



Executive Interview & Negotiation Coaching

Start Course

Introduction



Welcome

As you begin your adventure selling yourself in your career search, you must create communication...

Networking



Strategic Networking Webinar

Please watch this 60-minute webinar that describes our approach to strategic networking.



Networking Mistakes

Networking Mistakes There are many common errors that people make while network...



Networking Activity Flow

Use the attached document when Networking for Referrals and/or Contacts.



Five Point Networking Plan

5-Point Networking Plan (1) Know Who Your Ideal Target Company Is You can&rsqu...



Turbo Charge Your Networking

Turbo Charge Your Networking Ready to take your networking to the next level, es...



Outline Your Speaking Engagement

This speech outline can be used if you decide that you would like to speak in front of an audienc...

Informational Interviewing



Informational Interviewing for Executives

Informational Interviewing: Asking the Right Questions Informational Interviewing is ke...

References



Professional References and Testimonial Interviews

Professional References and Testimonial Interviews We've often said references to...



Creating a References Sheet

Creating a Reference Sheet First, copy your header (contact information) from yo...

Addressing Liabilities



Addressing Liabilities and Liabilities to Consider

Read the attached list of liabilities ("Liabilities You Need to Consider" file) and discuss any l...



Addressing Liabilities and Liabilities to Consider (and videos)

Read the attached list of liabilities and discuss any liabilities you might have with your Coach...

Working with Recruiters



Getting the Most from Recruiters

Getting the Most from Recruiters... some of the basics you need to know The ty...



Working with Recruiters (Webinar)

Here is a webinar I conducted about working effectively with recruiters. Think of it as "inside t...

Charisma on Command



Charisma on Command Video Course

Here is a \$1000 licensed bonus for you... It is a video course I bought called Charisma on Comman...

Phone Interviewing



Ten Steps to a Stellar Phone Interview (plus videos)

Ten Steps to a Stellar Phone Interview An initial phone interview is a crucial step in t...

Interview Introduction



60-Second Interview Commercial

When an interviewer asks you the question, "So tell me about yourself," use the attached workshee...

Questioning Strategy



Questions to Ask During an Interview

Many times, we have found that the questions you ask a hiring manager (the ultimate decision make...



Asking for the Opinions of the Interviewer

There is a basic human need to feel listened to and understood. If an interviewer is able to expr...



Target Company Insights

Target Company Insights Here are questions you should ask yourself during your search to...



0 of 39 Lessons Completed

Instructor



Tammy Kabell

Instructor

Tammy Kabell is the founder/CEO of Career Resume Consulting, a global executive career firm known for helping six-figure & seven-figure career seekers find their perfect job, get paid what they're worth, while shaving months off of their job searches.

Answering Strategy



What Employers Really Want to Know - 5 Questions

What Employers Really Want to Know In reality, an interview is just an opportunity for a...



Details on the 5 Interview Questions You Need to Be Able to Answer

To go into more detail on the 5 Interview Questions you need to be able to answer, here is a webi...



Advanced Interviewing - Get It Right All of the Time

Advanced Interviewing... how to do it right all the time Never take competitive...

Face to Face Interviewing



Interviewing Tips from Tammy Kabell

Here is my advice for answering the question, "Why should we hire you?"https://youtu.be/XApcM_Sil...



Transition Statements for Interview Stories

One of the best ways of answering questions posed to you during an interview process, whether it ...



Maximum Personal Chemistry

How to Build Maximum Personal Chemistry: Gaining a Competitive Advantage during an Interv...



Advanced Storytelling in Interviews; the Hero's Journey Format

In your face to face meetings, you should be prepared to cover about 3 more in-depth stories for ...

Overcoming Objections



ARTS Method of Overcoming Objections

Surface and Deal with Any Objections One key to interviewing is to be able to ov...

Conversational Hypnosis



Non-Verbal Cues During Interviews

Non-Verbal Cues During Interviews 1. A tilted head symbolizes interest...



Listen to Conversational Hypnosis Training

Conversation Hypnosis is a powerful training course that you have access to, if you want to take ...



Listen to Advanced Conversational Hypnosis Training

This extensive course is entitled Ultimate Conversational Hypnosis, and is an upgrade from the ba...

Negotiation



7-Step System for Negotiating

How to Negotiate... 7 Simple Steps This system is based on our experience and is a ...



Use Negotiation to Increase Your Final Package

Use Negotiation to Increase Your Financial Package Know when to negotiate, what to nego...



Your Compensation Wish List

Your Compensation Wish List Your "Wish List" consists of four parts: &...



Say This When You Get the Offer

When you get the verbal offer from either the Hiring Manager or HR, here is what you should tell ...

First 90 Days in Your New Role



30-60-90 Day Plan



First 90 Days in a New Position



Persuasion Techniques to Help Your Ideas Stick



Perpetual Career Management

Perpetual Career Management: Once You Have the Job The following are lessons lea...



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Instructor

Tammy Kabell is the founder/CEO of Career Resume Consulting, a global executive career firm known for helping six-figure & seven-figure career seekers find their perfect job, get paid what they're worth, while shaving months off of their job searches.



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