

## **Sanford Rose Associates – Del Mar, CA**

### **Negative Factors Evaluated by An Interviewer**

- Personal appearance which is less than professional.
- Overbearing, overaggressive or egotistical behavior.
- No positive purpose.
- Lack of interest and enthusiasm -- passive and indifferent.
- Lack of confidence and poise; nervousness.
- Overemphasis on compensation.
- Evasiveness; making excuses for unfavorable factors in work history.
- Lack of tact, maturity and courtesy.
- Condemnation of past employers, managers, projects or technologies.
- Inability to maintain a conversation.
- Lack of commitment to fill the position at hand.
- Failure to ask questions about the position.
- Persistent attitude of "What can you do for me?"
- Lack of preparation for interview -- failure to get information about the company, resulting in inability to ask intelligent questions.