



LESSON 1.

Introduction & Objectives

Interview Essentials

— with Shadé Zahrai & Faysal Sekkouah

Watch the corresponding training video and then open an online document or use a physical notebook to complete any exercises below. Or you can input your responses directly into the PDF.



Course Outline.

1. Introduction & Objectives

2. Preparation for an Interview

- 2.1. Researching for an Interview

3. Interview Confidence

- 3.1. Calming Nerves on the day

4. Mindset Shift: Don't 'Show Off', Demonstrate your Value

5. The Expert Approach

6. Types of Interview Questions

7. The Secret to Answering Any Interview Question

8. The STAR Interview Response Technique

- 8.1. STAR Framework Example 1: "Tell me about how you worked effectively under pressure."
- 8.2. STAR Framework Example 2: "Tell me about a time you showed initiative on the job."

9. When you don't have all the job requirements

- 9.1. How I personally addressed this in an interview.

10. Most Common Interview Questions

- 10.1. Tell me about yourself - Dos and Don'ts.
- 10.2. Tell me about yourself. Example 1
- 10.3. Tell me about yourself. Example 2
- 10.4. Tell me about yourself. Example 3
- 10.5. Tell me about yourself. Example for a fresh graduate.,
- 10.6. What is your greatest Weakness? Dos and Don'ts

- 10.7. What is your greatest Weakness? Example 1

- 10.8. What is your greatest Weakness? Example 1

- 10.9. What is your greatest Weakness? Example 3

- 10.10. What is your greatest Strength? Dos and Don'ts.

- 10.11. What is your greatest Strength? Example 1

- 10.12. Why should we hire you?

- 10.13. Why should we hire you? Example 1

- 10.14. Why should we hire you? Example 2

- 10.15. Why should we hire you? Example for a fresh graduate.

11. How to address gaps in your employment timeline?

- 11.1. How to address gaps in your employment timeline. Examples.

12. Questions to ask at the end of an interview

13. Negotiating a Starting Salary

- 13.1. How to dodge the "what's your current salary?" question.

- 13.2. Making the first offer

- 13.3. What to do if they come in with the first offer and low-ball

- 13.4. Give a salary range, but never a number

- 13.5. Go in with leverage

- 13.6. Don't accept right away - the 24 hour rule

- 13.7. Make silence your best friend

- 13.8. What to do if the final offer is too low

14. Following up after an interview

15. Closing & Good Luck

Introduction & Objectives

Chances are you've made the investment into this course at this particular time because you're either currently going through the interview process or soon to be applying for jobs.

Maybe it's your first job out of college.

Maybe you haven't been to an interview for a while.

Maybe you've been getting knocked back in recent interviews.

Wherever you are in your job seeking stage, this course is designed to give you the essential tools and strategies that you need to be confidently prepared for your next interview and to put your best foot forward.

Why choose this course?

This is a no B.S., no fluff interview course prepared by a couple with a combined 25 years of experience.

Shadé has a highly accomplished professional career and has mentored hundreds of professionals to successfully level up their careers, negotiate significant salary jumps and boost their fulfillment. Faysal is a former executive MBA lecturer that has also worked with numerous Fortune500s with recruitment, graduate training, collaborated with universities to help prepare graduates and post graduates for the job market and even partnered with Monster.com to deliver intensive interview preparation camps.

Shadé and Faysal now run Influenceo Global Inc. a leadership and performance training, speaking and research consultancy that works with Fortune500s around the globe.

In this course we'll share with you:

- **How to best prepare for an interview** and have you feeling confidence by overcoming your nerves,
- The Mindset Shift you need to help you perform and how to adopt the 'Expert Approach' for **greater confidence and capability**,
- **Questions to ask at the end of an interview** so you're prepared and demonstrate your enthusiasm and genuine interest to help you stand out,
- **The secret to answering any interview question** using a simple four step formula plus my added bonus step,
- **What to say if you don't have all the job requirements** and still demonstrate that you're a suitable candidate,
- **The framework for telling stories** during interviews
- Frameworks and examples for **how to answer the most common interview questions**, along with dos and don'ts, &
- The essentials for when it comes to **negating a salary so you maximize your chances of getting something you're really happy with.**

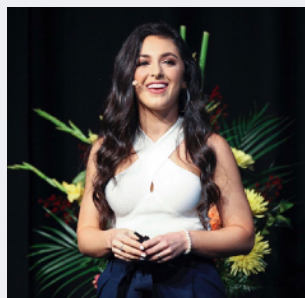
Your Expert Instructors

Shadé and Faysal are a husband and wife team with a combined 25 years of professional experience spanning corporate, entrepreneurship and training & development.

They are co-Founders and Directors of their company Influenceo Global Inc., a leadership and workplace performance consultancy that works with Fortune500 companies across the globe including Microsoft, Procter & Gamble, Electrolux and McDonalds.

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Shadé Zahrai Director

MBA, LLB (Hons I), BA-Psych, Dip Pos. Psych, IECL Certified Coach

Award-winning leadership strategist, mindset expert, Harvard Trained Leadership coach, 2019 Mentor of the Year and Telstra Women in Business Awards Finalist. Shadé is recognized for her superhuman ability to translate neuroscience and psychology research into practical, actionable strategies to accelerate success.

Shadé has **over 1 million combined followers on social media** for her **content on career growth and personal development**.



Faysal Sekkouah Director

BSc. Environmental Science

Faysal brings a unique blend of over **15 years global startup, training and personal development experience** to consult clients from **Fortune 500s to startups the G20 to Business Schools**. He has co-founded start-ups in training & development and in the highly competitive mobile tech accessory market. Commercialized the 'World's Thinnest and Most Portable' USB charge cable for mobile devices - the only product of its kind to ever be certified by Apple.



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Thank you for choosing **Interview Essentials!**

We can't wait for you to put what you learn into practice and to confidently put your best foot forward.

We wish you success and fulfillment with your career journey.

Shadé + Faysal



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