

The Ultimate Guide to Interviewing and Negotiating: Interviewing isn't simply a matter of answering questions any more

NEW YORK, N.Y., Oct. 20, 2014 (SEND2PRESS NEWSWIRE) – Unfortunately, most professionals and executives don't really have a lot of experience at competitive interviewing, says author Robert James Gerberg. In fact, when they're invited back for a second interview, chances are that five to seven other good candidates will be under consideration. The e-book, "The Ultimate Guide to Interviewing and Negotiating – 2015 Edition," by Mr. Gerberg offers a simple and straightforward system for making sure you are continually at your best in this critical situation.

The book is available on Amazon.com for \$3.95, in e-book/Kindle edition format.

Easy to master; if you're like many others, you'll be able to lift your interviewing skills many times over.

In Part 1 of this book, Gerberg provides an easy way to develop positive chemistry right from the start – and continuing to build personal chemistry through all phases of the interviewing process.

In Part 2, he offers a system for helping you handle any objections that ever come up, and helping you do it in a very comfortable and seamless manner.

Another thing you'll find valuable is an extensive list of all the common questions that can sometimes prove difficult if you're not prepared – and that come up in the interviewing process most of the time. To guide you, he provides suggested answers for handling questions that could be stressful if they take you by surprise.

In Part 3, there is a section on projecting the right image. This may seem very basic, but you must remember that the image you project always speaks for you before any words are exchanged.

Part 4 of Mr. Gerberg's guide involves negotiating. Many experts in negotiations have often expressed their amazement about how much money people leave on the negotiating tables. However, since most of us seldom face a personal negotiating situation, it should come as no surprise that few are experts for negotiating for themselves.

In this section, he offers a seven-step negotiating system that has worked for thousands of others and will work for you. And, the good news is that no confrontation is involved. It is a soft-sell system. One that is easy to understand – and even more important – easy to put into action.

About the Author:

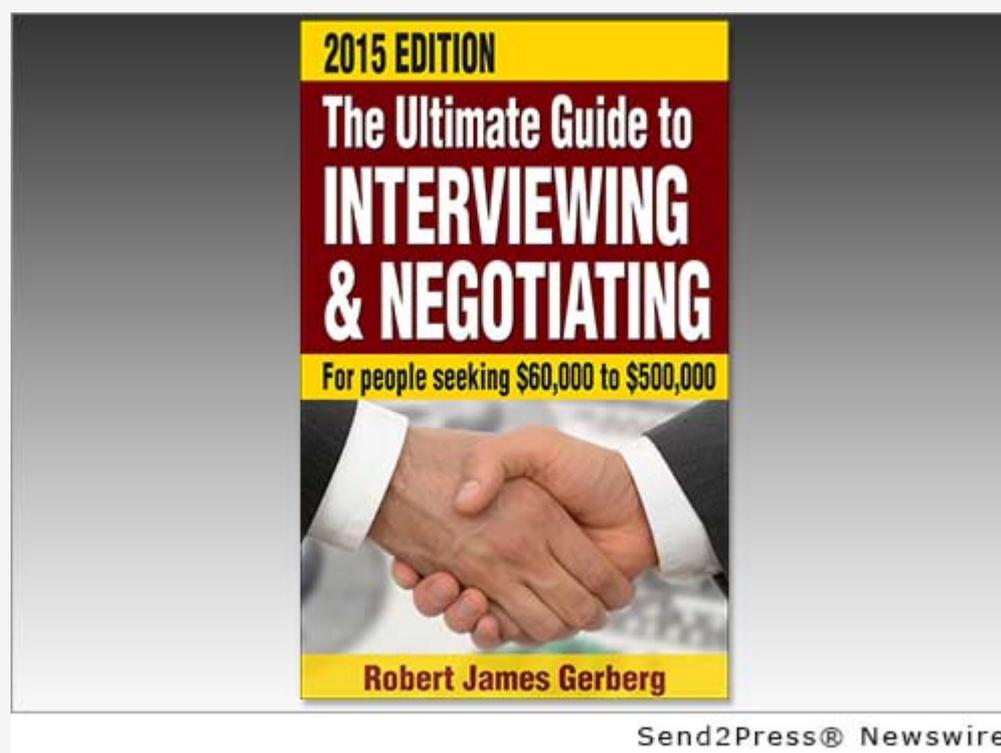
Robert James Gerberg is among America's foremost authorities on professional job hunting. For more than 25 years he has authored dozens of books and multimedia presentations. He is also the creator of the TAPIT Worldwide System – a way for people to instantly connect with 97 percent of all jobs that are advertised anywhere in the U.S. – and also recent continuous daily leads and contacts.

Visit the Amazon author page for Mr. Gerberg to learn more about the new book, "The Ultimate Guide to Interviewing and Negotiating – 2015 Edition" and other works, at: <http://amzn.com/e/B00L5PD36W>.

His current e-books available on Amazon.com include "20 New Rules for Job Hunting Success," "An Easier Way to Change Jobs," "The 12 Most Popular New Career Directions for Executives," "The Ultimate Guide to Interviewing and Negotiating," "What To Do If You're Unemployed or Have Age Concerns," "2015 Career Guide for People Leaving Education, the Military or Wall Street," and "Outstanding New Style Resumes and Letters."

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