

# LET'S CRACK THAT INTERVIEW

SUMIIT TRIPATHY



# CHAPTER 1: CONFIDENCE

Your resume speaks, but you can't at an interview? Then this is for you.

We will talk about the stomach turning nervousness most people feel before an interview.

## Here are three things you can do:

1. While everyone is waiting for their turn, you can go to the washroom a few minutes before your turn,

Put your hands on your waist,

- ⇒ Breathe in for 8 seconds,
- ⇒ Hold your breath for 7 seconds,
- ⇒ Exhale for 4 seconds.

Do this for two minutes, while looking in the mirror. This will boost your confidence and reduce your stress.

2. Stop putting the interviewer on a pedestal. When we glorify the interview, it adds on to your nervousness.

Treat an interview as an opportunity to meet experts in your field rather than giving them the power to judge your self-worth.

3. Avoid coffee or tea on the day of the interview, as the extra caffeine can make you anxious.

**Bonus tip:** Count from 100 to 0 but with odd numbers.

Example: 100 - 3, 97 - 3, 94 -3, 91...

( Don't pick 1 or 5 )

Do your palms get sweaty during interviews?



## CHAPTER 2: PREPARATION

If you look like you have seen a ghost during the interview, and find yourself blankly staring at the panel. Use this prompt to prepare better for the next one.

For this, we will use our trusted friend ChatGPT

### **Just type in this prompt:**

"I am preparing for the role of "(enter role)" at this company "(Company Name)". Here are some questions other interviewers have asked me in the past "(Add in the common Questions you have reviewed)". Role-play as the interviewer for this company and give me a challenging interview that is intimidating. I want you to ask tough questions that may throw me off. After the end of the interview, tell me how to answer these questions and identify common patterns in interview questions."

**Bonus tip:** Use the voice feature on ChatGPT to get a realistic interview experience.



## CHAPTER 3: THE DRESSING SENSE

Did you know that your experience speaks before you?

I have seen a lot of senior managers who have the knowledge, have an A1 resume, but when it comes to dressing sense, they wear a formal shirt and formal pants and walk into the interview.

However, that isn't enough if you want to quietly project authority.

Wear this instead

### For Men

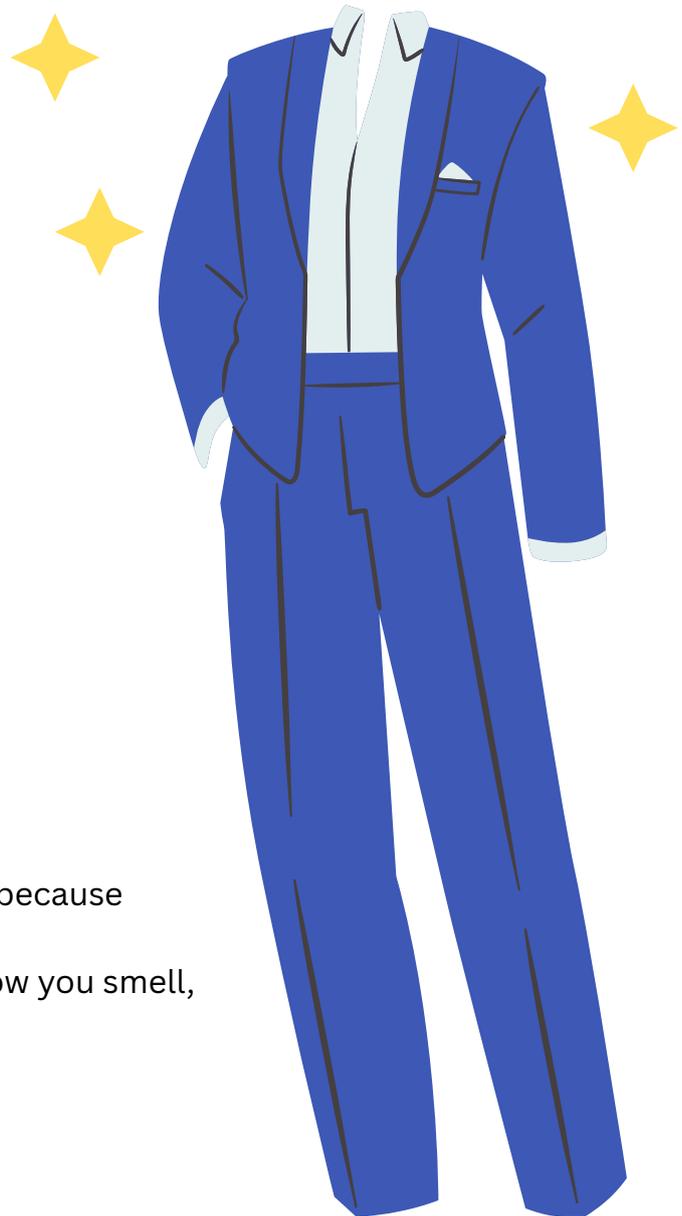
- ~ White Formal Shirt
- ~ Red Tie
- ~ Navy Blue Formal Pants
- ~ Navy Blue Blazer
- ~ Black Belt (optional)
- ~ Dark Coloured Formal Socks
- ~ Black Shoes

### For Women

- ~ White Formal Shirt
- ~ Navy Blue Pencil Skirt
- ~ Navy Blue Blazer
- ~ Black Belt (optional)
- ~ Dark Coloured Formal Socks
- ~ Black Shoes

**Bonus tip:** Pair it up with a nice perfume because

it's not only about what you wear but how you smell, that can project silent authority.



## CHAPTER 4: HANDLING TOUGH QUESTIONS

So you have mastered your nerves, prepared for the interview, worn the right clothes and are ready to claim your position at the company.

Then suddenly, the interviewer throws a question at you that you have no clue how to answer. Your face starts to sweat, and you awkwardly stare at the panel.

### Here's what not to do:

- ~ Don't try to make up an answer.
- ~ Don't try to change the topic.
- ~ Don't panic.

It's not always the answer that gets you the job, but how you react to unexpected scenarios.

### You can try this instead:

- ~ Clarify the question to make sure you really understand the question.
- ~ Try to answer the question partially if possible.
- ~ Let the interviewer know that you aren't familiar with the topic or don't know the exact answer.

Thank them for expanding your horizon of knowledge and reassure them by saying that you will definitely have a look at it.

**Bonus tip:** Make sure to stay calm and think about the question a bit before you let them know that you aren't aware of the solution. This shows the panel that you took your time to understand and analyse the question first.

Have you ever bluffed your way through an opportunity? How did it go?



# CHAPTER 5: READING BODY LANGUAGE

Do you know those moments when you are saying something, but your body is saying something completely different?

Let's understand the right body language to convey authority 😊

Powerful presence is noticed across the room, and 90% of your communication is through your body language.

## Here is what not to do:

- ~ Don't cross your arms. It shows discomfort.
- ~ Don't look down while talking to the interviewer.
- ~ Don't fidget during the interview.

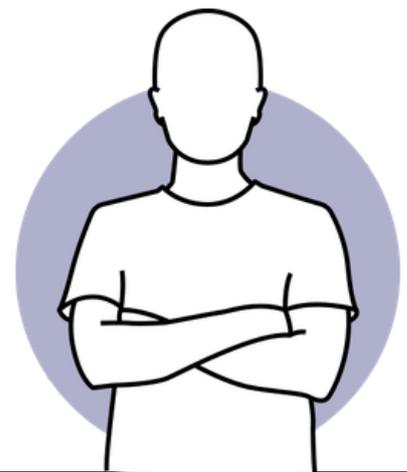
Along with this, avoid touching your hair, eyes, and face constantly.

## Here is what you can do instead:

- ~ Take up space in the room. This boosts confidence.
- ~ Sit with your back straight while maintaining eye contact with the interviewer. Keep your shoulders relaxed and treat the interview like a conversation.
- ~ Make sure your voice is on a slightly deeper scale as this builds authority.

**Bonus tip:** If you find it uncomfortable to maintain eye contact, look at the interviewer's nose. This gives the illusion of eye contact.

**Did you learn something new today?**



## CHAPTER 6: STANDING OUT

1,000 people applied for the same job role you did, some more qualified than you.

Then how do you stand out in an interview?

I will tell you exactly what to do when the interviewer asks:

“Do you have any questions for us?”

This is an opportunity most candidates miss, but once you know the right questions to ask, you automatically stand out.

If you ask a question, make sure it isn't

- Something that can be answered in one word.
- Something completely unrelated to the interview or the role.
- Something that could be taken as offensive.

Some of my favourite questions to ask the panel are:

- “What is one quality that is the most desirable among candidates you interview, and what, in your experience, is the least desirable quality?”
- “Out of all these years working in this organisation, what is it that inspires you to continue working here?”
- “According to your experience, what in this interview went right, and what could have been better? Your feedback would be valuable to me.”

These questions help the interviewer open up and allow a moment of genuine connection.

Along with this, you are also able to gather data points that will help you improve on your own journey.

**Bonus tip:** Be empathetic and humble while asking these questions. Your tone can impact how these questions are perceived in the interview.

**How do you respond when the interviewer asks you if you have any questions for them?**

## CHAPTER 7: OVERSHARING

Have you ever walked into a room and started talking about how your father came to the city with no money and raised you, when all you had to do was introduce yourself?

True story, one of my friends actually did that and lost a great opportunity.

Today's concern is oversharing

During job interviews, most senior managers end up oversharing and dragging out replies, which can be seen as a negative trait in the interviewer's eyes.

**Most candidates overshare when they are asked:**

- Tell me about yourself.
- Where are you from?
- What are your weaknesses?

The main reason this happens is because of the lack of structure and not taking enough time to think about the answer you want to give.

**While answering these questions, always remember to:**

- Relate your answers to the role you are applying for.
- Nobody wants extremely embarrassing or intimate details about you.
- If it feels too personal, it's probably not a good idea to share.

**Bonus tip:** Notice the interviewer's facial expressions. If you can see visual discomfort, then it's a good idea to stop talking about that cat you fed during your lunch break.

**Have you ever overshared in an interview before?**



# CHAPTER 8: JARGON! JARGON! JARGON!

Day before yesterday, I talked to my dad's friend, and he was the accurate reflection of corporate jargon.

I asked him what he does, and honestly, I still don't know because he said, "Well, I currently spearhead cross-functional alignment to streamline B2B stakeholder synergy, leveraging data-driven insights to optimise our core KPIs while ensuring scalable growth through agile frameworks in a hybrid work environment."

It's not your skill that's the issue, but how you communicate it.

Let's address the elephant in the room, "the jargon problem."

**Most senior professionals walk into an interview thinking:**

- My expertise should reflect in my words
- I need to impress the panel
- I am an expert in my field, and I need to show that

But here is the reality of the situation

**When you speak in overly technical terms, here's what happens:**

- There may be confusion in the room.
- The panel may think you are trying to be condescending.
- Your expertise might mask itself as arrogance.

**What can you do then?**

I suggest only using technical terms when explicitly asked to. Otherwise, keep things simple.

No, it doesn't undermine your expertise, but reflects your humility.

**Bonus tip:** The more you can break down complex concepts into simpler ones, the more authority you project. Remember that your technical ability is already shown on your resume.

**Do you catch yourself using industry jargon?**



# CHAPTER 9: LOGICAL THINKING

Quick question

How many birds are there in the sky?

Absurd, isn't it?

But my friend interviewing for Amazon got asked this exact same question.

She came out of the room, all confused because what does the number of birds in the sky have to do with her job?

**Most senior managers do come across a few absurd questions during their interviews that can leave them perplexed.**

Let's solve this problem today once and for all

**What the interviewer isn't looking for:**

- They aren't looking for the exact answer.
- They aren't looking for ways you can divert the conversation.
- They aren't looking for you to call them out and say, "That has nothing to do with my role".

**Then why do they ask such questions?**

It's obvious if you look at it from their perspective.

The interviewer wants to know how you think, react and solve problems that may have uncertain outcomes.



## CHAPTER 9: LOGICAL THINKING

Here is how I would answer it.

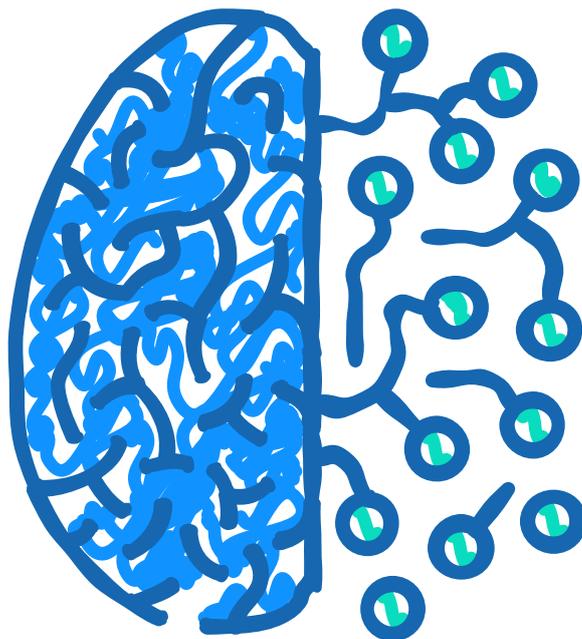
- I would first ask if the interviewer means in my city or globally?
- Then I would ask what season this scenario is in?
- Then I would create my own assumptions.

Let's assume we're talking about a city like Bangalore. Say the city covers 700 sq. km. Assuming there's an average of 5 birds flying per square kilometre at any time.

That gives us  $700 \times 5 = 3,500$  birds in the sky. This is, of course, a rough estimate based on assumed density.

This will definitely change according to the season because birds migrate.

**Bonus tip:** While giving your final answer, let the interviewer know that there is no perfect answer to this, but this is how you would logically approach this question.



# CHAPTER 10: BELIEVING

The mindset you build while job hunting will get you your dream job.

**Without the right mindset, you get stuck with**

- Roles you don't desire.
- You end up settling for less.
- You live in fear of rejection.

**I understand that the job market is tough, but your fear only lets gigantic corporations exploit it.**

- Horrible working hours
- Unfair pay
- Lack of respect

It is not the environment you want to be stuck in, and that is why you need an abundance mindset.

Only if you believe that your dream job is out there waiting for you will you stop settling.

**Before any interview, I want you to chant these three lines.**

- I am valued, and my dream job is waiting for me.
- I bring valuable experience to this company, and I am compensated fairly for my contributions.
- The right companies desire to work with me.

**Bonus tip:** Write these three points on a sticky note and read them every day. It slowly settles into your subconscious.

*I believe in me*

## CHAPTER 10: BELIEVING

**What do you want the next series to be about?**

P.S. If you are ready to learn how to master presentations and communicate with clarity and confidence.

Then, you need to stop accepting the life you have and push yourself for the life you deserve.

**Book a consultation call with me, and I will give you the roadmap to get there.**

