

## **Why People Don't Get Hired**

Listed below are 40 reasons interviewers give for not offering jobs to applicants. Notice that of the 40 reasons for not hiring; only one (number 26) has to do with technical ability.

1. Poor personal appearance
2. Overbearing know it all
3. Inability to express self clearly; poor voice, diction, grammar
4. Lack of planning for career; no purpose or goal
5. Lack of confidence and poise
6. Lack of interest and enthusiasm
7. Poor references, written
8. Overemphasis on money
9. Poor scholastic record; just got by
10. Expects too much too soon
11. Makes excuses, evasive, hedges on unfavorable factors in background
12. Lack of tact
13. Lack of maturity
14. Lack of courtesy
15. Condemnation of past employer
16. Lack of social understanding
17. Lack of vitality
18. Fails to make eye contact
19. Limp, "fishy" handshake
20. Indecision
21. Sloppy application or resume preparation
22. Merely shopping around
23. Only wants job for a short time
24. Little sense of humor
25. Poor references, verbal
26. Lack of skills or experience for this position
27. No interest in company or industry
28. Excessive emphasis on who they know
29. Unwillingness to relocate
30. Cynical
31. Low moral standards
32. Lazy
33. Intolerant, with strong prejudices
34. Narrow interests
35. Poor handling of personal finances
36. Inability to take criticism
37. Radical ideas
38. Late to interview without good reason
39. Asks no questions about the job
40. Indefinite responses to questions