

Harnessing Your 'Human Skills' and your 'How'





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interviewchix



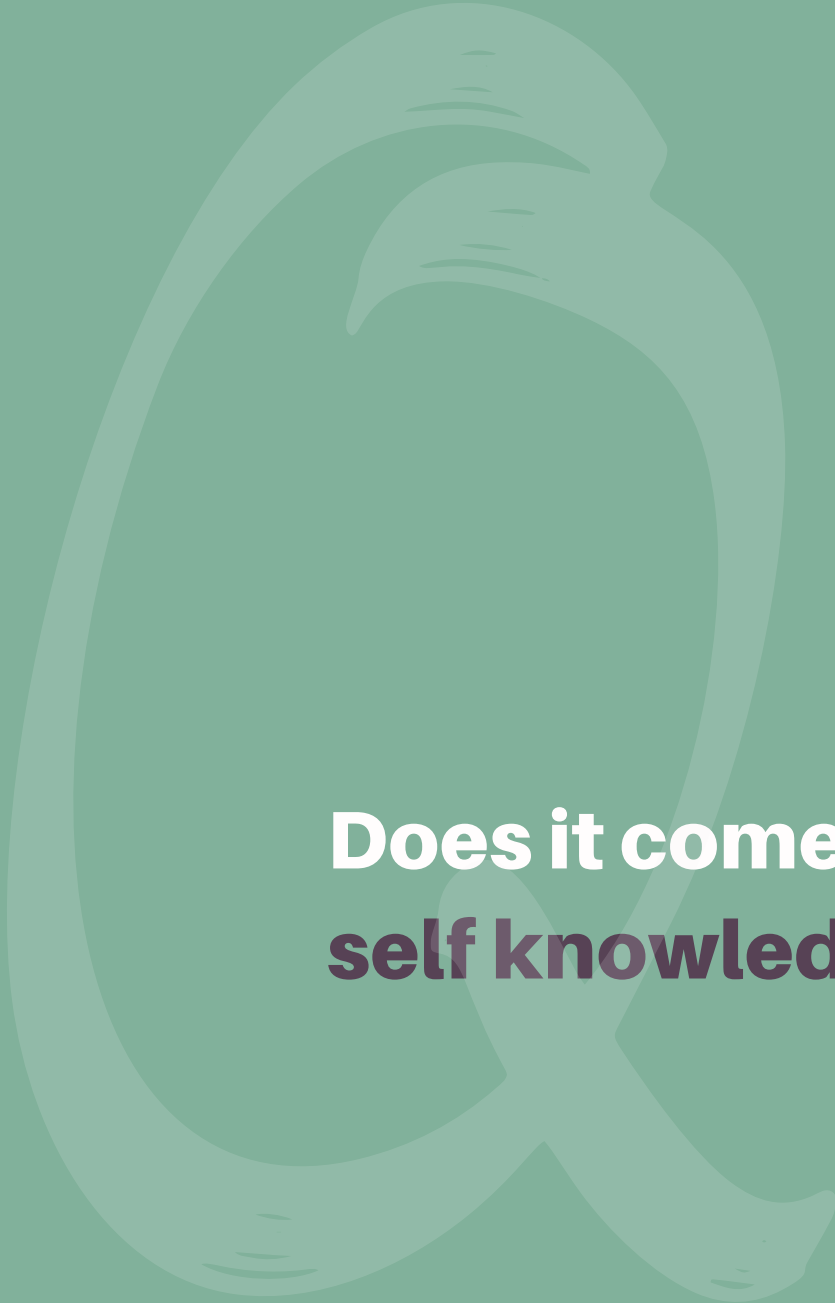
**When you started
your interview skills
coaching business
what was your 'why?'**

A faint, stylized lightbulb icon is positioned on the left side of the image. It features a circular base with three small circles inside, and a series of curved lines radiating upwards from the top, suggesting light or an idea.

**If you don't know
what you have to
offer, how will
anyone else?**

Human Skills



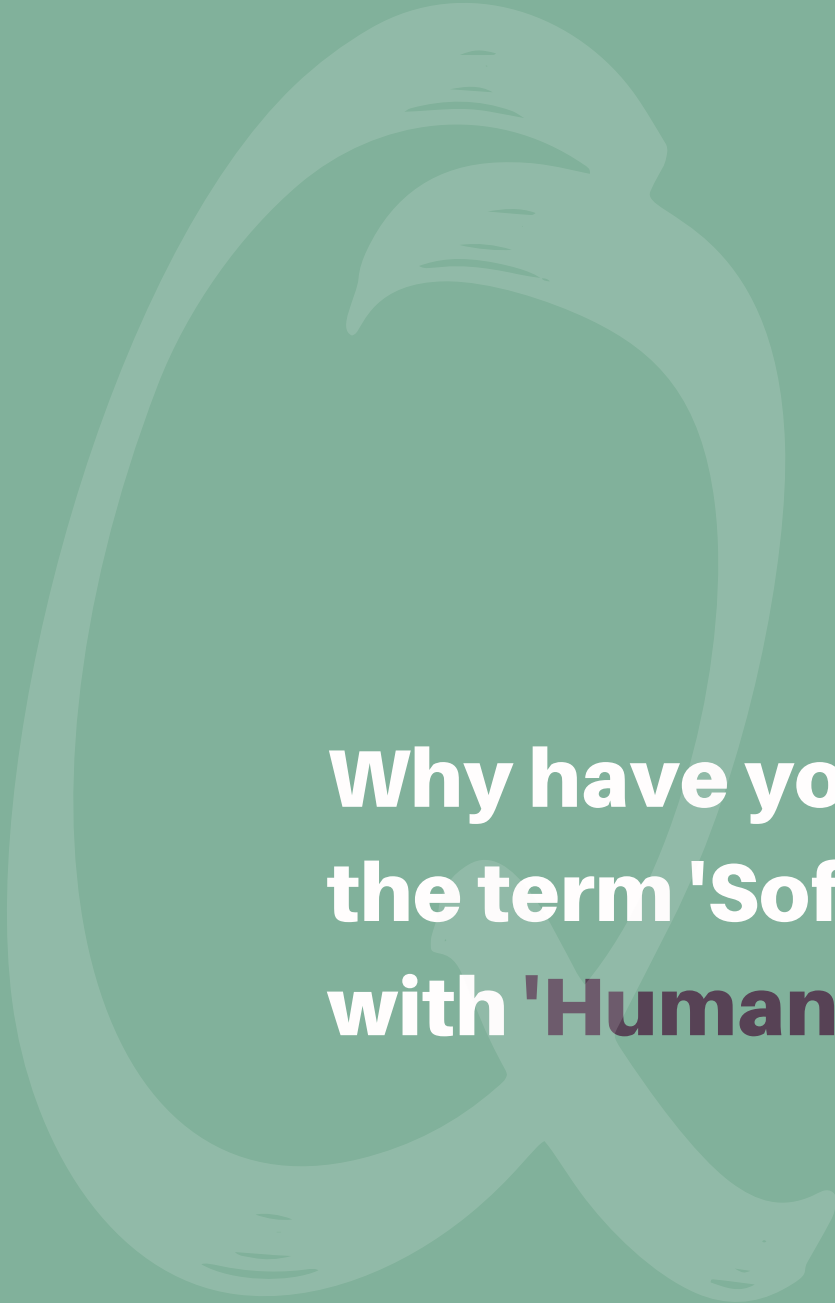


**Does it come down to
self knowledge?**

TAKEAWAYS

- **Employers don't know you so your opinion of you , means nothing**
 - **Move from opinions to factual quantified responses**
-





Why have you replaced the term 'Soft Skills' with **'Human Skills'**?

TAKEAWAYS

- **Human skills have equal relevance to qualifications and experience when hiring**
- **Soft skills are not 'soft' they are essential**
- **Employers hire the 'entire person' not just their work related skills**





**Separating work &
personal lives is a
flawed concept.
They have to work
together**



**Why is it important to
understand how you
are being perceived?**

PERCEPTION EXERCISE

Ask 4 trusted people

**Q: list 4 things you like about
me or that I am good at**

**Q: list 4 things I could improve
or be better at**

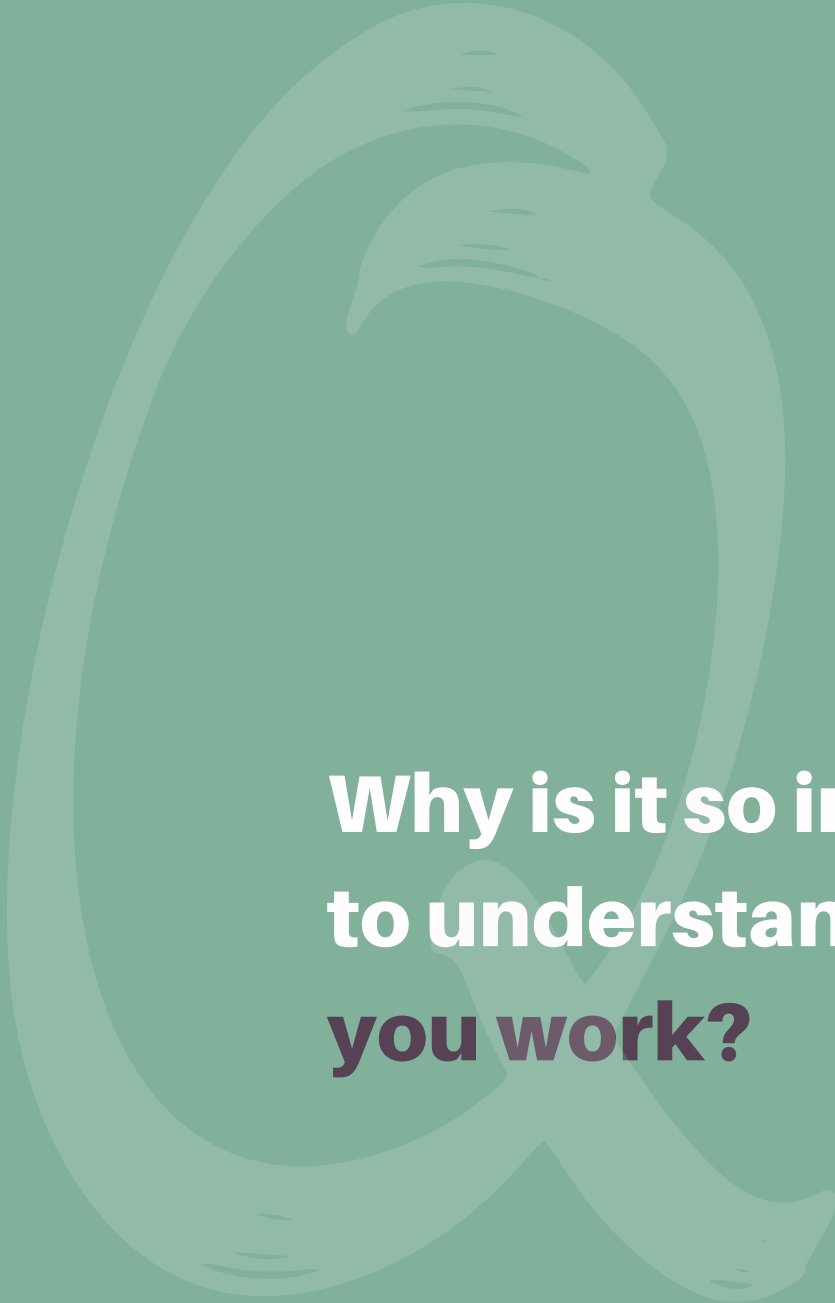
TAKEAWAYS

- **When you understand how you are being perceived it empowers you to become more conscious, allowing you to 'manage' those things you wish to improve and have more control over how you wish to be perceived**



Your 'How'

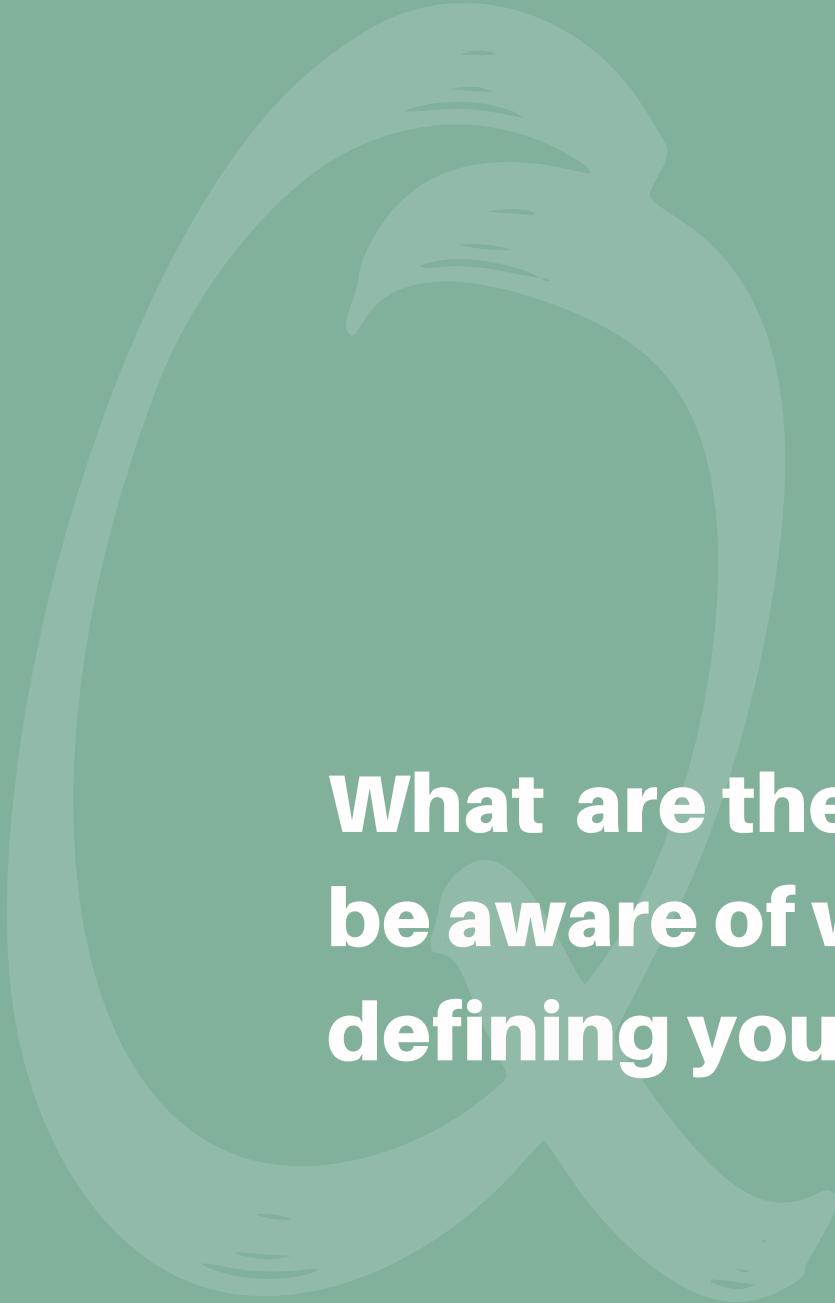




**Why is it so important
to understand 'How'
you work?**



**Qualifications and
resume will get you in
the room. Your
character and 'how'
you work will keep
you there**



**What are the traps to
be aware of when
defining your 'How'?**

TAKEAWAYS

- **How you 'behave' is in the top 3 hiring criteria for employers**
- **Your 'How' is one of the new things unique to you**
- **Stick to facts and evidence. Stay away from 'I believe' or 'I feel'... statements**



TAKEAWAYS

- **Practical**
 - **Evidential**
 - **Factual**
 - **Quantified**
-





**Day-to-day examples
show us your 'How'
rather than trying to
'save the world' with
every piece of evidence**



How important is your
'How' to **employers?**

TAKEAWAYS

**At interview employers are assessing
2 key things:**

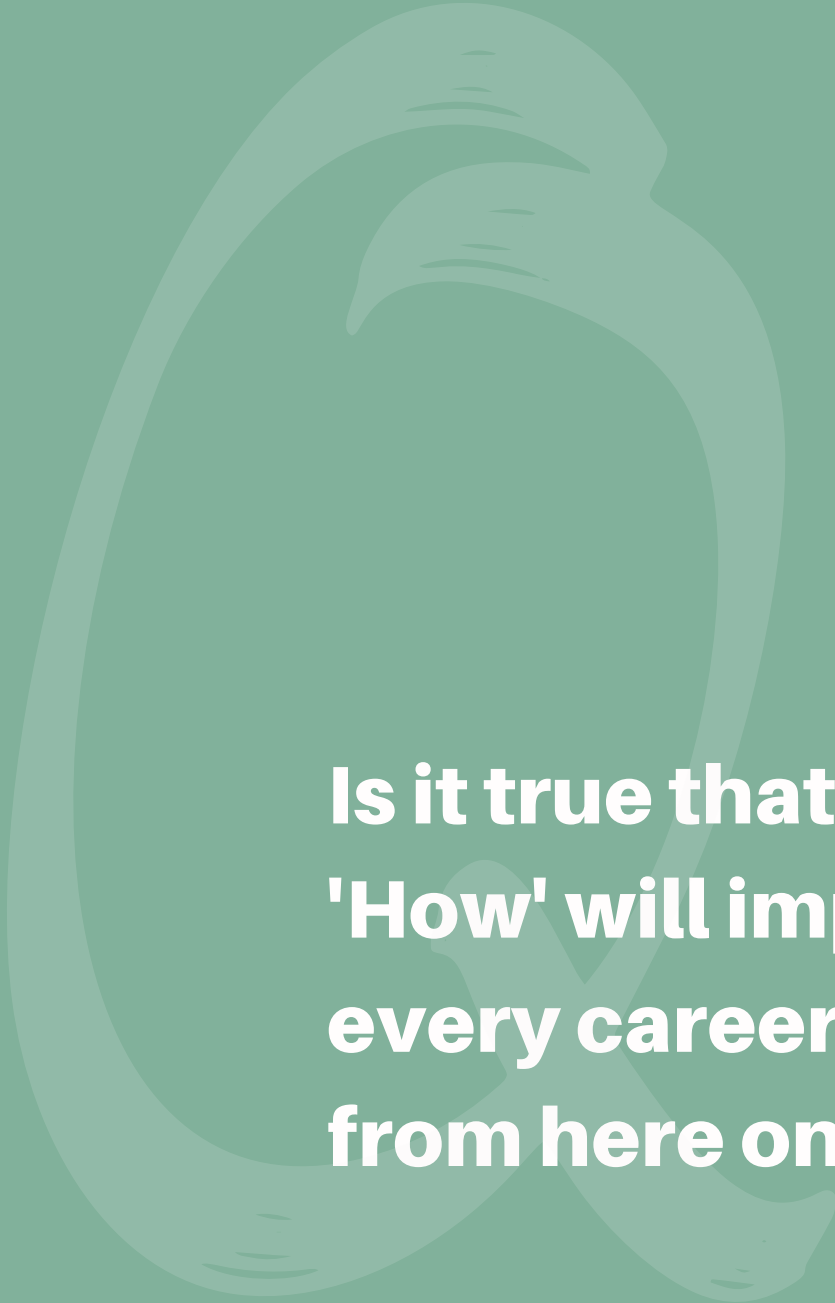
- 1. What can this person achieve for my business?**
- 2. How will this person fit into my team, my culture and my values?**



WRITE YOUR 'HOW' STATEMENTS

Formulate your 'How' in 3 categories:

- 1. Leadership/Management**
- 2. Project Methodology**
- 3. Communication/Interpersonal Skills**



**Is it true that your
'How' will impact
every career decision
from here on?**

Lightbulb Lessons from Our Clients





**What lessons can
Graduates take from
candidates you've
worked, with for some of
the most highly
contested roles in the
world?**

TAKEAWAYS

- **Push past limitations**
 - **Get comfortable with being uncomfortable**
 - **Your character is your most valuable attribute**
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TAKEAWAYS

- **Debrief on everything**
 - **Ditch defensive for a growth mindset**
 - **Make decisions, decisions create action and change**
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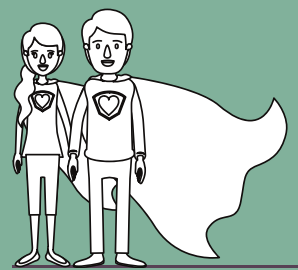




**There is no 'wrong' in
whatever career path
or job you take
because...**

**You can always change
your mind!**

You already have a
SUPER POWER. It is
in the details, in what
makes you 'you'. Now,
you are on the way to
defining it



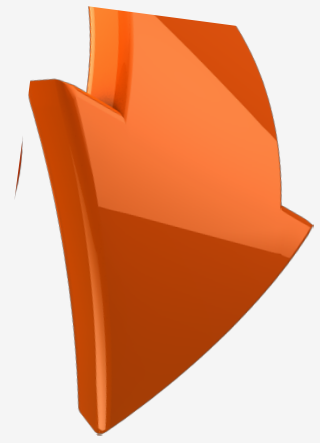


People will
remember **how** you
make them feel

For More Information
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