

面试英语：为什么我该聘用你(2)实用英语考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/569/2021_2022__E9_9D_A2_E8_AF_95_E8_8B_B1_E8_c96_569882.htm "Why should I hire you?" “为什么我该聘用你？” This is the classic question most of us hear during an interview. It 's often preceded by the phrase, "I 've already interviewed another person for this position who looks perfect." Then comes the killer question, "Why should I hire YOU?" 这是大多数人在面试中都遇到过的一个经典问题。面试官往往会这样说：“我已经面试过另一位想获得这个职位的人。他/她看上去很不错。”然后就是这个要命的问题：“为什么我得聘用你？”除了要展现你和别的应聘者不一样的特质，你还需要展示你的成绩，这才有说服力。 Demonstrate Your Accomplishments 展示你的成绩 Realize that there will always be competing candidates with a higher skill level, more experience, more education/training, or even a smoother interviewing style. The one equalizer though, is the ability to demonstrate how you have risen above and gone that extra mile to accomplish an important task, complete the job or realize an important goal. 要意识到竞争者中一定有人比你水平更高、经验更多、教育/培训程度更高，甚至有更顺利的面试风格。一个能让你和他们达到同一水平的方法是展现自己是怎样脱颖而出、付出更多，圆满完成某项重要任务、完善工作或实现重要目标。 Here, you recant that story of exactly how you worked 60-hour weeks, acquired new skills, or whatever it took to distinguish yourself and meet the challenge head on to successfully make the sale, save the project or

rescue a client. If you can monetize (put a dollar value on) the end result, your story will only be that much more dramatic. 这里，你不要讲一周工作60小时，怎样学习新技能，或者其他任何让你出众的“故事”；而是要说一说如何直面挑战，成功地做成了一单销售、挽救了一个项目或一个客户。当你能给结果赋上一个价值，你的故事就会有力的多。(to be continued)

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