



## Information Session

May 2022



## Today's presenters



**Vivi Nika**  
Talent Acquisition Specialist  
E-mail: [vnika@dialecticanet.com](mailto:vnika@dialecticanet.com)



**Christina Michalopoulou**  
Talent Acquisition Specialist  
E-mail: [christina.michalopoulou@dialecticanet.com](mailto:christina.michalopoulou@dialecticanet.com)

# Meet Dialectica



**We help businesses and investment professionals make smarter decisions, explore new opportunities, and navigate the future with confidence.**



# Problem

Gaining access to unique real-time information and market insights is still very challenging



Outdated information



Common insights



Time-consuming and costly process



No awareness of whom to ask in different regions



# Solution

We help our clients unlock time to focus on what's important: *making decisions!*

Dialectica partners with the world's leading investment and consulting companies, enabling them to collect real-time information and market insights from industry experts across markets, industries, and regions



Bespoke service



Agile expert search



Unique experts

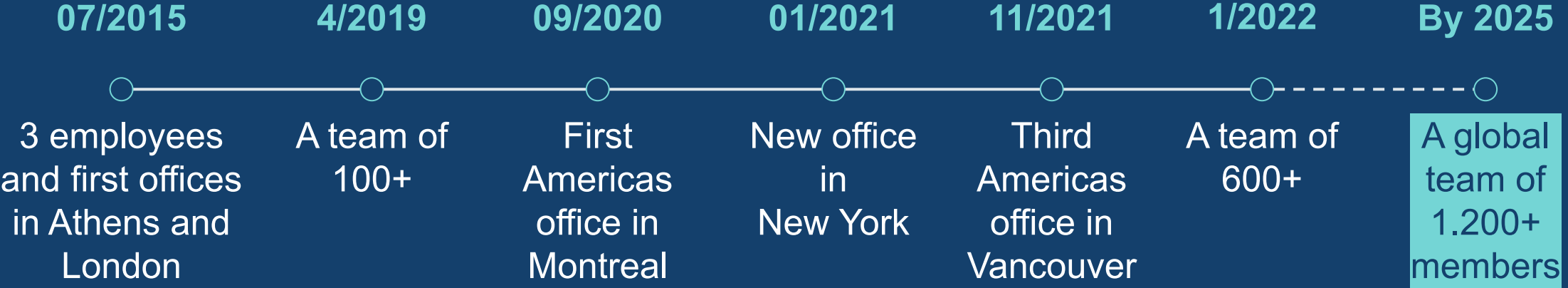


Proactive Compliance



Speed

# Dialectica growth story



We plan to have a strong presence across the world with more than **1,200** team members in the coming five years



# Your career at Dialectica

# The first step on your journey to becoming a global business leader and future entrepreneur!

Associate Program



International exposure



Essential business skills



Fast growth



Leadership



Creative and fun environment



Rewards and recognition



Career agility

# Associate program pathway



# Accelerate your career! Join our fast growing office in Athens!



**Relocation package available!**



# Interview Preparation Workshop



# Contents

- 1** Create a killer personal brand
- 2** Get prepared
- 3** Nail all types of Interviews
- 4** Make a rocking first impression
- 5** Understand recruiters
- 6** Make a difference after the interview
- 7** Dialectica Case
- 8** Interactive Workshop (ideas)

# 1

## Create a killer personal brand

10 steps to success

-  1. Figure out who you are
-  2. Determine what you want to be known for
-  3. Define your audience
-  4. Research your desired industry and follow the experts
-  5. Ask for informational interviews
-  6. Prepare an elevator pitch
-  7. Embrace networking
-  8. Ask for recommendations
-  9. Grow your online presence
-  10. Remember that your personal brand isn't just online

## Important Tip:

Modify your storytelling based on the job opening!

- Read the job description carefully
- Pick out keywords and phrases
- Make your experience fit
- Put your most relevant experience first
- Research the company
- Tailor your CV to the job description for the best chance of success

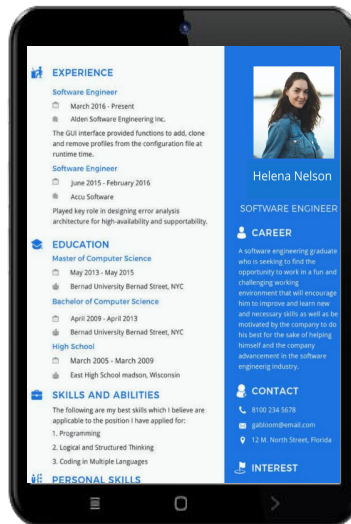
2

## Get prepared

# Example: Helena is interested in applying to Google

### Check your CV

- Anticipate questions and identify relevant examples
- Also, prepare your key selling points



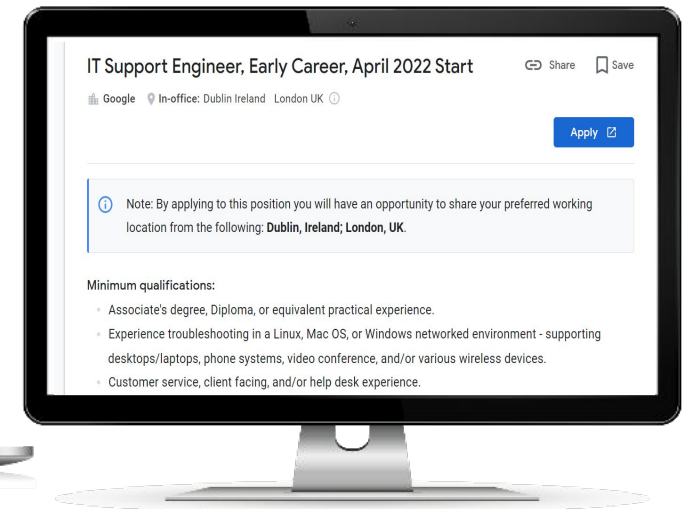
### Research the organization

- Check the website, reports, articles, company literature and relevant articles.
- Make clear what you like and prepare any questions









### Research job and occupational area

- Reread the job description – or similar job openings
- Search for current issues and practice on your questions



### 3 | Nail all types of interviews

#### Interview types

 <b>One-to-one interview</b>	Only the interviewer and the interviewee is present
 <b>Rotating</b>	Like one-to-one with different interviewers
 <b>Group</b>	6-8 candidates, Group observed while discussing topic
 <b>Panel</b>	2-5 interviewers, or as many as 13
 <b>Assessment Centers</b>	Includes social or informal events, Meeting with recent graduates or managers
 <b>Psychometric Tests</b>	Aptitude Tests, Numerical reasoning, Watch timing, Personality Questionnaires

#### Useful Tips

- Listen Carefully and Take Your Time To Answer
- Match Your Skills With The Requirements
- Answer dilemma questions with very strong arguments- there is not right or wrong!
- Get ready for competency interview

# Most common Interview Questions

## Job related questions

---

- How Did You Hear about the Job?
- Why Do You Want the Position?
- Why Are You Leaving Your Job?
- Why did you choose that particular degree programme?
- What experience have you had that is relevant to this post?

## Personality related questions

---

- Tell me about yourself
- Say Something About You That's Not on Your Resume
- How Would Coworkers Describe You?
- What would you consider your major achievements to date?
- What Are Your Top Strengths and Flaws?



## 4 | Make a rocking first impression

Use real-world examples in your answers to interview questions



Be on time: Be there or log in 5 minutes earlier



Watch body language of interviewer



Use your face to face communication skills




Smile and make eye contact



## 5 | Understand recruiters

### All recruiters look for:

-  Good all-round intelligence
-  Enthusiasm, commitment and motivation
-  Good communication skills
-  Teamwork ability
-  Ability to solve problems
-  Capacity to work hard
-  Initiative and self-reliance
-  Balanced personality



# How to gain a recruiter's interest

All a recruiter wants is to have a lively chat about your experience, skills and career aspirations, so:



Show  
enthusiasm



Ask great  
questions



Be  
understanding

## 6 | Make a difference after the interview

### Review own performance



What went well

---



What went badly

---



What you wished you had said

---



Prepare for next stage

---

### Follow up on LinkedIn



Rejection letter / email if you can request feedback – use it

# 7 | Dialectica Case: Our Recruitment Process

**Submit your application**



[Our website](#) [Workable](#) [LinkedIn](#)

**Brief phone call or video interview**



**First Interview**



**Business Case**



**Final Interview**



## 8 | Workshop



Answer interview questions with the help of the Recruitment team

# Join us!

Help us innovate how business professionals share knowledge and gain access to primary research worldwide

[www.dialecticanet.com/careers/](http://www.dialecticanet.com/careers/)



[@dialectica-research](https://www.linkedin.com/company/dialectica-research)



[@lifeatdialectica](https://www.instagram.com/lifeatdialectica)



[@Dialecticanet](https://www.facebook.com/Dialecticanet)



[@Dialectica](https://twitter.com/Dialectica)

