

Sell yourself at job interview

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Selling yourself to a potential employer is the

purpose of a job interview.

What you are selling is the impression that you have the knowhow to do the job. When you are

hired you will be able to demonstrate that you do have the knowledge and skill for the job.

First impressions are very important in job in-

terviews. If you don't make a favorable impression, you may never get the opportunity to show what you know.

To make a favorable

impression you need to have confidence in yourself. You must convince the employer that you are the best person for the job.

Clothing is an important part of the job interview because it gives the interviewer a visual summary of your ability to make appropriate decisions. Ninety per cent of what the personnel interviewer sees is your clothing, so pay careful attention in selecting clothing for a job interview.

A good rule of thumb is to dress as if you are a successful person in the job for which you are applying. If you dress in the kinds of clothing that are worn by successful persons, you will gain confidence that you too are a successful person.

You should feel relaxed about the way you look and project confidence that you can analyze and handle the demands of the job.

One of the basic demands of any position is thoroughness. A clean, neat well-groomed appearance will convey the impression that you do things in an orderly and thorough manner, not haphazardly. Supervisors and managers will help you learn your particular job responsibilities, but they can't be expected to teach on the basis of personal grooming and dress.

If you will be working with the public in a service or sales capacity, neatness in grooming is especially important because it will be part of the job. The clothing you select to wear to a job interview depends on the type of job you are applying for. The image of the company or agency should also be taken into consideration. Be aware of the kinds of clothing that are worn by employees in the company.

If you are applying for a professional position, dress conservatively like a member of the profession. If you are applying for an entry level position as a laborer don't be so dressed up that you look like you aren't ready to go to work. An auto mechanic who looks like he is scared of grease isn't going to get the job.

Be sure that what you wear looks attractive on you.

Engineering

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