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TIP DU JOUR: Use SAGE stories at job interviews

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The biggest misconception about an interview is that you are there to answer questions, according to Dan Silver, director of career development at Team Builders Plus in Cherry Hill.

He offers a way to distinguish yourself:

Upgrade simple questions to High Definition. "What's your greatest strength?" should now become: "Give me an example of a project on which you worked that brought out your greatest strength." With this in mind, respond with a "SAGE" story:

Situation. What were the opportunities and obstacles?

Actions. How did you manage resources: budget, staff, client, technology, products, and deadlines that made this assignment interesting or unique?

Gain. What did the organization gain upon completion of this project?

Effect. What were the long term effects of your actions? How did the company and clients benefit?

Use SAGE stories to articulate the unique value that you bring to organizations, Silver said. To create a library of SAGEs, write out 10 questions that you are likely to receive in your next interview.

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