NEGATIVE FACTORS WHICH LEAD TO REJECTION OF AN APPLICANT*

1. Poor personal appearance.
2. Overbearing, overaggressive, conceited superiority complex, know-it-all.
3. Inability to express yourself clearly—poor voice, diction, grammar.
4. Lack of planning for career. No purpose and goals.
5. Lack of interest and enthusiasm, passive, indifferent.
7. Failure to participate in activities.
8. Overemphasis on money. Interest only in best dollar offered.
9. Poor scholastic record—just got by.
10. Unwilling to start at the bottom. Expects too much too soon.
11. Makes excuses, avoiding the point. Hesitation at unfavorable factors in record.
12. Lack of tact.
13. Lack of maturity.
15. Condemnation of past employers.
16. Lack of social understanding.
17. Marked dislike for school work.
18. Lack of vitality.
19. Fails to look interviewer in the eye.
20. Limp, fishy handshake.
21. Unable to make a decision.
22. Sloppy application.
23. Merely shopping around.
24. Wants job only for short time.
25. Little sense of humor.
26. Lack of knowledge of field of specialization.
27. Parents make decision for you.
28. No interest in company or the industry.
29. Emphasis on who he/she knows.
30. Unwillingness to go where we send him/her.
31. Cynical.
32. Low moral standard.
33. Lazy.
34. Intolerant, strong prejudices.
35. Narrow interest.
36. Poor handling personal finance.
37. No interest in community activities.
38. Inability to take criticism.
40. Late to interview without good reason.
41. Never heard of company.
42. Failure to express appreciation for interviewer’s time.
43. Asks no questions about the job.
44. High pressure type.
45. Unclear response to questions.

*153 Companies surveyed by F.S. Endicott, Placement Director, Northwestern University