



# Preparing for Your C-Suite Interview

& Ten Steps for Achieving Greater Good



# Preparation

- You may be cool and calm on the job; however, the mere thought of presenting and marketing yourself in an interview may put you in a panic
- Research, planning, preparation and rehearsal for interviewing can set you apart from other candidates
- Many interviewers aren't particularly good at interviewing so the better prepared you are to own the "conversation" and keep it focused on what you want to cover, the easier you make their job and the more important you improve your chances
- Create your executive job search materials  
– Be Wary of Online Postings

# What To Do Before ..... The Interview

- Research Your Target Industry - issues and challenges
- Research the Company - know them thoroughly
- Study the Job Description - best interview prep tool
- Ask the recruiter for information and dig deep
- Research the company interviewer - find a connection



# What to do at the Job Interview

- Break the ice and engage immediately - you have “5” minutes
- Brand the interview – reinforce yourself/pivotal strengths, passions, drivers and personal attributes
- Let them know about your differentiators
- Be prepared with solid examples; tell your story
- Challenge + Actions + Results
- Rehearse your answers to Tough Questions



# Know What Questions You Will Ask

- This is part of your due diligence such as
  - What does your best fit candidate look like?
  - Why is the position open?
  - What responsibilities in this job are really going to define success?
  - What skills and qualities will be the most important
  - Where do you see this division/company in the next five years?
  - What do you like and not like about working here?
  - Are there any additional questions for me?



# Pushing the Envelope for more Success

- Excellence is not the issue - everything is excellent - it's about relevance and context
- Name of the game is living success - PACE: persistence, attitude, consistency & energy
- Change is critical so accelerate faster than your competition
- All change is personal - ability to engage your team
- It's about doing more and more often
- Greatness means being unique not necessarily different
- Conflict is inevitable - thrive in it



Keep  
Pushing.....

- Understand who you are - who you really are - and be happy being you
- Make tough choices every day and stick to them
- Continuous improvement is everything