

# SAIGE PARTNERS

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## FOOT IN MOUTH

by Breanna Leuze

Have you ever been told you lack diplomacy, you are uncouth, immature, and tacky? Did you know these are all reasons you may not be hired for a position?

Let us go through each of these.

There are a few times that diplomacy is the best option in an interview with your potential new employer. Diplomacy is something that takes time to craft and requires the ability, to tell the truth as gracefully as possible, in a positive light without being negative. Diplomacy is a fine art that demonstrates your ability to be a strong communicator and how in tune you are with your emotional intelligence.

As an example, an interviewer may ask you, "Why are you leaving your current role?" An inappropriate response may be, "Well, I hate my boss. He is stealing money. No one cares, and the company is terrible and does not provide employees benefits like life insurance. They do not care about their employees." Listen, this is not the time to complain about what the company or your direct supervisor is or is not doing for that matter.

If you complain now in the interview, you will be likely to complain once if offered a position, and no one likes a Whiner or someone that is going to spill any improprieties that are rumored to occur. There have been countless studies done by Forbes, Harvard Business Review, etc...that demonstrate that poor leadership is one, if not the highest contributing factor to employee turnover. With that said, do not, I repeat, do not criticize your current supervisor in a job interview. Stick to the facts, and do not get emotional in your response.

You can redirect the conversation to why you are ready for a new challenge, what attracted you to the position, and perhaps, a potential fit for the new organization.

There is a time and place for everything. When the interviewer asks you, "Why do you want this job?", it is not the time to say, "Cash me outside if you don't give me the me money I want." While this statement makes my skin crawl and grit my teeth, I have heard that as a response from someone I have interviewed. This is a perfect example of being uncouth, immature, and tacky.

A more appropriate response may be to highlight the value you can provide, be of value, and share your unique career and professional experiences may be an asset to the potential new employer against the job description and selection criteria. Not only will this demonstrate your ability to think quickly, it will also show you took the time to research the company, the role and the requirements of the position.

You can practice being diplomatic, graceful, and having humility. You can practice what you may say to some of these interview questions. Implement these into your personal life as they will start to flow automatically without a second thought into your professional life. Do not get passed up for a position, because you lack the ability to filter the bad in your head to come out of your mouth.