

# 1 The Chit Chat

From the first moment you can be seen, until the first interview question, we are in Chit-Chat. Common topics include, weather, parking, sports, traffic. Chit-Chat is to put you at ease. What you need to know about Chit-Chat is - when it is OVER.

- \* Smile, firm handshake, eye contact
- \* Positive energy, be friendly.
- \* Keep answers brief - but engaging

# The Open-Ended Question 2

*"Tell me about yourself?" or "Why do you want to enroll at ...?"*

You must recognize the opportunity to explain what makes you tick and how that quality matches their philosophy or program.

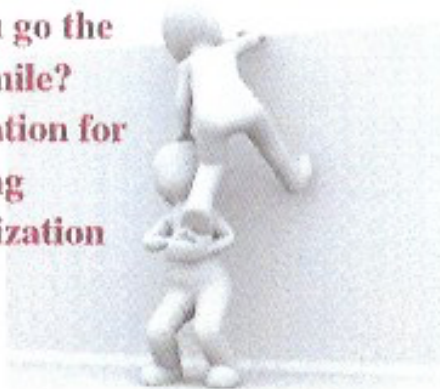
- Your personal story: with theme
- Add examples that show success
- Concise: 1-2 minutes total



# Address Criteria 3

Schools have a list of criteria by which the interviewer will evaluate you. Some will ask questions, some will engage in light conversation. This is when you should provide specific evidence from your achievements, demonstrating your skills. No interviewer will tell you their criteria. Be prepared for hypothetical situations and negative questions, for example, what are your weaknesses?

- Team player?
- Do you go the extra mile?
- Motivation for learning
- Organization
- Grit



# 4 Your Questions

Expect to hear the interviewer say, "What questions do you have for us?" This could come at any point, but most often about three quarters of the way through. Recognize it! Be prepared to ask 2 or 3 good questions. No questions, mean no interest.

- \* Write down at least 4 or 5 questions
- \* Use questions that demonstrate your research



# The Closing 5

The interviewer is done, but your job is to end on a positive note. Ask about any appropriate next steps. Do not overstep, nor fail to advance the situation.



- \* Shake hands and look into interviewer's eyes.
- \* Say "Thank you"
- \* Ask your appropriate closing question.