



## Interviewing Skills

People get hired for skill and fired for behavior. The most important investment anyone responsible for hiring can make is in the front end interviewing process of a potential employee.

**Objective:** To learn an interviewing framework that provides consistency and quality in the interviewing process.

**Methodology:** Interactive group learning. To approach the interview process in a methodical way that provides one with information from a skill set and behavioral standpoint.

### **Program Overview:**

- Ensuring job position and requirements are clear
- Understand Human Behavior to better match people to job positions
- Developing good interview questions for selecting the best candidates
- Identifying the key skills and behaviors needed to be successful in the job
- Understanding potential job responsibility changes
- Ensuring job function and candidate skills are in alignment
- Utilizing DISC in the Interview Process
- Understand yourself better through the DISC profile
- Using DISC to profile a job position
- Common pitfalls of the interviewer
- Utilizing Behavioral Analysis Questioning techniques
- Using open versus closed questions
- Skills and abilities to consider
- Seven key steps to Interview process

**Program Fee: \$285** per participant

**Program length:** 4 hours

**To register for this program:**

<http://www.kerrhill.com/register.asp>

**To see a sample DISC "Interviewing Insights" report:**

[http://www.kerrhill.com/documents/SI\\_Interviewing\\_Insights\\_General.pdf](http://www.kerrhill.com/documents/SI_Interviewing_Insights_General.pdf)