



Berry Recruitment Group

How To Pass The Littner Test

Claude Littner, the fearsome interrogator on TV's *The Apprentice*, has revealed the secrets of how a candidate can conduct a good job interview. Speaking to the in-house newsletter of Berry Recruitment Group (BRG), the businessman explains how to impress a potential boss.

His terrifying questioning of nervous candidates on the TV show starring Lord Sugar has become a hugely popular feature of the long-running programme. In the last series his withering assessment of one contestant's business plan so befuddled the hapless hopeful that he tried to exit the room through a window. But now the inquisitor has described the tips and techniques that might make the difference between landing a dream job or being overlooked.

He told the *Berry Bulletin*: "Remember – if you've reached the interview stage you've already got further than most. Dress appropriately and look the interviewer in the eye and shake hands firmly – a limp handshake is a real put-off.

"The most important thing you can do in preparation for the interview is research the company and find out as much as you can. At the very least, you need to know about the company's product range, competitors and market position.

"An interview is a two-way process, whatever you might have seen on *The Apprentice*. Prepare a few genuine questions of interest - but not about how much holiday comes with the job! If the interview panel throws a curve-ball question and you can't answer it, tell them so, or ask for a minute to think. Don't just blurt something out that you regret the moment you utter it.



Claude Littner

"Be honest. You might fool an interviewer into giving you a job, but that joy will quickly disappear if you fail to perform and you lose the job. If an interview has gone well it's good to hear the candidate thank the interviewer and say at the end: "I really want this job." It leaves the interviewer with a positive message. And finally, on leaving the interview room don't try and walk out through the window!"

Claude last year had the University of West London Business School named after him in appreciation of his exemplary business track record and contribution to the university.

Tony Berry, Chairman of BRG said: "We were delighted that Claude offered his candidate interview tips through our newsletter. I have known Claude for many years and his business success story goes on and on. He has helped many people develop their careers and his advice is certainly worth listening to."

BRG is headquartered in St Albans, Herts, and has 32 branches across England and Wales.

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