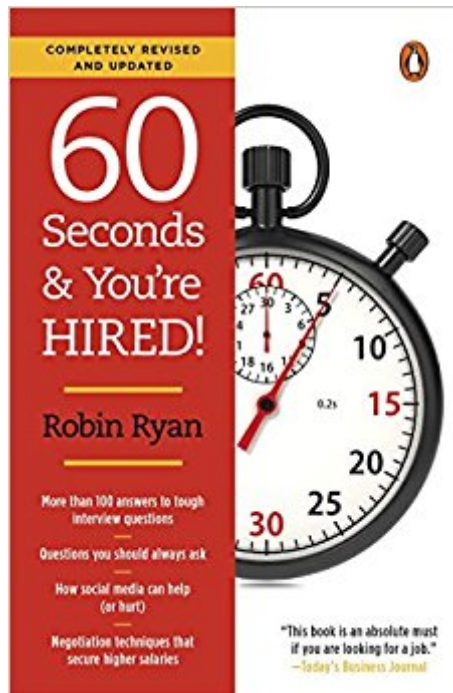




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# 60 Seconds And You're Hired!: Revised Edition



## Synopsis

Now fully revised and updated – the must-have guide to acing the interview and landing the dream job, from “America’s top career expert” (The Los Angeles Times) – 60 Seconds & You’re Hired! has already helped thousands of job seekers get their dream jobs by excelling in crucial interviews. America’s top job search expert Robin Ryan draws on her 20 years as a career counselor, 30 years of direct hiring, and extensive contact with hundreds of recruiters, decisions makers, and HR professionals to teach you proven strategies to help you take charge of the interview process and get the job you want. Brief, compact, and packed with insightful direction to give you the cutting edge to slip past the competition, 60 Seconds & You’re Hired! is here to help you succeed! This newly revised edition features:

- Unique techniques like "The 60 Second Sell" and "The 5-Point Agenda"
- Over 125 answers to tough, tricky interview questions employers often ask
- How to handle structured or behavioral interview questions
- Questions you should always ask, and questions you should never ask
- How to deal effectively with any salary questions to preserve your negotiating power
- 20 interview pitfalls to avoid
- Proven negotiation techniques that secure higher salaries - and much more!

“Robin Ryan has the inside track on how to get hired.” – ABC News

## Book Information

Paperback: 224 pages

Publisher: Penguin Books; Revised ed. edition (January 5, 2016)

Language: English

ISBN-10: 0143128507

ISBN-13: 978-0143128502

Product Dimensions: 5.1 x 0.6 x 7.7 inches

Shipping Weight: 12.6 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars 198 customer reviews

Best Sellers Rank: #11,303 in Books (See Top 100 in Books) #4 in Books > Business & Money > Job Hunting & Careers > Resumes #10 in Books > Business & Money > Job Hunting & Careers > Interviewing #21 in Books > Business & Money > Job Hunting & Careers > Job Hunting

## Customer Reviews

“This is the MUST HAVE interview book” - HR.com  
“Targeted and strategic--a real winner to help you land a new job.” - Business Radio Network  
“This book is your secret weapon for job search success.” - Dallas Business Journal  
“Must use interview guide.” - Minneapolis Star Tribune  
“Ryan offers your quickest route to getting the job and salary you want.” - WATD Radio  
“If you use Robin Ryan’s advice, you definitely fly by the competition.” - KING-TV News  
“Robin Ryan is America’s foremost authority on job search and hiring.” - Kansas City Star  
“If you are looking for an edge to get hired, use this book!” - The Atlanta Journal-Constitution  
“Valuable advice on HOW to land the job.” - The Providence Journal  
“This book offers outstanding advice that has aided many in landing a new job.” - The Pittsburgh Post-Gazette  
“Remarkable book to help you ace the job interview.” - WTBQ Radio  
“Robin Ryan is America’s Top Job Search Expert.” - The Boston Globe  
“Robin Ryan is the top job search expert in the nation today.” - NPR  
“Robin Ryan is America’s foremost expert on how to get hired in today’s competitive marketplace.” - The Arizona Republic  
“Robin Ryan is America’s top expert on how to advance your career and land better paying job.” - Los Angeles Business Journal  
“If you are looking to find a great paying job, Robin Ryan will show you how.” - KOMO TV

Robin Ryan is the bestselling author of seven career books and has been a career counselor for over 20 years, and has been hailed by the Boston Globe as “America’s top job search expert.” She has appeared on over 1,500 TV and Radio shows including Oprah, Dr. Phil, CNN, ABC News, Fox News, NBC Nightly News, and NPR; and has spoken to over a thousand live audiences on improving their lives and achieving greater career success. Her advice has also appeared in The Wall Street Journal, USA Today, The New York Times, The Chicago Tribune, The LA Times, Business Week, Money, Fortune, and Good Housekeeping. Based in Seattle, Ryan has a busy career counseling practice offering individual career coaching and job search services to clients nationwide. She holds a Master’s Degree in Counseling Education and a Bachelor’s Degree from Boston College.

I got this for my boyfriend after I have read it multiple times. I've never not gotten a job I interviewed for since reading this book. I haven't always made it to the interview, and I would like to think my

personality does some of the work, but these tips and sample answers are great. I am the go-to that my friends ask for how to answer interview questions like "what's your greatest strength/weakness" and "why did you leave your last job." YES there ARE right and wrong answers here! All my answers to their questions came from this book!

I had gone on interview after interview for five years and never understood how I wasn't getting a job with my qualifications and experience. I read this book and was offered a job after the first interview I had after reading this book. I can't believe how much it helped me in figuring out where I was going wrong. Thank you for writing such an amazing book! I have recommended it to a lot of people since reading it.

I have had many recommendations from friends to buy this book not only for help with interviews but for help in life in general. I purchased this book to help with interviews into Nursing Grad school. I have learned so much while reading it. There is a lot of information that I did not know of even think of when preparing for an interview. My husband has started reading it now to help himself find work. I love the overall tone of the book. It is pretty much reminding you to have confidence but dives so much deeper into it than that. Great book, amazing seller. Book came quickly and in the condition described.

I have this book and have bought it for multiple friends/family in job searches. It is not a comprehensive job hunting guide but instead a very quick read that helps you prepare an excellent interview strategy. This book helps anyone tailor his or her professional strengths into quick talking points that speak directly to a company or positions biggest needs. It gives you confidence to have solid answers to the tough interview questions. I've used this strategy to prep for interviews for the last decade, and most recently used it to land my dream job at a professional sports team's front office.

I am not one of those readers who would spend a good amount of time reading a book slowly and deeply. I would usually just prefer taking quick, holistic sort of ideas. On the basis of whatever I have taken so far from this book, I would just say that is a "must have" for all those who are on a serious job hunt, and also equally useful for recruiters. Perhaps a great value addition could also have been a couple of nice examples and/or working templates for resumes/cover letters that actually sell (Get You Hired).

Excellent tips and tricks to get past the HR Filters and get your online resume noticed. The job market has changed dramatically since the Great Recession of '08 & '09. You need to know what HR managers are doing in order to present your resume when applying for a job. This was an easy and revealing read.

This has many tips on how to answer uncomfortable questions. I haven't put it to the test yet, BUT I immediately noticed there were answers to common and uncomfortable questions during interviews, which I have experienced and were quite helpful. There are lots of good tips here that apply to both interviews and talking to new or prospective clients.

I'm 45 and feel very young but I'm also realistic. I was pretty rusty at interviewing. I read this book, skimmed through some sections that were not applicable to my situation but delved deeply into those that were or close to it. Let me tell you, I developed answers to some questions and rehearsed in the mirror using my phone to watch myself. IT WORKED!! I went in feeling enthusiastic and confident (actually telling myself that over and over). The position was for a promotion in my office and was a panel interview with managers who I knew a little but had never worked with. Don't get me wrong, I know my job, I help my current lead a lot so I went in having done my homework and feeling prepared. The interview went well but I was still nervous. I WAS PROMOTED!! MORE MONEY, MORE RESPONSIBILITY. My feedback was that my interview topped all the others. The Director later asked me if I was given the questions in advance???!!!! I give myself the credit but this book really helped. At least two (maybe 3 I can't remember) the questions asked during the interview were variations of questions which I had already prepared for and rehearsed right out of this book! I recommend this book wholeheartedly. Buy the book. Go get that job!

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