INTERVIEW WORKSHOP

By Lt. PJ White

For Massachusetts Maritime Academy Cadets
Before the interview: research

- The company.
- The interviewer.
- Salary statistics, so when they ask how much you want - you can give a reasonable answer.
- Write down a list of questions for the interview.
During the interview: first impression

- When meeting the interviewer, look them in the eye, and walk with confidence.
- Shake hands like a pro.
- Body language.
- Smile.
During the interview: you

- Stay focused.
- Project confidence.
- Be yourself.
- Listen twice as much as you talk.
- Don’t interrupt or argue.
During the interview: DO NOT

- Ask obvious questions.
- Ask loaded questions.
- Hint at desperation.
- Ask irrelevant questions.
- Talk about compensation (unless asked).
- Talk about relocation.
Interview: secrets

- The job description will indicate the types of questions you will be asked.

- Interview questions are not tricks— they help the interviewer learn about you.

- Your responses to questions tell the interviewer how you think on your feet.

- Interviewers take notes, just like you should.

- Interviews should be connections.
“Do you have any questions?”: Yes!

- Always have one.
- This is not a dismissal question.
- Make sure the question is job related.
- Shows interest, intelligence, and confidence.
- Don’t ask about salary.
- Ask about next steps.
Employers perspective: FYI

- Employers are running the show.
- Organizations must get the hire right or they may not get a second chance.