



## “The Top Factors Which Lead to Rejection of Applicants”

(According to research conducted with 186 companies)

1. **Poor scholastic record** — Low grades without reasonable explanation; low level of accomplishment
2. **Inadequate personality** — Poor attitude; lack of self-confidence; timid, hesitant approach; too introverted
3. **Lack of goals** — Poorly motivated; does not know own interests, indecisive; poor planner
4. **Lack of enthusiasm** — Lack of drive; not sufficiently assertive; little evidence of initiative
5. **Lack of interest in our type of business** — Lack of interest in our company; not interested in the type of job we have to offer
6. **Inability to express themselves** — Poor speech, inability to “sell” themselves (present their own talents in a positive way)
7. **Unrealistic salary demands** — More interested in salary than in opportunity; unrealistic expectations; over-emphasis on management positions; unwilling to start “at the bottom.”
8. **Poor personal appearance** — Lack of neatness; careless dress. A personal style that’s meant to shock instead of saying “I’m part of the mainstream.”
9. **Lack of maturity** — No evidence of leadership potential.
10. **Failure to get information about our company** — Lack of preparation for the interview; did not read the literature.
11. **Excessive interest in security and benefits** — A greater emphasis on “what can you do for me?” instead of “here’s what I believe I can do for your company.”