



*Note:* The only difference between this and the first technique is that you ask up front what the employer is looking for in an ideal candidate. With this approach, you might be able to be more specific about the things that the employer wants in a candidate in the descriptions of the jobs that you had.

The drawback to this technique is that the hiring authority may “drive” the conversation. You may not get the chance to make your presentation because the hiring authority is directing the interview. Use your own judgment.

**Transition Phrase No. 2**

Based on what you said you wanted, I’m an excellent match. What do I need to do to get the job?