

EP. 25 - What NOT To Say During an Interview

Overview

This episode focuses on the common mistakes candidates make during interviews by oversharing, being unprofessional, or revealing unnecessary personal information. It emphasizes the importance of being concise, answering questions directly, and maintaining professionalism.

Key Points

1. Avoid Oversharing

- In North American culture, people often feel compelled to overshare in conversations to be liked. However, in interviews, this approach can work against you.
- When asked a question, answer it directly and succinctly, without adding irrelevant details. Oversharing can lead to unnecessary information being revealed, which may harm your chances. Hiring managers might interpret this as a lack of focus or respect for their time.

2. Don't Mention Active Job Applications

- Avoid telling the interviewer that you are actively interviewing with other companies. This information should only be shared with your recruiter, not the interviewer. It can make you seem less committed to the role or disinterested in the company.

3. Keep Personal Information Private

- Do not share personal details about your spouse, family, or personal life—especially if you're a female candidate, as this may introduce unconscious bias. The focus of the interview should be your professional qualifications, not your personal circumstances.

4. Build Rapport, But Stay Professional

- While building rapport with the interviewer is important, don't try to make them "like" you by getting too personal or informal. Even if the interviewer says it's a "casual chat" or "coffee conversation," treat it as a professional meeting.
- Maintain professionalism, stay focused on the role, and avoid getting too comfortable.

5. **Avoid Negative Comments About Past Employers**

- Speaking negatively about previous employers or colleagues can make you appear unprofessional and difficult to work with. Even if you had legitimate grievances, it's best to focus on what you learned from those experiences rather than criticizing.

6. **Don't Lead with Money**

- While compensation is important, don't make it seem like your sole motivation for wanting the job is the money. This can make you appear disinterested in the company's mission or its customers.

7. **Be Prepared**

- Failing to research the company beforehand and saying things like "I don't know anything about your company" shows a lack of preparation and enthusiasm. Always come to the interview with knowledge about the company, its products, and its values.

8. **Avoid Arrogance**

- Statements like "I'm the best salesperson you'll ever meet" can come across as arrogant. Let your achievements speak for themselves through data and examples rather than bold claims.

9. **Discuss Weaknesses Honestly**

- When asked about your weaknesses, don't say you have none. Instead, offer areas where you are working to improve or discuss weaknesses that don't directly affect your ability to succeed in the role.

10. **Avoid Unprofessional Language**

- Using profanity or unprofessional language reflects poorly on your professionalism. Keep the tone professional and respectful throughout the interview.

11. **Don't Mention Rejection Fears**

- If you say things like "I can't stand rejection," it can raise concerns about your resilience—especially in sales roles, where rejection is common.

12. **Avoid Short-Term Commitments**

- Statements like "I plan to leave in a year" can deter employers from investing in your training and development. Express your long-term interest in the company and the role.

13. Don't Criticize the Company's Processes

- Criticizing the company's sales process or operations during the interview can create concerns about your ability to adapt to their way of doing things. If you have constructive feedback, save it for after you've been hired.

14. Keep Personal Issues Out of the Conversation

- Avoid sharing personal matters such as health problems, family issues, or financial troubles. These are not relevant to the interview and can create unnecessary concerns for the employer.

15. Wait to Ask About Benefits and Perks

- Focus on the role and company during the initial interview. Inquiring about benefits, perks, or vacation time too early can give the impression that you're only interested in the perks, not the job itself. Save these questions for later stages.

16. Avoid Political or Controversial Topics

- Stay away from political or controversial topics that could create discomfort or lead to disputes during the interview.

17. Honesty Is Essential

- Never lie about your qualifications, experience, or achievements. Dishonesty can be discovered later and could have serious consequences for your candidacy or future employment.

18. Stay Professional in All Conversations

- Avoid overly personal questions about the interviewer, and don't share too much personal information. Keep the conversation focused on the job and your qualifications.

19. Avoid Desperation

- Saying "I need this job" can make you seem desperate. Instead, focus on what you can contribute to the company and how your skills align with their needs.

Conclusion

The key to a successful interview is maintaining professionalism, answering questions directly, and avoiding the temptation to overshare or discuss irrelevant personal matters. Focus on building a professional rapport with the interviewer, and keep your responses concise and relevant. By avoiding the common pitfalls outlined in this episode, you can present yourself as a strong, confident, and capable candidate.