Would Someone Really Hire You?

Are your skills up to par in today’s highly competitive marketplace? Do customers really want to do business with you? If you needed a job tomorrow, would someone enthusiastically hire you? Face it: In this day and age you’ve got to keep your skills and performance up to par. Your livelihood depends on it.

But customers and employers are no longer willing to settle for people who can simply “do the job.” Instead they are looking for people who demonstrate high initiative, creativity, superb communication skills and the ability to work effectively in teams.

Take a few moments to test your “employability quotient.” Each of the following aptitudes is highly desired by most employers in today’s workplaces. If you demonstrate the aptitude strongly, rate yourself with a “3.” If you practice it frequently, you get a “2.” If you demonstrate the aptitude some of the time, rate yourself with a “1.” If you demonstrate it rarely or never, rate yourself with a “0.”

Now, test your employability quotient:

1. I have the ability to quickly research and understand the needs of other people.
   3 2 1 0

2. I can define problems in terms of the needs of my customers or employer.
   3 2 1 0

3. I understand and practice “active listening” skills with the people around me.
   3 2 1 0

4. I’m quick to suggest ideas and activities.
   3 2 1 0

5. I use body language to motivate people and defuse tense situations.
   3 2 1 0

6. I set clear, concise goals on behalf of my customers, employer and myself.
   3 2 1 0

7. I’m decisive and quick, without appearing rude.
   3 2 1 0

8. I’m a team player, able to get along with a variety of different people.
   3 2 1 0

9. I understand, and can use, the latest in technology.
   3 2 1 0

10. I simplify problems and tasks.
    3 2 1 0

11. When I begin a project, I quickly organize my ideas, contacts and resources.
    3 2 1 0

12. I try to get things done on my own.
    3 2 1 0

13. I do what needs to be done without anybody asking.
    3 2 1 0

Continued on page 20
### Hire, continued from page 19

14. I bring technical skills to my conversations without confusing people.
   - 3 2 1 0

15. I can develop novel solutions to old or perplexing problems.
   - 3 2 1 0

16. I welcome criticism of my ideas and my performance.
   - 3 2 1 0

17. I understand the bottom line and my efforts are geared toward bottom-line goals.
   - 3 2 1 0

18. I tolerate, and even embrace, people who share opposing views.
   - 3 2 1 0

19. I display excellent judgment in my use of time, technology and resources.
   - 3 2 1 0

20. As part of my commitment to quality, I double-check to make sure things are right.
   - 3 2 1 0

21. When people bring questions or concerns to me, I follow-up efficiently.
   - 3 2 1 0

22. I’m constantly learning new skills through reading, training and education.
   - 3 2 1 0

23. I ask for feedback from the people around me.
   - 3 2 1 0
24. critique my performance all the time.  
   3  2  1  0

25. I give more than what’s expected.  
   3  2  1  0

Now, total your scores and rate yourself. If you scored 62 or above, you’re hired! If you scored between 38 and 61, you show a solid mix of tenacity, drive and commitment to the needs of others. While you may be weak in a few areas, you’d be a very competitive job or business candidate. If you scored below 38, you may still exhibit some very desirable skills and aptitudes—but not always enough in this skill-based age. If things aren’t quite up to par, identify the top people around you. Listen to them. Learn from them. Then, chart your own path to self-improvement and prepare yourself for the increasingly competitive—but exciting-job and business climate in the years ahead.

About the Author  
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