

## 1. Intro

- a. Robert's *Hit Points vs Collecting Yeses and Nos* analogy
- b. What are features of good interviewing? Poll the group - "put yourself in the shoes of the interviewer"
- c. Introduce other three topics

## 2. CAR

- a. Introduce Context - Action - Result, this is the minimum you need to tell a story
- b. Exercise: Everyone think of their two best interview stories and write down an outline, pair up and tell them to two different people. Give feedback - what did you take away, or what was the most memorable thing?
- c. Further instruction:
  - i. Lecture: If you want to emphasize how hard a problem is, talk more about context
  - ii. Ask the crowd to think about what emphasizing the other two indicates
    - 1. Personally, I think emphasizing action indicates agency
    - 2. Results are kind of tough - what does the crowd think?
- d. Pair off with new partners, one of them asks an interview question - put your answer in CAR format and emphasize a different part of your story in accordance with the question. Don't tell your interviewer what you're emphasizing. Give feedback - what are your takeaways, plus what worked well
- e. Break, ask for questions

## 3. Categories / Qualities

- a. List qualities that the stories you heard had - intent is to gather group knowledge. Dave can run this on the whiteboard
- b. Compare this to our list of three categories
- c. "Now the exercise is to generate as many stories as you can". Have people write down 20 stories about themselves - only enough words on paper to know what story you mean to tell, no more. Only after ten-fifteen minutes do you tell people that it's okay to write down fewer than 20, 13 is a good minimum
- d. Interview bingo - requires setup time on whiteboard and preprinted lists of questions

## 4. Narrative

- a. Introduce narrative styling for interviews, "I am a person who does X"
- b. Short skit with Dave and Robert about being late (Let's say you let slip that you're late to things, Robert's story, Dave's modification, Robert's takeaway)
- c. Strengths recognition - Pair off and tell a new story to your partner, then spend three minutes analyzing its strengths. Switch.
- d. Weakness recognition - As above but analyze its weaknesses
- e. End - (*should this be homework?*) For every story you wrote down, list two others that you can reference within it

## Categories

### 1. Types

- a. Opener / tell me about yourself
- b. Story about competence
- c. Completion of projects
- d. Failure
- e. Technical expertise
- f. Working with others / leadership
- g. Passion
- h. Hobbies / fun / something interesting about yourself

### 2. Past

- a. Recent Job #1
- b. Recent Job #2
- c. Recent Job #3
- d. Past Job # 1
- e. Past Job # 2
- f. Hobby # 1
- g. Hobby # 2
- h. Education # 1
- i. Education # 2

### 3. Traits

- a. Funny
- b. Short story
- c. Leadership
- d. Solo work
- e. Group work
- f. Logic
- g. Critical thinking
- h. Culture fit