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# JOB INTERVIEW PREPARATION

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# Learning Outcomes

By the end of this session, you should be able to:

- Properly prepare for a job interview.
- Dissect a job posting and research a company.
- Create selling points for every position.

# Preparation before interviewing

I typically prepare a ratio of 1:4 - 1:10.

For a 15 minute phone screening, I do 1 hour of work.

# Job Posting Example

[Jr. Data Scientist](#)

# Understanding the Job Posting

1. What is boilerplate? What is specific?
2. Read the literal words.
3. Interpret the words.
4. Read between the lines. What is not said? What is vague?

# How to Research an Organization

What does it do?

What is the organization's mission?

How do they make money?

# How to Research an Organization

- Organization's about webpage.
- Wikipedia - Hard to manipulate.
- Crunchbase - Focus on funding and public relations.
- Glassdoor - Focus on recent reviews & interviews.

# In Breakout Rooms

1. Pick a single job posting.
2. Work through it using the guidelines just discussed.
3. Then research the company.



**Questions?**

# Preparation Before Each Interview

Write down on **paper**:

- Selling Points
- Questions they might ask you
- Questions you'll ask them

# Selling Points

- What makes you a strong candidate for this role?
- How can you add unique value?
- Address each job posting requirement:
  - They write: "Proficiency in Python."
  - You say: "Python is lingua franca of my current program. We code in it every day..."

# **PAINKILLER**



# **VITAMIN**



"Need to have"

"Nice to have"

Solves unmet customer needs

Improves an existing solution

Want to use

Should use

Google Maps  
Amazon Echo  
Lyft/Uber

To-Do List Apps  
Fitness Trackers  
Nextdoor

# Example Selling Points

Broad Expertise - I have done something similar before.

Strong coder - I have created proof-of-concepts that were production-ready.

Get Stuff Done from Day 1 - Here are my ideas about the role...

# Interview Checklists

# Takeaways

- Don't wing it! Preparation is most of the work.
- Deeply understand the job posting and organization.
- Create custom selling points for each position.