

SUPPLEMENTARY MATERIAL 1

TOP 10 LIES OF JOB CANDIDATES

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Study the top 10 lies of job candidates. This will help you avoid making hiring mistakes. This is a definitive list of lies, so if your candidate tells you different ones, at least he/she is creative.

YOU DIFFERENT ONES, AT LEAST HE IS CREATIVE.

LIE

"I've got three other offers, so you'd better move quickly."

"I was responsible for my company's strategic alliance with Google."

"I'm leaving my current organization after only a few months because the organization isn't what the CEO told me it was."

TRUTH

I've had three other interviews, and no one has flat-out rejected me yet.

I picked up the Fed Ex envelope from Google.

I don't know how to do due diligence.

LIE

TRUTH

"I've never been with a company for more than a year because I get bored easily."

It takes people about a year to figure out that I'm a bozo.

"I'm leaving my current organization after only a few months because the organization isn't what the CEO told me it was."

No one wanted me in her department.

"Most of my references are personal friends because they know me best."

No one I worked for is willing to give me a reference.

"You've never heard of my last three employers because they were in stealth mode."

All the companies I worked for imploded.

"I'm no longer with the organization, but I maintain an excellent relationship with people there."

I was forced to sign a non-disparagement agreement to get my severance package.

"I am a vice president, but no one reports to me."

I've been put out to pasture.

"I'm expecting to at least double my prior compensation package."

I was overpaid and understand that that I may have to take cut for a good opportunity.