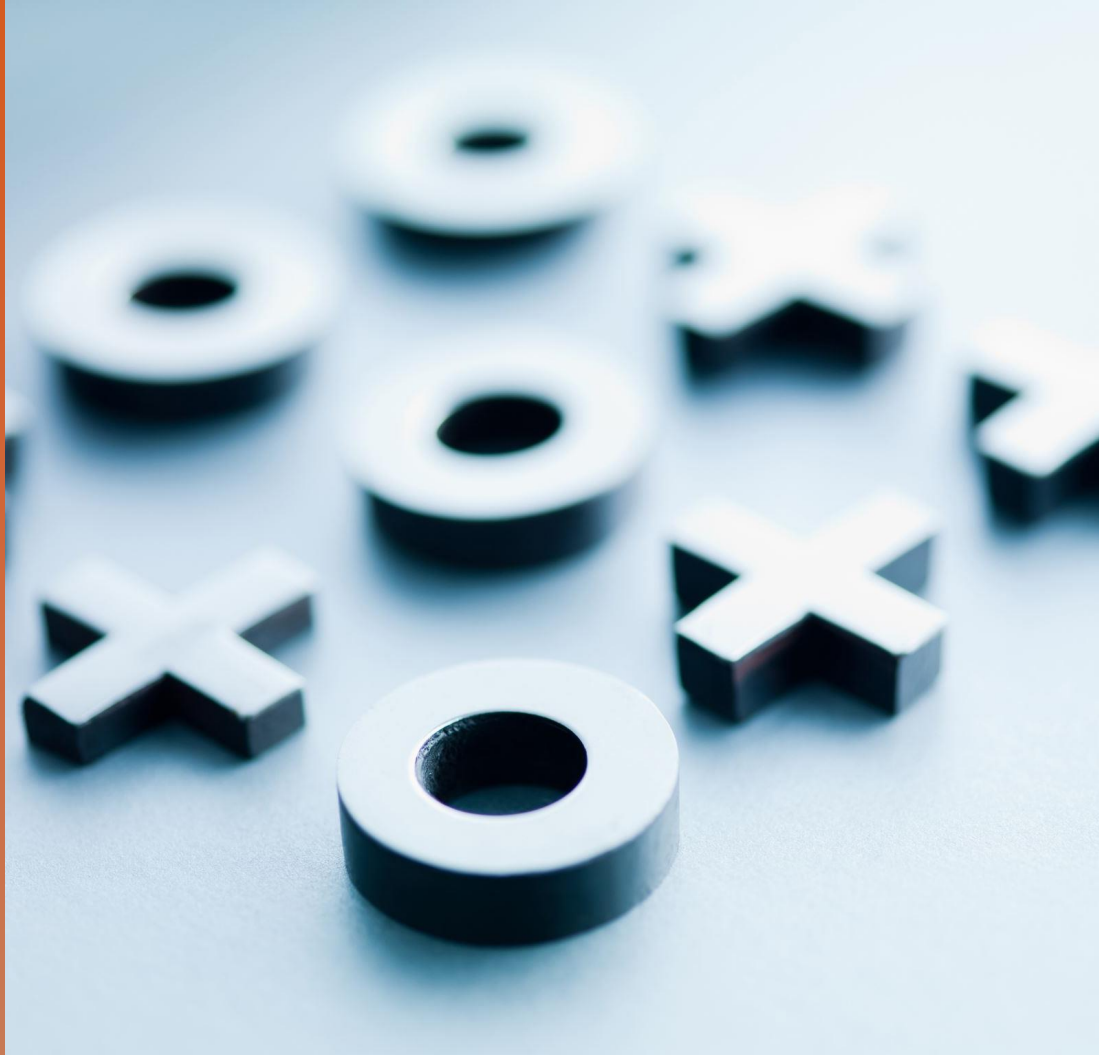
What can get in the way of doing the job



Looking for humility



Commitment to learning and growing



TELL ME ABOUT YOUR WEAKNESS

<https://youtu.be/ubE405nVkZg>

Tips to answer



Avoid a topic directly related to success in the job



Show Self awareness



Share specific details



Make it relatable



Prepare a resolution / future plan

Some sample responses



I focus too much on the details.



I have a hard time letting go of a project.



I have trouble saying "no."



I get impatient when projects run beyond the deadline.



I could use more experience in...(some area)



I sometimes lack confidence.



I can have trouble asking for help.



In the past, I have been uncomfortable with ambiguity.

What to avoid



A WEAKNESS
DIRECTLY LINKED TO
SUCCESS IN THE ROLE



KEEPING QUIET OR
BEING HESITANT



REVEAL A RED FLAG



RE-PHRASING A
STRENGTH