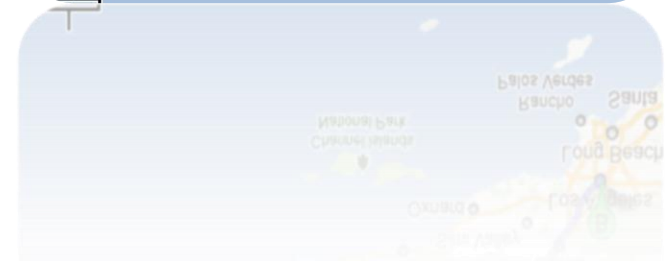
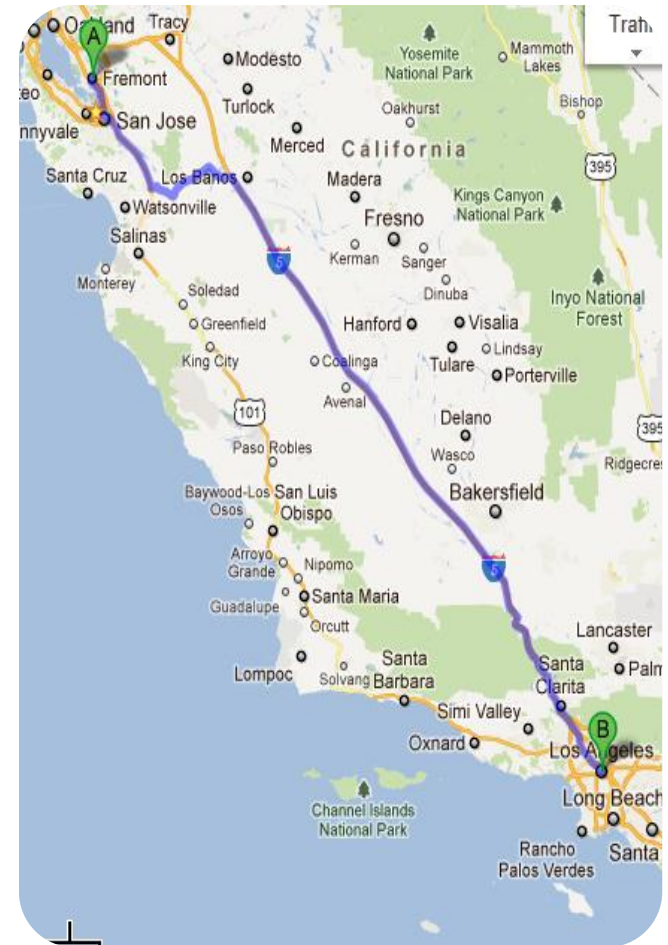


Long Drive



Five Answers To Find

- Who?
- Where?
- Why?
- When?
- How?



Spend Time in the 80%

I want to go from my home to LA by tomorrow 7pm

- What will you do that Monday morning in 2022?
- Statement of Purpose
 - Back track – Milestones
 - Appropriate Position today
 - How Prepared am I
 - My Past – strength, relevance



But How?

Which route – I5, 101, 1, local roads?
What are major turns?
Weather Condition? Road work?
What do I need to take with me?
Enough Money?

Gas?
Tire pressure?
Driving within speed limit?

- Strategic
 - How do I sell
- Tactical
 - Interview skills
 - What not to do
 - Preparation

Can he Drive?

What is needed to do the job?

- Intelligence
- Knowledge
- Cognitive Skills
- Social Skills

Can you read the Map?

Intelligence

- Most Valued
- Creative skills - How you approached
- Tips
 - Solve a puzzle
 - Analytical question in your field
 - Break a problem

Is he a good driver?

Knowledge and Skills

- Subject Matter Expert (SME)
- Tips
 - Collect from job descriptions
 - Most asked questions
 - Prepare
- Important for resume

Can he adapt to the road condition?

Cognitive Skills

- Apply knowledge?
- Experience?
- Hardest to Verify in an interview
- Tips
 - Talk from experience
 - Read Mags/articles
 - Keep abreast of technology changes



How well do you drive with others on the road?

Social Skills

- Communication
- Team work
- Cross Org collaboration
- Management



Tactics

- Interview questions - Glassdoor
- Prepare answers - practice
- Other position in company
- Know the interviewer
- 10 points you want to sell
- Drive the interview
- Leverage the response from one to answer other
- Logic, Comparison, Options, Example
- Follow up – to summarize your skills