

20 ways executives kill their chances of getting a New Job!



As part of my continued research into the best and most effective ways for people to find their new role. I found this list of 20 things not to do. I want to share this with you.

Katharine Hansen, Creative Director of the job search site Quintessential Careers, surveyed a number of Senior hiring decision and compiled a list of their 20 top executive interview pet peeves that are sure-fire ways to kill an interviewee's chances. Here they are, so please avoid them all:

1. Treating receptionist, assistant, or other lower-level staff poorly or brushing off preliminary interviews with mid-level staff.
2. Dwelling on economy-inspired negativity or how hard it is to get a job.
3. Giving long, boring, unfocused, rambling responses to interview questions.
4. Talking the strategy talk but not walking the execution walk.
5. Being arrogant and expecting to be treated differently from lower-level candidates.
6. Being inappropriately groomed or attired.
7. Telling the employer what's wrong with his/her company.
8. Offering solutions to employer's problems without really knowing the background.
9. Overselling oneself, exaggerating accomplishments, or underselling as a result of poor sales skills.
10. Giving oneself too much or not enough credit for team accomplishments and failing to clarify one's role in projects.
11. Trashing former employers.
12. Failing to provide examples of skills or experience.
13. Demonstrating inadequate knowledge of prospective employer.
14. Failing to grasp employer's priorities for the position.
15. Being coy about desire to have the job; acting unattainable.
16. Being unenthusiastic, lacking energy.
17. Having a weak handshake.
18. Smelling of cigarettes.
19. Failing to ask substantive questions, or asking "me first" questions.
20. Giving scripted responses that sound like they came from a book.