

HOW TO TURN A JOB INTERVIEW INTO A JOB OFFER



The people that know how can turn a job interview into a job offer are also able to identify and discuss the recurrent problems that lurk at the heart of the work that they are doing. These types of people "get" the job in ways that the other candidates ever could. Think about the problems that can plague every account-receivable job: If the ongoing challenges that are associated with getting the costumers to pay their bills are not addressed effectively, then what happens? Ultimately, that employer is not going to be able to make payroll and then everyone is going to be let go. Consequently, an accounts-receivable professional who addresses these problems that are at the heart of their job is always going to be seen as superior to the other candidates. Everyone gets hired to do the same job. When you cut into the core of any job out there, it is pretty easy to see that is exists to identify, prevent and solve all problem. Whenever you get hired at a new job, you are being hired for your ability to prevent problems within your area of professional responsibility, and to solve all of the problems in an efficient manner. So, to turn your job interview into a job offer, just think about you job in terms of the problems that you are there to prevent, and the problems you are there to help solve, and you have isolated the areas of concern that every interviewer really wants to talk about. Interviewers hate to interview. The hiring managers hate to interview people, and invariably see having to conduct job interviews as a distraction from their real work, something that can be used to your advantage. Whenever you walk into a job interview, the interviewer is actually hoping that you are going to be the right one to hire. All that you have to do is make it easy for them, show them that you "get" the job and that you love having to deal with the issues that lie at that job's heart. How to show that you "get" the job. Your interview preparation should identify the typical problems that you job has to solve, and you should have examples of how you are going to solve the problem and prevent them from happening again.

1. Identify problems that you would typically face at your job, and identify unusual problems that are going to require special efforts.
2. Isolate the relevant background information and the special knowledge and education that is applied to tackled each of them.
3. Recall how you thought through the problem that is related to each situation, say your plan of attack and your ultimate solution.