

FOCUS

Increase Your Chances of Getting a Job Offer



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LAURIE IS A PRINCIPAL AT L-TECH ASSOCIATES, AN EXECUTIVE SEARCH FIRM WITH A CLEAR MISSION TO HELP ITS CLIENTS MAXIMIZE THEIR PERFORMANCE—ONE STRATEGIC TEAM MEMBER AT A TIME. THEY WORK ALMOST EXCLUSIVELY IN THE BROADBAND CABLE INDUSTRY. CONTACT LAURIE AT 315-656-0018 OR WWW.L-TECH.NET

The success of your next job interview largely depends on your ability to discover needs and empathize with the interviewer. Ask questions that verify your understanding of what the interviewer has just told you. Don't editorialize or express an opinion. Establishing rapport in this manner paves the way for an open exchange of ideas and allows you to demonstrate your suitability for the job.

In addition, master the four "E's."

Excitement Employers look for people who get excited by the prospect of digging into the nitty-gritty of the job. Be sure that the interviewer knows that you are passionate about what you do.

Examples Leave no doubt in the interviewer's mind that you have the competencies that are required for the job. The most effective way to do this is to answer questions about

your abilities with specific examples of how you use that competency in your current situation. Say something like "managing cross-functional teams is one of my strengths. Let me tell you about a project that I managed at XYZ Company." Then describe the project in detail, emphasizing your role and actions that you took to ensure a successful outcome.

Energy The last thing you want to do is to come across flat in your interview. There's nothing wrong with being a laid-back person, but employers want people who will hit the ground running.

Enthusiasm Leave no doubt as to your level of interest in the job. This cannot be over-emphasized. Employers often chose the more enthusiastic candidate in a two-way tie.

SCTE Chapter Aids Hurricane Victims

The SCTE South Florida Chapter, based in Ft. Lauderdale, Fla., has set up a Hurricane Relief Fund for Florida cable employees and their families. In mid-August, Hurricane Charley slashed across the state, leaving a path of destruction almost ten miles wide, reports Stephen Brazil, the chapter's president. Hurricane Frances was even worse, he said, affecting the entire state Labor Day Weekend.

"The South Florida Chapter's membership has been greatly impacted by these storms," said Brazil. "They have affected cable television contractors, cable television operators, installers, technicians, engineers, technical supervisors, and their families."

South Florida Chapter has established information on its chapter website, www.scte.org/chapters/southfl, that allows any individual or organization to contribute to this relief effort and to nominate someone for assistance.

Gold Medal Fever

MGM from page 1

The event-winning chapters earn SCTE Cable-Tec Expo 2005 complimentary passes and complimentary enrollments in the SCTE Certification Programs.

Thanks again this year to *Broadband Library* magazine, the official sponsor of SCTE's MGM membership campaign. The overall gold, silver, and bronze medalists will receive, among other things, cash prizes of \$1,500, \$1,000, and \$500, respectively.

The results of each event and team standings will be posted on the SCTE website at www.scte.org. Click the Member Services section, then Member-Get-A-Member. The stats will be updated each week, so visit often!

Are you prepared to take on last year's top winners?

Delaware Valley Chapter—98 members
Bonneville Chapter—80 members
New England Chapter—72 members

MGM 2004 details and rules are available online in the same spot listed above. Questions? Contact SCTE's Customer Care Center at 800-542-5040, membership@scte.org, or Theresa Wilson, SCTE director of chapter support, at twilson@scte.org.

Not currently plugged into a local SCTE chapter? Visit www.scte.org for a complete list of chapters and get in on the fun!