

# Transcript - Episode 1 “How to Ace the Interview: So Tell Me About Yourself”

**Steve:** Hello everyone, welcome to our first episode of “Seal the Deal English,” helping you get the business English you need, whether it’s for the conference room or the interview with your host, Steve Literati .

- Music Sting: *Memory* by Creo -

**Steve:** Today, we will be looking at a common English interview question “tell me about yourself” and think of different ways to practice answering this question, as well as some useful phrases that can be used for helping you land that new job.

**Steve:** So first off, before we get started talking about how to answer this question, I’m going to tell you all about myself. As I said earlier, I’m Steve. I currently live and work in Seoul, South Korea, where I work teaching English to a lot of people who use it for business or career purposes, in Seoul’s financial center in Yeouido.

And I decided to launch this podcast because there is a lot of people out there who are interested in improving their English for business purposes. Here in Korea, business language resources are available, but they can be quite expensive. What if I am a college student who has just graduated and need help working on my English language ability? Can I really afford all those books and classes, especially considering that I just graduated and completed a lot of studying at my University? So that’s what this podcast and myself are here to do; help all of you get the language help that you want and need.

**Steve:** So, if you noticed, I am doing a couple of things with my introduction that can be helpful for someone who is interviewing me. The main thing to remember here is **K.I.S.S:** Keep it simple, stupid. Don’t explain too much, don’t make things overly complicated and confusing. You are here to show your interviewer who you are, and what you bring to the table. If you make things complicated, it will be

harder for an interviewer to know who you...are. So, let's look at our example answer

**Steve:** First off: I am saying who I am. This might seem really obvious - the person knows who I am, right? Hopefully; your interviewer should know who you are. But. Starting with your name does two things. 1st, it lets the interviewer know how to address you. Notice I said "I'm Steve" and not "I'm Steve Literati" or even "Steve Literati IV". This is a nice way of letting the interviewer know how YOU would like to be addressed; he or she may still choose to call you "Mr.," "Mrs.," or another title but it certainly helps them. Also, it provides a natural start to your introduction. You don't just dive right into talking about yourself, which might come off as awkward and clumsy.

**Steve:** The next big thing to look at is that I'm both explaining a little bit about my experiences and why I am interested in this position - or in this case, why I'm interested in starting my own podcast. I give a sentence or two explaining why I am qualified for this position - I have experience here in Korea doing this type of work.

**Steve:** That being said, however, I also don't spend TOO MUCH TIME talking about my experience. It's short and sweet. This is a very common mistake I see with my clients. When people are practicing with me and I ask them "Tell me about yourself," people start talking about their resume. And everything about their resume. And they keep going. And going. And going. This can be a big problem for several reasons: 1) Your interviewer will have your resume **on hand**. Hopefully he or she read it beforehand and knows what is in your resume;; you're telling them things they already know. 2) You are explaining yourself in a SUPER BORING WAY. Why is it boring? Well, do you enjoy reading lists? No? Ah, so now you know how your interviewer will feel if you list your career from the beginning to now.

**Steve:** And 3) this type of question is useful to an interviewer because it's asking about who ARE you - meaning, how do you see yourself? Are you just a list of

experiences, or are you something more? What - and this is a key word - **motivates** or **DRIVES** you? Which ties in nicely into the next part; why am I doing this? Why am I applying for this position? It's easy to say "I want more money". Don't we all? There are other jobs out there - your interviewer is wanting to know why you want to get this particular job and work for this particular company. Is it the company's message? Is it the opportunity to advance yourself in your field? What is it? This could make or break your chances for getting hired; there might be candidates who are more motivated than you who are really interested in this position; you need to stick out and explain why **THEY** need **YOU**. And showing what motivates you is a good way of doing this. So, some example phrases that highlight this could be "I decided to apply to this position because..." or "I became or am interested in this position due [to/to the fact that]"

**Steve:** Lastly, I ended explaining how I can help you. This is similar a little bit to what motivates you to join the company. The goal here is to explain why this company **NEEDS** you. In this case, I can best help all of you out there listening with business English, so please listen to my podcast. For you all applying for a job and getting the opportunity for an interview, it's always best to frame how you can help the company with what they want; what skills and services do you bring to the table. And lastly, while I didn't do it for this, you can end with something like the following: "Thank you for the opportunity for taking the time to interview me for this position" and "I am excited for the opportunity for joining your team/organization/company"

**Steve:** To summarize: You want to keep it simple, stupid. Don't try to focus on all your business experience, or jump right in. Rather, introduce yourself, give a little bit of experience about yourself (any big names you can talk about?), explain why you are interested in the position, and finally, how can you help your interviewer achieve their goals with your experience?

**Steve:** And with that, we are finished for today's lesson. If you would like to download today's transcripts, that highlights key phrases or terms used in this podcast you can do so at our website. If you have any questions, please email us at

[seatlthedealenglish@gmail.com](mailto:seatlthedealenglish@gmail.com). I'd love to get your feedback, whether it's comments, questions, or any requests for future show topics. And please subscribe and write a review for us on itunes, stitcher, or wherever you get your podcasts. Thanks everyone and hope to hear from you soon.

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## Key words and terms:

Explaining why you applied to the position:

"I decided to apply to this position because..."

"I became or am interested in this position due [to/to the fact that]"

Explaining why you can help:

"Thank you for the opportunity for taking the time to interview me for this position"

"I am excited for the opportunity for joining your team/organization/company"

Other keywords or phrases used in the episode:

- **active consumer** → someone who takes information or a product, adds their own opinions on the product, generates discussion, and passes it on to others leading to a larger audience for the original information or product
- **K.I.S.S** → (acronym) Keep It Simple Stupid
- **to name drop** → (slang) to mention or say something famous or important you are associated with
- **on hand** → available, ready to be used
- **to Motivate** → To encourage, or cause
- **Flattered** → to feel satisfaction because of what others are saying about him or her
- **weirded out** → (slang) to feel a bit confused, scared, and uncomfortable.