

# The Five Minute Interview

*Richard H. Beatty*

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#3420351 in Books John Wiley n Sons Inc 1987-02-11Original language:EnglishPDF # 1 #File Name: 0471858897202 pages | File size: 41.Mb

**Richard H. Beatty : The Five Minute Interview** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Five Minute Interview:

1 of 1 people found the following review helpful. Must Read for anyone in the job market!By EveA friend gave me this book maybe 7 years ago or so.. and I loved it so much I gave it to my sister.This talks about a different interview style, basically how to have a conversation with someone vs having them ask you questions (like an interrogation) and then have that awkward silence when the person asks you if you have any questions. If you do the interview correctly there would be no questions at the end, because they already have been answered (without the interviewer even realizing it sometimes!)This book teaches you to have conversations during the interview that answer those awkward "where do you see yourself in 5 years" questions BEFORE they are even asked.I have used these techniques since I read the book and it is RARE that I have not had a 2nd interview EVER. My sister used the techniques/still does and has been promoted many times.It does come with a warning.. if the person interviewing you does NOT have solid interview skills you will end up interviewing them! Because it's basically picking up what someone said last and asking a question.. then repeating things.. basically having a conversation and back and forth dialogue. You start being more "present" in the interview and can pick up on what is important to the company and what types of things they would want to know about you, not just sitting there and going through question 1-50.This is a definite read if you need help and always feel like you are "not in charge" while being interviewed. Remember it should be a mutual exchange, and both you and prospective employer should be on the same page.It even got me through the recession, I

was laid off and got a better job in 2 weeks!3 of 3 people found the following review helpful. recommended for job interviewBy smtiremanThis is a well written book for someone fighting to get a job. Some good practice exercises that require some introspection into how to answer potential questions from interviewers. This was highly recommended by a friend as the best homework for job interviews.0 of 0 people found the following review helpful. Great book and easy readBy CustomerI gave it a five because it helps me to see the big picture. So far I've only used it once and the questions seemed to go over the interviewers head. I'm female so I think he may have been a little intimidated. I was very subtle but I don't think many interviewers are knowledgeable enough to answer these types of questions. I may save most of them for when I speak to upper level executives. Great book and easy read.

The key for this book is chapter one which develops the five minute concept. This chapter features important subjects such as physical chemistry, listening vs talking, eye contact and vocabulary. It is a revolutionary approach to interviewing that enables you through skillful questioning to identify a company's goals for change and growth, establish your qualifications - and sometimes even get an employer to rewrite the job description on the spot to match your skills and experience.