

Interview Tips

Interviews That Get Job Offers!

BEFORE THE INTERVIEW

A. Research the Company

1. Information you should know includes:
 - Products and/or services
 - Sales volume
 - Market share and growth history
 - Organizational structure
 - Site locations
 - Recent media articles
2. Where to find this information:
 - Library (referenceusa.com)
 - Dun & Bradstreet (www.dnb.com)
 - Hoovers Online (www.hoovers.com)
 - Thomas Register (www.thomasregister.com)
 - Company Website

NOTE: If you are researching a small company, you may have difficulty obtaining this information. Call the company's controller or sales and marketing department and ask them if they will provide some of this information. Try your local library reference section. If all else fails, concentrate on getting general information about the industry.

B. Research Salary

1. **EVEN THOUGH YOU WILL NOT BRING UP THIS SUBJECT**, you should be prepared for the question and be aware of the salary range for your profession.
 - monster.com
 - salary.com

Please [contact us](#) for further assistance.