



AVOID THE NEGATIVE

Jobs are seldom secured during the first few minutes of the introductory portion of the interviews. You can, however, kill your chance for success during that initial critical period. Here are examples of **Negative Factors** to avoid. Each could result in rejections during job interviews.

- Lack of knowledge of field of specialization
- No interest in company and or industry
- Unwillingness to relocate
- Asks no questions about the job
- Lack of interest and enthusiasm-passive-indifferent
- Lack of confidence poise-nervousness-ill-at-ease
- Failure to participate in activities
- Late to interview without good reason
- Overemphasis on money-interest only in best dollar offer
- Poor scholastic record—just got by
- Unwilling to start at the bottom—expects too much too soon
- Makes excuses-evasiveness-hedges on unfavorable factors in record
- Lack of tact
- Lack of maturity
- Lack of courtesy-ill mannered
- Dress and grooming not compatible with vocational standards
- Overbearing-overaggressive-conceited “superiority complex” know-it-all
- Inability to express yourself clearly—poor voice, diction, grammar
- Condemnation of past employer
- Lack of social understanding
- Lack of vitality
- Fails to look interviewer in the eye
- Limp, fishy hand-shake
- Indecision
- Sloppy application blank
- Merely shopping around
- Wants job only for a short time
- Little sense of humor
- Cynical
- Lazy
- Intolerant—strong prejudice
- Narrow interests
- No interest in community activities
- Inability to take criticism
- Lack of appreciation of the value of experience
- Never heard of company
- Failure to express appreciation for interviewer’s time
- High pressure type
- Indefinite response to questions