

Knock 'em Dead Job Interview: How to Turn Job Interviews Into Job Offers

Martin Yate CPC

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“One of the most admired authors in the career space.”
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KNOCK em DEAD


JOB INTERVIEW

How to Turn JOB Interviews Into JOB Offers

Turn job interviews into paychecks

- Find out who gets hired and why
- Discover the skills that underlie all professional success
- Learn what the interviewers want to hear—and how to say it to them
- Understand what's behind the questions you'll be asked

MARTIN YATE, CPC, *New York Times* bestselling author

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Martin Yate CPC : Knock 'em Dead Job Interview: How to Turn Job Interviews Into Job Offers before purchasing it in order to gage whether or not it would be worth my time, and all praised Knock 'em Dead Job Interview: How to Turn Job Interviews Into Job Offers:

6 of 6 people found the following review helpful. Looking Forward To My InterviewBy Shelly CarterUnfortunately I found myself back in the job market recently and it seems I am not doing too well in the interview process. I picked up

this book last week and it is full of great tips and tricks. I think one of the biggest take aways I got from this book is that I need to turn the job interview into a job offer. I have always just been going in like I am in a test, and I think I have been way to nervous. I took many notes from this book on different areas of interviewing that I struggle with and feel that I am now much more prepared for the next interview that I have coming up tomorrow. Thank you for helping to ease my fears of interviewing again after being pushed back out in the job market.

4 of 4 people found the following review helpful. Impressive amount of advice

By Rebecca

There are lots of resources available to people on the job market. But many of them stick to focusing on applying for jobs how to search for a good job, how to make your resume stand out, etc. Its rare to find advice on preparing for an interview and negotiating the terms of your employment. I was impressed by how much advice was given in this book and how many aspects of the interview preparation and process were given. From appearance to body language to maintaining your composure when the interviewer gets a little too personal, every scenario seemed to be covered. The author offered so many tips that never would have occurred to me. This is an excellent tool to keep on hand throughout a job hunt, and even as a refresher when youre trying to make yourself invaluable to your employer or if youre up for a promotion. This book reminds us to maintain a sense of professionalism that seems lost on so many applicants. I am confident that I will stand out from the crowd in my future applications and interviews.

1 of 1 people found the following review helpful. Martin Yate is a Job Hunter's Guru

By DC-Texas

This is a great book and it's not for the shy or timid. Yates does a good job of giving you the hard core realities behind hiring decisions, career success and the granddaddy of them all 'Understanding What You're Selling and What Your Customers Are Buying' and my favorite 'Sealing the Deal'. After a three and a half hour face-to-face with department managers, I was home in bed when I realized I hadn't prepared a formal follow-up letter. I went over my notes (discussion points, names of managers, titles etc.) and fashioned a letter. I forgot to get individual emails so the next day I hand delivered thank you notes to the front desk for each manager. The hiring decision was to be made one week from the time I interviewed, but I received a phone call the next business day from the corporate recruiter with a great offer! For the first time in my life the job hunt was fun and satisfying!

Land the job you want!

The interview is one of the most crucial moments of the job search experience and your chance to show your potential employer that you have what it takes to succeed in the position. In order to do that in today's highly competitive job search environment, though, you'll have to find a way to stand out from the crowd. Using his twenty-five years of experience, New York Times bestselling author Martin Yate has established a set of rules for job interviews that is sure to get you noticed. Instead of memorizing canned answers, Yate provides you with an explanation of the thought behind more than 300 questions and answers, so that you'll always know what the interviewer is really asking and how you should respond. Packed with information on handling stress questions and weird interview venues, this book also teaches you how to keep your cool--and confidence--from the moment you step inside the building. With Knock 'em Dead Job Interview, you will finally be able to differentiate yourself from the competition and score the job!

"Required reading."-LibraryJournal

"Excellent tips on how to answer potential clangers."- Cosmopolitan

"He's really just about the best in the business."-ALL Business, Dunn Bradstreet

"No job hunter can afford to bypass the Knock 'em Dead books."-Tony Lee Wall Street Journal

"I truly respect Martin Yate's work. His Knock 'em Dead job search books have set a standard for clear and effective advice."-Amy Lindgren, Atlanta Journal-Constitution

"Martin is brilliant when it comes to his depth and breadth of expertise, he stands above the rest when it comes to his knowledge of career issues."-Chris Duncan, Director - Customer Operations, CareerBuilder.com