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https://www.100test.com/kao_ti2020/645/2021_2022__E7_94_A8_E8_B0_88_E6_81_8B_E7_c96_645366.htm You just landed an

interview. You ' re excited. You ' re nervous. And, your head is full of questions about how to come across as the perfect candidate:

"What should I wear?" "What should I say?" "How do I prepare?" 你刚得到一个面试机会。你很激动，很紧张。满脑子想的都是自己该穿什么？该说什么？该准备什么？ Most of these first questions revolve around marketing yourself to the company. But

remember, it ' s also critical that you use the interview process to answer the most important question of all: "Is this the job I want?" 大多数首要问题都是围绕着如何将自己推销给公司。但是也要记住，通过面试过程了找到那个最重要的问题答案同样重要，那就是：“这份工作是我想要的吗？” To answer that

crucial question, you must pay close attention during the interview and actively engage your potential employer. That doesn ' t mean you should throw all your hard-hitting questions out at the

beginning. The key is to strategize by asking questions that fit in with the goals of the various stages of the interview process. 要找出这个重要问题的答案，在面试中你需要时刻关注着事情的发展，并且积极和你的潜在雇主互动。但这并不意味着在一开始你就全盘抛出十分强硬的问题。关键是要配合面试不同阶段的目的而制定出优秀的作战计划。 So, how do you know what to

ask and when? Mark Stevens, CEO of marketing and public relations firm MSCO and author of 25 books, including "Your Marketing

Stinks," suggests viewing the stages of an interview like different stages of dating -- falling in love, going steady, and getting engaged to be married. As with dating, you don't jump in asking about finances or other uncomfortable topics. After all, putting the cart before the horse can kill a good thing. Keep in mind the company's concerns as well as your own when asking questions, and you might find yourself getting swept off your feet by the perfect new job. 所以，你怎么知道何时该如何向面试官提问呢？职场专家马克史蒂文斯先生，在其书中建议求职者将面试的过程当着恋爱来对待，初恋，关系稳定下来，订婚，结婚。在约会初始，你并不会马上就问对方的财政情况或任何让人不舒服的话题。本末倒置会弄砸一件好事情。提问的时候，把公司关心的事情和自己关心的同样记在心里，这样你可能就会发现你自己被这份完美的新工作迷住了。 Initial Interview: The ' Falling in Love ' Stage 一面：“相爱” Asking for and discussing a bureaucratic checklist of benefits or responsibilities is no way to entice a new employer to fall in love with you. The goal of the first interview is mostly to figure out if you like the company and if they like you and could use your skills. Also, this is a time to look for subtle clues about the workplace -- take note of the office mood, corporate culture, and how you are treated. Did anyone offer you a coffee or water? Do people make eye contact or say, "Hello"? Can you hear laughter anywhere? 很套路地询问和讨论利益和责任等一系列问题并不会让面试官对你有好感。一面的目的是为了确认你是否喜欢这个公司，公司是否中意你，你的技能是否能为他们所用。同时，这也是找到职场中微妙线索的绝佳机

会，注意下办公室的情绪如何，公司文化，还有他们对待你的态度。有人为你端上一杯咖啡或茶吗？是否有人礼貌的和你问好？办公室是否随处有笑声？ Once the interview starts, the questions you pose to your interviewer should open up dialogue on broader topics such as your professional values and goals, and how they all might align with company goals. Keep the tone personable and look for ways to convey your passions. Doing so will help you come across as confident and knowledgeable, and that can set you apart from other candidates. Furthermore, the depth of information you 'll be able to discuss will leave the interviewer with a much clearer picture about who you are every day. 一旦面试开始后，你的问题应该起到抛砖引玉的作用，能够引起面试官探讨更广泛的话题，如你的职业价值，目标，他们是如何为公司的目标服务的。保持优雅的语调，及时传达出你的热情。这样可以让你看起来更自信，更有见识，更可以让你在众多的候选人中脱颖而出。此外，你探讨问题的深浅可以让你的面试官更清楚的知道你的日常为人。 For example, Stevens advises people to avoid the question, "What will my duties be?" Instead, he suggests posing a similar question this way: "I visited your Web site, and I liked what I saw. How would I be able to contribute to those values in this position?" 例如，斯蒂芬建议求职者避免讨论有如“我的职责是什么”等此类问题，你应该换个方式这样说：“我访问了贵司的网址，我很喜欢公司及其价值观。那么，我该怎么样在我的职位上为这么优秀的价值观贡献我的一份力量呢？ Changing the way you ask a rather standard question can lead to a more interesting dialogue and give you a more complete

idea of the job. It also shows your potential employer that you are aware of the company goals and that you are someone who will find ways to make them happen. 改变你询问固定标准问题的方式可以让你们的谈话更有趣，也能让你更全面的了解这份工作。这也可以让你的未来的上司觉得你关心公司的目标，并且，你将会想法设法实现这一目标。 Second Interview: The ' Going Steady ' Stage 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com