

# CREATING A SUPER IMPRESSION AT THE INTERVIEW

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## Q&A

CORPORATE COACH ACADEMY

By Dr Michael Heah



CEO/Adjunct Professor/Certified Master Coach

### Have you ever wondered why you did not get the job?

You had a good qualification that matched the job. Your resume was well-written. You were well-prepared for the interview and had dressed smartly for it. You also felt the interview went extremely well and the offer would be forthcoming. It has been a month now. Nothing happened! So, what went wrong?

One key reason why people fail at interviews is because they did not sell their personality well enough to the interviewers. This is about your personal traits and communication abilities. Employers are demanding more of these from prospective employees. At the interview, listen well to their questions, and answer them correctly while picking up cues on what else they are looking for in your personality.

From my experience, there are five top personality traits that most employers look for. They ask 'tricky' questions to find out whether you have these:

- **High Motivation and A Can-Do Attitude**

What was it like when you were asked to do something you had never done before?

- **Problem-Solving Abilities**

How do you normally solve problems?



- **Team Player**

Do you work better alone or in group?

- **Service Attitude**

What do your colleagues say about you?

- **Communicate well both verbally and in writing**

What do you take into account when you communicate?

Usually, employers want to know of recent examples where these traits are demonstrated. If you are a fresh graduate, always keep your talents up-to-date.

- Always learn something new that gives you the 'bragging rights' to demonstrate your can-do attitude and problem-solving skills. Find out the 'preferred' activities that the job requires and then work towards getting them.

- Volunteer yourself to do some communal work to build your teamwork and service skills. There are many organisations

out there that more than welcome volunteers' expertise to help them organise or be part of these in-house initiatives.

- Start or be part of a support group or action committee that showcases creative problem-solving, teamwork, and service talents. Start in your own neighbourhood and join, for instance, the Residents' Association, a church group and so forth. It pays to be observant to know about some social challenges in your area, such as, elderly neighbours need transportation for errands, children are tripping on uneven sidewalks that are lining many of the streets and so on. All these can help you to identify a problem, form a group, find a solution and solve the problem with results.

- Writing is an excellent way to exercise your capacity in written communication. Start a blog or write for an online magazine in your area of expertise. The employer would then

have an easily accessible example of your written communication style.

- Joining a communication group like the 'Toast Masters' will help you develop and refine your verbal communication skills. Many companies now expect all employees to be able to present information in an effective manner.

Superior personality traits are not only good for getting job at interviews but will go beyond to help you in your career success as well. All good leaders should have strong leadership traits to help them forge ahead in their careers.

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