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# WHY SHOULD WE HIRE YOU? EVERY DAY IS AN INTERVIEW BY BROOKS HARPER

## Chapter 1 - Facts Tell, Stories Sell - Pages 1-29

20 Points

When have you acted as a sales person?

Why do you have to sell yourself to a company?

What is TANSTAAFL?

What was Brooks' first job after college?

How are the best opportunities for employment going to come your way?

What two questions should you ask at the end of every interview? Why should you ask them?

1.

2.

What must you do to get an interview?

Why is your degree not enough to get a job?

What is a predictor of future performance?

You should answer an interview question using STARS. What does STARS stand for?

Why are stories easier to tell than answering interview questions?

Practice using STARS to answer the following interview questions.

- First, describe the situation/task:
- Second, describe the action(s) you took:
- Last, describe the result:

1. Tell us about a time you had to work as a team to accomplish something.

2. Tell us about a time you changed someone's mind or opinion.

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### Chapter 2 - Interviewing is a Contact Sport - Pages 30-41

30 Points

Why are many applications submitted online never seen by humans?

What's something people used to staple to their resumes?

What should you use to help get yourself an interview?

Where do people who do not network usually find themselves?

What is LinkedIn and why should you use it?

List three tips to create a powerful LinkedIn profile.

- 1.
- 2.
- 3.

What's one of the best ways to meet influential people?

Who else was speaking at a well-known university at the same time as Brooks?

What should you always keep on you?

Why should you be selective about which relationships you choose to invest in developing?

Make a list of contacts who may be able to help you in the future.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

List ways you can become involved to increase your network.

- 1.
- 2.
- 3.
- 4.
- 5.

If you don't have a business card, make one! What would be important information to include on your business card?

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### Chapter 3 - Who's Interviewing Who - Pages 42-55

10 Points

When does the interview start?

What should you bring to the interview?

How early should you arrive for your interview?

How strongly should you squeeze a person's hand?

Why should you look for personal belongings in the hiring manager's office?

Why do you need to take a proactive approach when interviewing?

What is a portfolio and why is it important?

Your interviewer will probably not ask to see your portfolio. How do you make them see it?

How can you respond if your interviewer is concerned about your lack of experience?

What do you need to send after an interview?



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### Chapter 4 - They've Got Questions, You've got Answers! - Pages 56-88 40 Points

*\*Remember to tell stories when you answer these common interview questions.\**

Why do you need to practice your interview questions?

Answer the most common interview question, "Tell me a little about yourself?"

Why do companies ask why you want to work for them?

Answer the interview question, "Why do you want to work for us?" for a job of your choosing.

Answer the interview question, "What are your strengths?"

Answer the interview question, "What are your weaknesses?" Explain what you are doing to overcome or compensate for your weaknesses.

Answer the interview question, "Tell me about your best boss." If you have never had a job before, then describe what your ideal boss would be like.

Answer the interview question, "Describe to me your worse boss." If you have never had a job, use a teacher that was not necessarily your favorite for this question.

Answer the interview question, "Where do you see yourself in five years?"

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Answer the interview question, "What one word describes you?" Remember to include an explanation for why that word describes you.

Answer the interview question, "What is your biggest accomplishment?"



Why do you need to show enthusiasm when answering how you heard about the open position?

What jobs could you work at while in high school to help you be prepared for your dream job?

Why do companies ask who else you are interviewing with?

How should you answer the question about why you are leaving your current job?

When should you bring up your gaps in employment?

Answer the interview question, "Why should we hire you?"

Why can't interviewers ask about your relationship status or if you have children?



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Chapter 5 - Every Day is an Interview - Pages 89-101

20 Points

Why should you consider interviewing for jobs you do not intend to take?

Who do you want to make the final hiring decision?

What is every day?

When is it easier to find a job?

Why can you not become complacent at a job?

What is your most valuable asset?

What are 13 things you control that have a major impact on your brand name and image every day? What do each of these things say about you?

- |    |     |
|----|-----|
| 1. | 8.  |
| 2. | 9.  |
| 3. | 10. |
| 4. | 11. |
| 5. | 12. |
| 6. | 13. |
| 7. |     |



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Chapter 6 - 12 Keys to hearing "You're Hired!" - Pages 102-119

20 Points

What is a resume?

What should your resume highlight?

Why do companies want to avoid "train wrecks"?

What are two ways you can use body language while interviewing?

1.

2.

Why would you be required to meet with team members before you are hired?

What question can you ask after you after an interview question if you are unsure if you should keep talking or not?

Why are hiring managers going to search for you online?

Why would you need a career coach?

What's a response you can give when asked about your salary requirements early in the interview process?

Give two reasons to turn down a promotion.



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### Chapter 7 - Why didn't they hire me? (A Dozen Reasons!) - Pages 120-131 10 Points

What can you do to help make sure the company you are interviewing with sees the real you?

How will companies know about your accomplishments?

Why do you not want to display overconfidence at an interview?

Why should you never go into an interview with the mindset that it's "in the bag"?

Why do you need to ask if there are any concerns about your candidacy?

Why do you need to send a thank you email and card?

Why do you still want to do your best when interviewing for a job that already has a pre-determined candidate to hire?

What do you need to do in order to G-E-T the job?





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Chapter 8 - Turn Your Passion into Your Paycheck & Final Thoughts - Pages 132-140 20 Points

What are you passionate about?

Why should you avoid debt?

Why is integrity important?

Why is character important?

Why is diligence important?

Take a personality assessment ([truity.com](http://truity.com)). Answer the following questions from your results.

What is your work style?

What are your career interests?

What are your top job tasks?

What are your core values?

What are your key personality traits?

What are your top careers?

