

Υπεύθυνη συντονίστρια μαθήματος  
Μαρία Αλεξίου Χατζάκη  
Αναπλ. Καθηγήτρια

# PERSONAL SKILLS DEVELOPMENT

CV & Interviewing



Κυριακή 9 Νοεμβρίου 2025

Ανδρέας Παλιαλέξης

project advicer

EC CINEA

[andreas.palialexis@ec.europa.eu](mailto:andreas.palialexis@ec.europa.eu)

- HR RECRUITMENT AND SERVICES, EC CINEA

# Definitions

- **Competence:**

- the quality of being adequately or well qualified physically and intellectually
- *Proficiency – fitness*

- **Skill:**

- an ability that has been acquired by training
- an ability to produce solutions in some problem domain

- **Soft skills:**

- personal attributes that enable someone to interact effectively and harmoniously with other people.
- *Teamwork, persuasion, influence, problem solving, patience, ethics service culture, motivation, assertiveness*

# Overview

01

How to smash  
your  
application



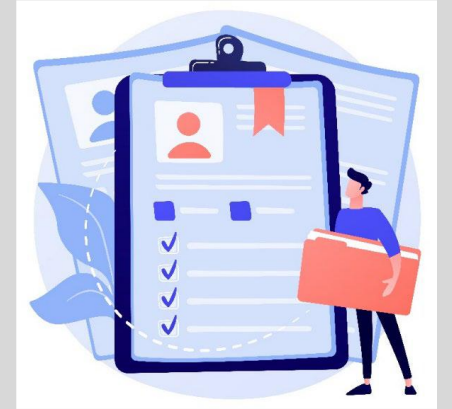
02

How to smash  
your interview?

03

CV writing

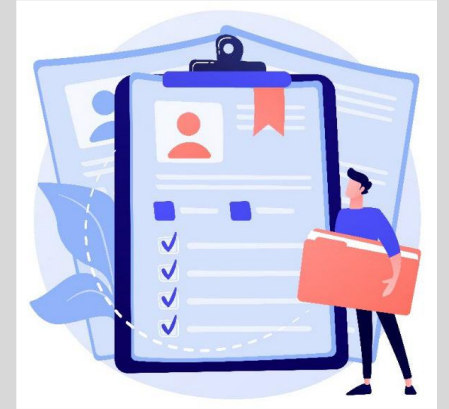
# Tips for your application



- **Reflect:** should I apply or not? Am I eligible, suitable and sufficiently motivated?
- Study the **vacancy notice**: job description, eligibility & selection criteria
- Adapt CV & Motivation Letter to the **Job Description, team/sector/department and organisation**
- Highlight in bold **relevant experience/knowledge** to the job
- Don't wait for the last day to apply!

# Tips for your application

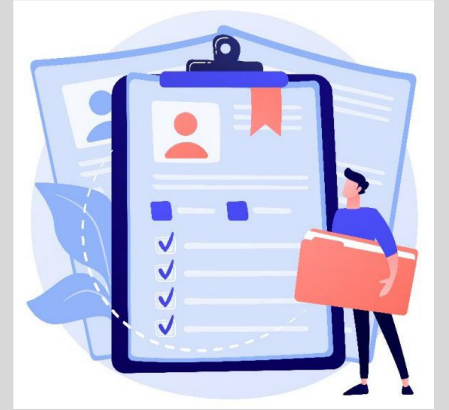
## Motivation Letter (1)



- In English and 1 page max
- Different to a cover letter (your experiences are already in the CV, here we want to know what elements of the job **motivate** you!)
- Personalised to position (Job Description and Selection criteria) and organization

# Tips for your application

## **Motivation Letter (2)**



- Use it to add value! So, include:
  - Name of the position, organization
  - Why the mission of the organization and team resonates in you
  - What aspects of the Selection Criteria you fulfil and what tasks of the Job Description motivate you the most
  - How you can contribute to the success of the team



# Overview

01

How to smash  
your  
application

02

How to smash  
your interview?

03

writing





# In an interview, what elements can be explored quite well?

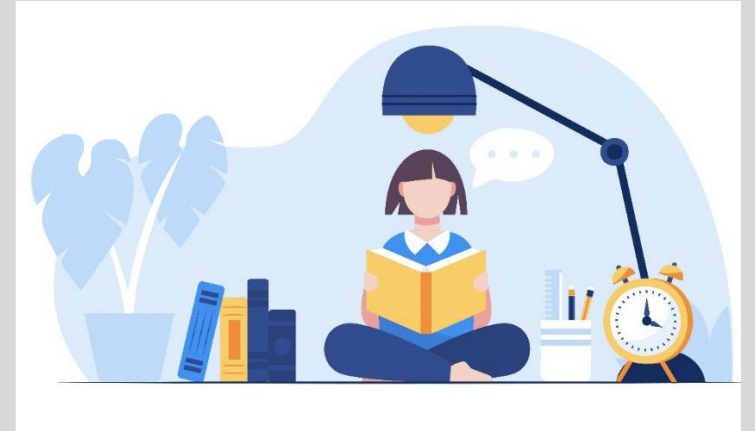
- Technical skills (the candidate either knows it or not)
- Linguistic skills
- Work experience
- Education
- Qualifications
- Knowledge (job specific, EU institutions, policies etc)

Objective of the interview = **Verify coherence with CV**

# Tips for your interview

## What to do before

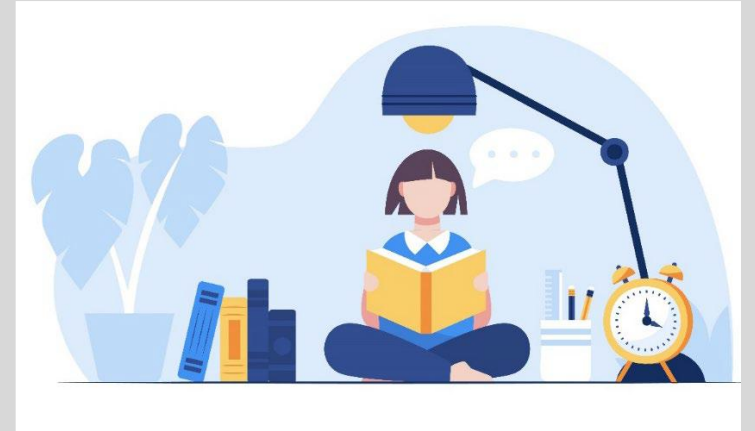
- Read about the institution, Unit or Domain
  - Get to know their history, structure, activities, values and mission
  - How do you see their activities evolving?
  - How do you see yourself evolving there?
- Be sure you know well what you wrote in **your application**
- Understand the style of interview: **structured interview**



# Tips for your interview

## What to do before

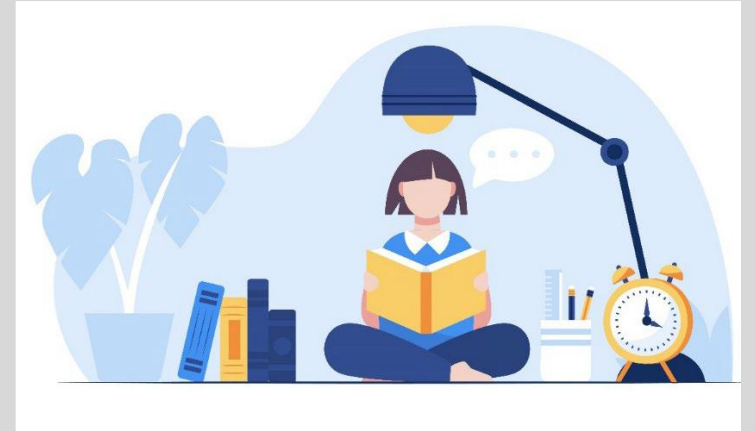
- Rehearse for potential questions:
  - Presentation:
    - Concise & structured (2-3 min)
    - Focus on your most relevant experience, studies and knowledge to the job.
    - Highlight relevant technical and soft skills. Ask yourself how you fit the Job, the Team and the Organization.
    - Show familiarity with the activities of the institution, Unit and projects
  - Your **motivation** - for the specific post, institution and organization



# Tips for your interview

## What to do before

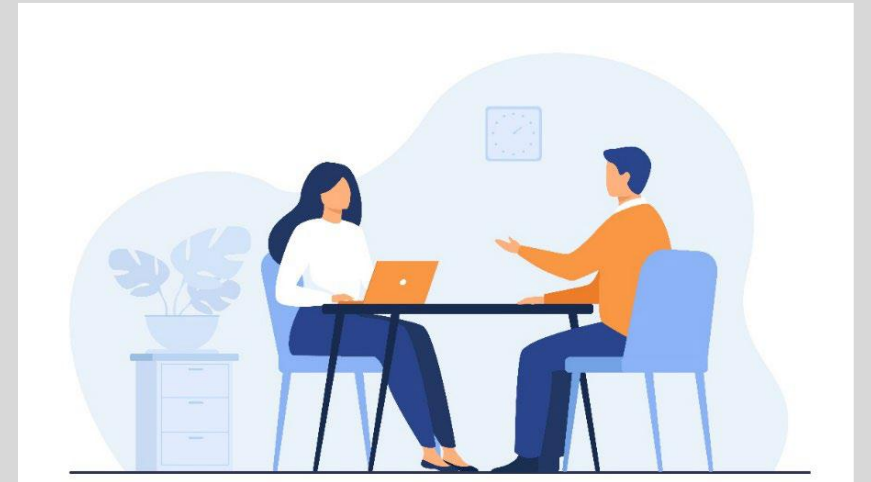
- Rehearse for potential questions:
  - Technical knowledge - get inspiration from the vacancy notice
  - Institution and EU programme
  - Procedures & tools
  - **Interpersonal Competencies:** teamwork, cooperation, resilience, conflict management, etc. You can look for typical questions about them online. The questions are based on the Selection Criteria!
- What can you bring to the post and team? Best candidate?



# Tips for your interview

## **What to do during**

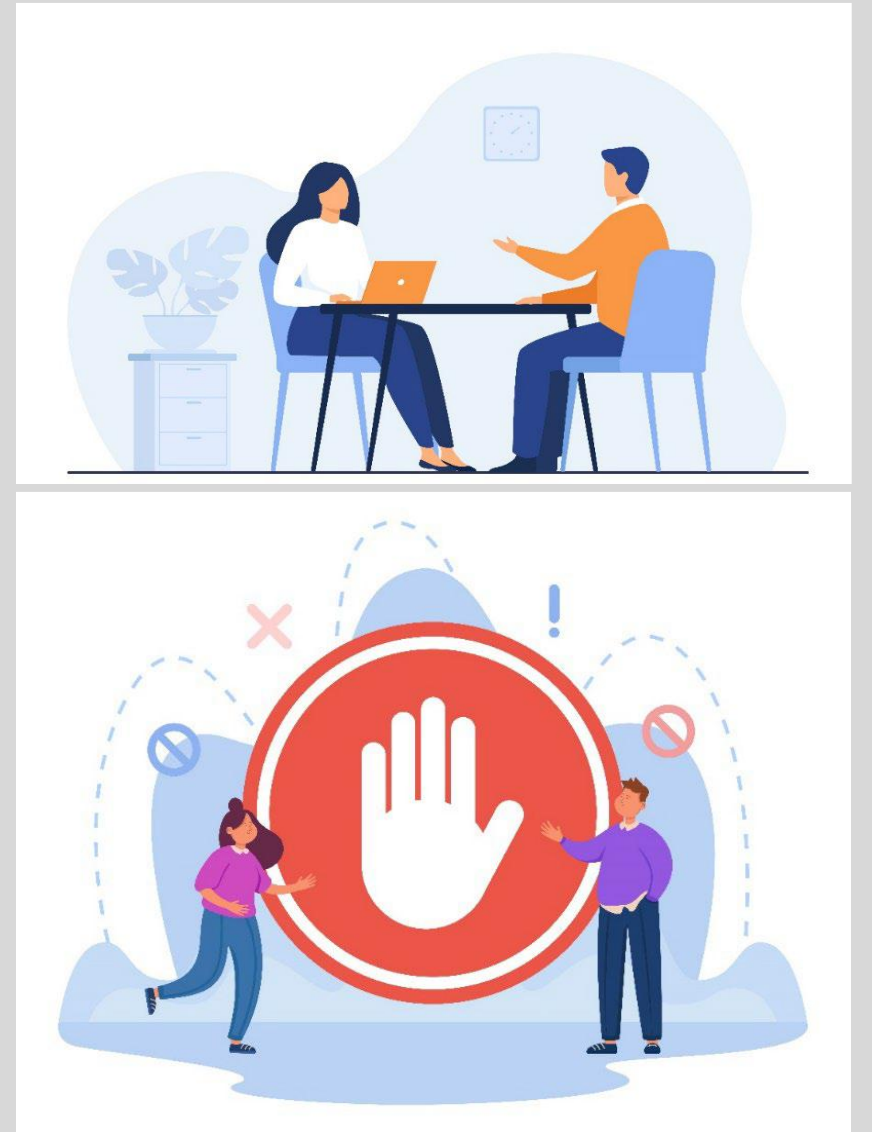
- Be structured, concise and to the point
- Listen carefully to questions & answer accordingly:
  - If unclear, ask the panel to repeat the question
  - Pay good attention to two-fold questions
  - Focus on the question and not on the answer you have prepared
  - If asked a situational question, reply to the described situation – use STAR Model



# Tips for your interview

## **What not to do during the interview**

- Don't be late
- Don't read your answers
- Avoid jargon
- Don't be too informal
- Don't assume the panel knows you or your work
- Don't lie



# Common evaluation biases



- **Stereotypes** – rating a candidate based on external observable elements
- e. .g. color, geographical origin, language, gender, looks...
- **Trojan Horse** – being less likely to let very strong candidates pass, out of fear for subsequent on-the-job competition
- **Uniqueness** – belief that you or the group/ community you belong to is unique, special, superior
- **Confirmation bias** – giving more credibility to arguments that corroborate our initial point of view and discredit information that contradicts it, *in spite of evidence*



# Tips for your interview

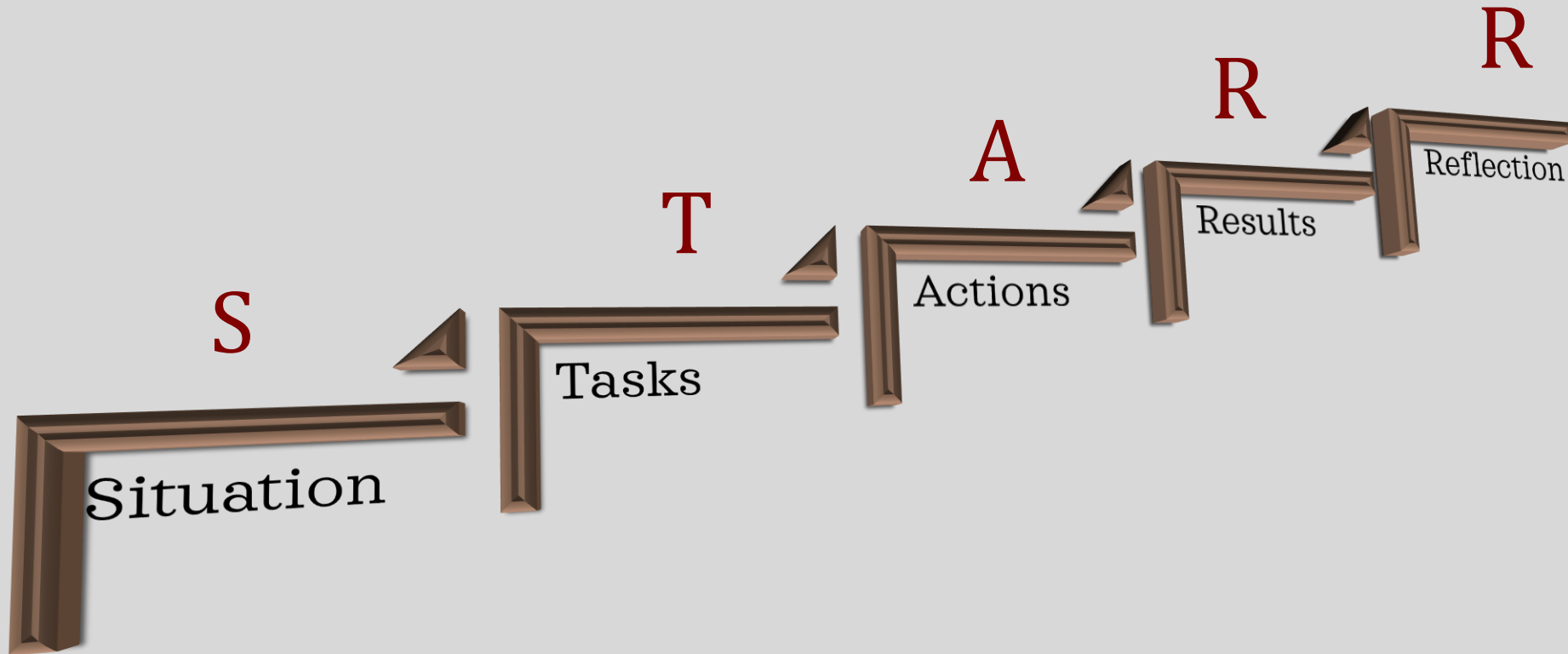
## **After the interview**

- Reflect and take notes: what went well and what could be improved?
- Do not take it personally!
- Ask the HR Recruitment Team for feedback



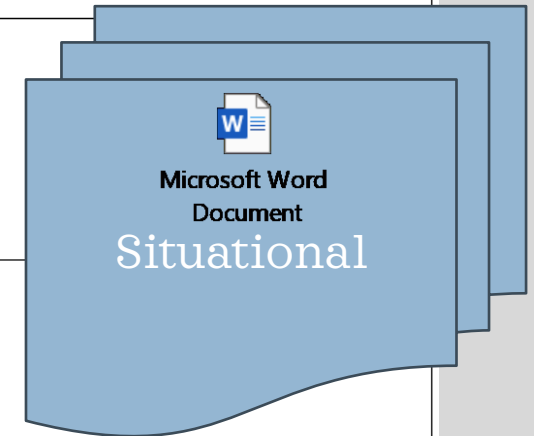
# COMPETENCE: Teamwork

“Describe a challenging situation where you were not able to reach your objective in a team”



**COMPETENCE: Team work - “Describe a challenging situation where you were not able to reach your objective in a team”**

<b>S</b>	<b>SITUATION</b> What was the context? Where? How long? Who were the stakeholders? What was the assignment? What was the objective? What was the greater outcome that was expected?	
<b>T</b>	<b>TASKS</b> What were YOUR specific role and responsibilities? What were the stakes?	
<b>A</b>	<b>ACTIONS</b> What did you do specifically do? With whom? For how long? Which options did you explore? What did you take into consideration?	
<b>R</b>	<b>RESULTS</b> What was the outcome? Did the outputs support the greater outcome? What did you achieve? If not, What contributed to the failure? What did you prevent, if anything?	
<b>R</b>	<b>REFLECTION</b> What have you learned from this situation? What will you do differently from now on?	



# Interview structure



Intro (chair)



Self  
presentation



Job related



Soft skills



Questions

# Non-verbal communication during interviews

- Click [here](#)



# HIGH POWER BODY LANGUAGE



# Overview

01

How to smash  
your  
application

02

How to smash  
your interview?

03

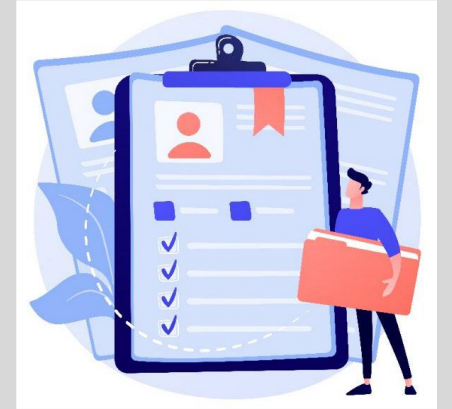
CV writing





# Curriculum Vitae

## CV



- Language (?)
- 5 pages max
- Include a little introduction of you and your professional career and goals
- Well structured, with bullet points for each function. If worked in different domains in the same position, divide your functions or tasks by domain
- First, experience (starting with most recent) and Studies at the end
- [Europass](#) (recommended but not compulsory )

# Apply what you learn?

- [EC Blue Book Traineeship programme - Blue Book Traineeship programme](#)
- [JRC Recruitment Portal](#)
- [Traineeships | EU Careers](#)



The end

Thank  
you for  
your  
attention