

# Interviewing from the Manager's Perspective

Career Day

STC Washington DC

March 2004

- ❖ Epiphany - What caused my paradigm shift
  
- ❖ *What Color is Your Parachute* by Richard Nelson Bolles, p. 249
  
- ❖ Assumption: They have the job that you want. You've come begging.
  
- ❖ Context
  
- ❖ The Continuum
  
- ❖ The state of the economy
  
- ❖ What are they really seeking? What are you really seeking?
  
- ❖ Their questions
  
- ❖ Your questions
  
- ❖ The team approach
  
- ❖ What the final decision is based on
  
- ❖ Closing the deal