

## HOW TO OVERCOME OBJECTIONS TO YOUR BACKGROUND AND EXPERIENCE IN INTERVIEWS



**Summary:** *How do you overcome objections based on your background and experience in a job interview? Keep reading to find out ways you can address common issues.*

**You finally got "The Big Interview" and you're doing your best to make a good impression. You're also worried that the interviewer is going to ask about that one embarrassing item – or gap – on your resume. Maybe it's that you were fired from your last job, or that you don't have the degree usually associated with this field. Perhaps you're afraid you'll be perceived as being too young, too old or too [fill in the blank] for the job.**

How do you respond to this delicate situation?

**Don't try to conceal the truth**, hoping the employer won't care. You may have learned how to hide your feelings in court, but it's harder to remain impassive in a job interview. Extra anxiety triggered by a half-truth may be conveyed to the interviewer through body language or voice quality and perceived as deception or dishonesty.

Don't wait for the interviewer to bring up the subject. Instead, raise the issue yourself as soon as you feel you've developed some rapport. You needn't linger on it though. Simply point out the situation, acknowledge that the employer may be concerned about it, and explain specifically why it will not interfere with your ability to meet the demands of this job.

**Turn your apparent weakness into a strength.** Someone who's been fired can explain what he learned from the experience and how he's a better worker as a result. A new graduate can point out that she's ready to be molded into the type of lawyer the employer needs. Meanwhile, the experienced lawyer can tout his ability to be profitable from the very first hour.

**Apply to different employers** if you can't figure out how to sell yourself to your targeted employers. A small entrepreneurial venture may appreciate a jack-of-all-trades more than a large company where functions are sharply defined and separate. A history of providing good results but remaining in jobs for only a short time will make you an appealing candidate for temporary, project, consulting or contract work.

**Special advice for minorities:** Most of the prejudice you'll encounter in the job hunt will relate directly to the question of whether you'll be compatible with the organization. Demonstrate your conformity through your actions, appearance and past history. If you cannot show a fit, ask yourself how much you want to join a club that doesn't want you as a member. In other words, expect to encounter prejudice, and choose potential employers based on your tolerance for bigotry. Either seek employers with reputations for open-mindedness, or set out to be a paradigm shifter or trailblazer. No matter what choice you make, you must show the employer not only that you can do the job, but that you will fit into the organization. Your objective is not to turn someone who's against you into an avid supporter, but to reduce that person's negativity enough to move your career forward.

you can get various job interviews tips by [clicking here](#).

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