

Be prepared for the Poor Interviewer

Just because a person is qualified for his/her job technically, it does not mean they are good at conducting interviews.

You make sure you work in your material when someone does not know the right questions to ask or asks very general, unclear questions.

Ask, "Would you like to hear about my experience with _____?"
He/she will say a grateful, "Yes."

Ask what kinds of issues/problems they often face in their department and tell how you worked on and solved/improved similar situations.

You are Overqualified for this Job

Offer the reasons that you are applying. They need to be assured that you are not taking this until you find something that is a better match – they will have to go through the whole process again.

"I have accomplished so much in my career. The parts I have liked correspond to this position. Even though I know I will be taking a pay cut, I want to do work that is the best match for me, and this is it."

You are Unqualified for this Job

State what courses you are taking that are compatible with what they need and how you will do what it takes to be fully prepared to do this job well.

If this job is not for you, ask what positions they have that would be good for a committed, hard worker like you.

Your Five-Year Plan

You probably will be asked your five year plan or longer. Talk about growing within their organization, learning new skills, and taking on more responsibility. You are willing to look at promotions should they appear. Do not say to the interviewer, "I want your job."