

## **Job Interview Tips – Why Should I Hire You?**

This is the one question that seems to strike fear in the heart of every job seeker. Not only does it put you, the candidate in an uncomfortable position but the tone of the question itself is deliberately provocative.

However, this is one of the easiest questions to answer if you know the right formula!

First, a little preparation.

You want to take whatever job description you have of the position with you into the interview. If you do not have a job description that is OK. At the beginning of the interview, you want to ask the interviewer to describe the qualities and skills that the company is looking for in a top candidate. Discretely jot down the highlights of whatever they tell you. By the way, these are your talking points for the rest of the interview.

When the dreaded question arises...*why should I hire you*, you simply look down at your notes and state back to your interviewer your understanding of the key qualifications. So you would say something like this:

*Well as I understand it you are looking for someone who can....*

As they nod their head in agreement you add:

*Not only do I have many/all of those skills and qualifications, I hope it's not too forward to share with you that I am really excited about this position!*

Alternative positive statements include:

*...I really see myself working here.*

*...I really want this job!*

Though this is a simple technique, be sure not to discount the powerful effect it has. You will have to try it out to see its full effect and I promise you it will be a very positive one.

Usually the intent of the interviewer in asking provocative interview questions is to see how you will respond. Will you stammer? Get defensive? Go on and on? So, a smooth, confident and positive answer wins every time!

Use this simple yet powerful technique to help ace your interviews!

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