

# How to get calls for an Interview for desired role

## Deep Dive into Follow up



# Introduction

Management Coach and Mentor with 40 years of experience in Talent Development

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Post Graduate in Marketing & Finance from IIM

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26 years of work experience in Unilever, Johnson & Johnson and Dumex India (now Danone Nutrition) in sales, marketing, operations and general management in senior positions in India and Asia Pacific

Been consulting, coaching and counselling individuals, small and medium business since 2007

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Also a certified CEO coach

Coached and Mentored for past 14 years @

- ✓ IIM Udaipur
- ✓ Vikram Cements
- ✓ Seva Mandir Udaipur
- ✓ BSL Ltd
- ✓ Mayur Suitings
- ✓ Volkswagen India
- ✓ Kris Flexipacks Pvt Ltd
- ✓ Bayer India
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- ✓ Hindustan Instruments
- ✓ Panache Computers

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# Purpose

The purpose of the module is to give you an in-depth understanding of how can you do the follow up to your 5 minute call well that can better help you get a call for an interview for a desired role.

At the end of this module you will learn the following

- Understand why is it important to do the follow up to the 5 minutes call well
- Understand what do you do today to do the follow up to the 5 minutes call
- What steps should you take to do the follow up to the 5 minutes call well
- What could doing your follow ups look like?



# Why do the follow ups to the 5 minutes call well ?

- As they say success is 1% inspiration and 99% perspiration; right follow up are that 99% to your getting that interview call
- Right follow ups are necessary to show to the recruiter that you are interested in that company and role
- Recruiters are busy people and can forget you if you don't do the follow ups well
- Follow ups tell you what next to do instead of your making a blind guess
- If you don't do this follow up to 5 minutes call well, you could lose all the good work done so far!



# Current Process Review

What do you do now to do a follow up with the recruiters and how good is it?

Current Process	Process Effectiveness



# Current Process of doing the follow ups

- Most of us do the follow up with the recruiter about the getting hired
- We either give a long gap of weeks or follow up so closely that either recruiter forgets or pushes us back
- We keep putting our agenda at the top without having any concern about the Recruiter's.
- And we make the recruiter unfriend us!



# Follow up



- Call, email or text on the suggested follow up day
- Begin by introducing your self briefly and asking if it is good time to talk
- Thank appreciatively for the time provided to talk again
- Ask if anything you need to do to move forward
- Listen, thank appreciatively and note the next steps
- Carry out the next steps patiently and appreciatively





# What could a good follow up look like?





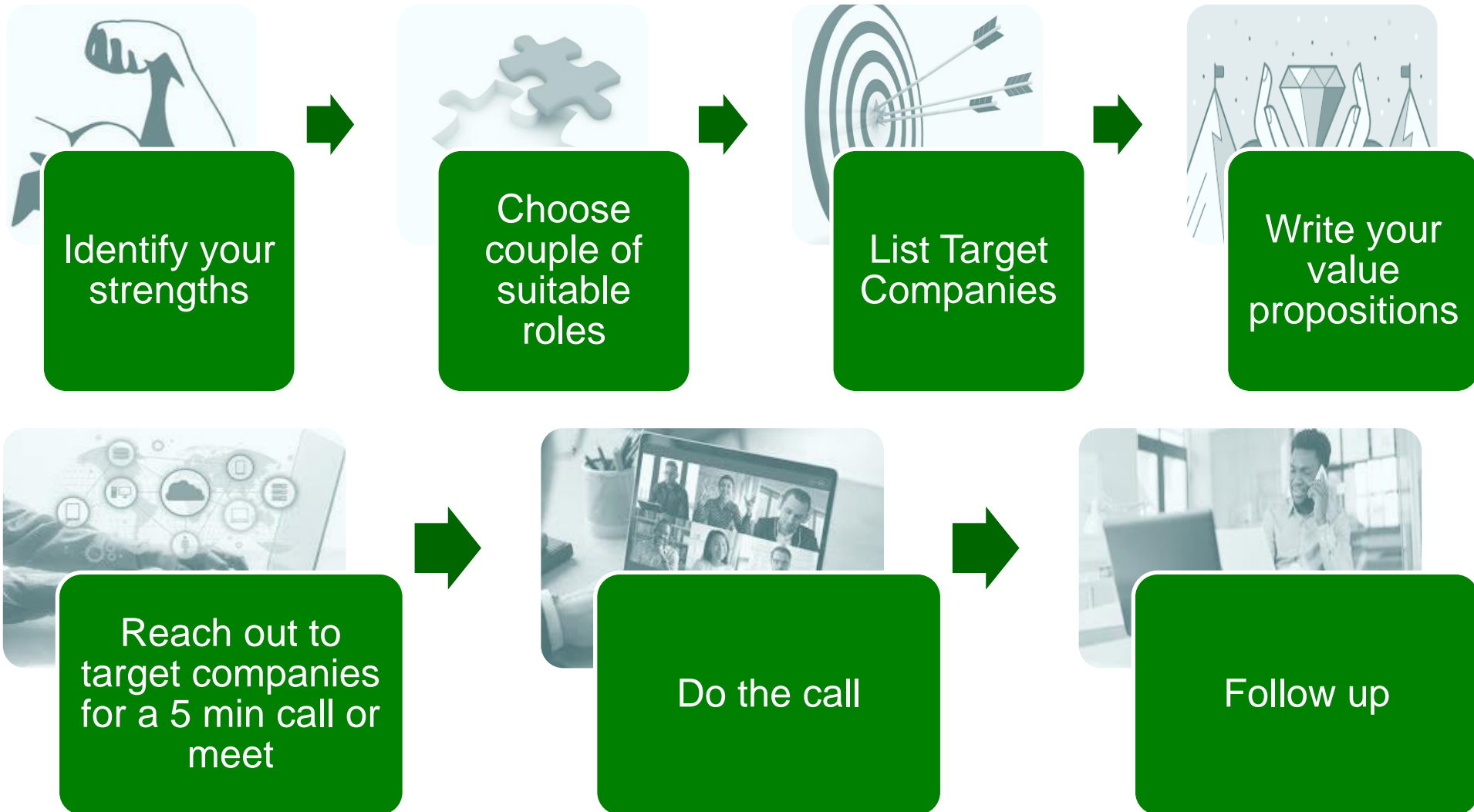
# What did we learn in this module

- Most of us mistime and misplace our follow ups
- This process is not very effective for most of us, because it puts off the recruiter
- We need to consider doing the follow up to the 5 minutes call well to keep the conversation going for as long as possible
- It is like Kite Flying; we need to keep the Kite in the air all the time
- We now know that what kind of follow up to the 5 minutes call can convert into an interview call if handled with tact and patience



# What is in it for you in the next module?

## Time to Summarize?





Thank you for watching  
How to follow up 5 minutes call well  
to  
Get calls for an Interview for desired  
role

