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# Proof by Example

## How to Demonstrate Your Skills More Effectively

Start Here

### Give Specific Examples

You should be able to identify specific and concrete examples of actually doing what you say you can do. If you said, "I am a hard worker", come up with three different instances when you performed that "hard work." Examples can come from your life, work or educational experiences. Naturally, a work example is best followed by education & training. People remember stories and details more than empty statements.

Giving an example is like telling a story and that's a memorable way of marketing your skills.

### Give Details

Anytime you give an example include the details: who, what, where, when, why and how. This will help you tell a more complete story about your skills.

### Show Results

Nobody cares what you did...if the results of your action didn't turn out to be positive. When you are trying to determine your result, you need to take two thoughts into consideration.

1. Make sure that you try to use numbers when telling the interviewer about your positive results.
2. Know how you measured your results. In other words, how do you know the result was a good one?

### Add Numbers

Whenever you give an example you want to try to use numbers. Employers can use the number to compare you with your competition. Instead of saying, "I loaded a lot of trucks." Say: "I loaded 12 tons of produce onto 6 trucks in less than three hours." Instead of saying, "I did some work as a supervisor." Add more details. Say, "I was responsible for 6 people, 2 out of every 5 working days."

### Connect the Dots

You want to tell the interviewer how the skills you used in your example match the skills needed for the job you are interviewing for. Just because you used a skill to do something doesn't guarantee that the employer will know your example fits into what they want or need. Most employers aren't good at mind reading. If you want them to know something – tell them.