

Υπεύθυνη συντονίστρια μαθήματος
Μαρία Αλεξίου Χατζάκη
Αναπλ. Καθηγήτρια

PERSONAL SKILLS DEVELOPMENT

CV & Interviewing



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ΕC CINEA

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- 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

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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

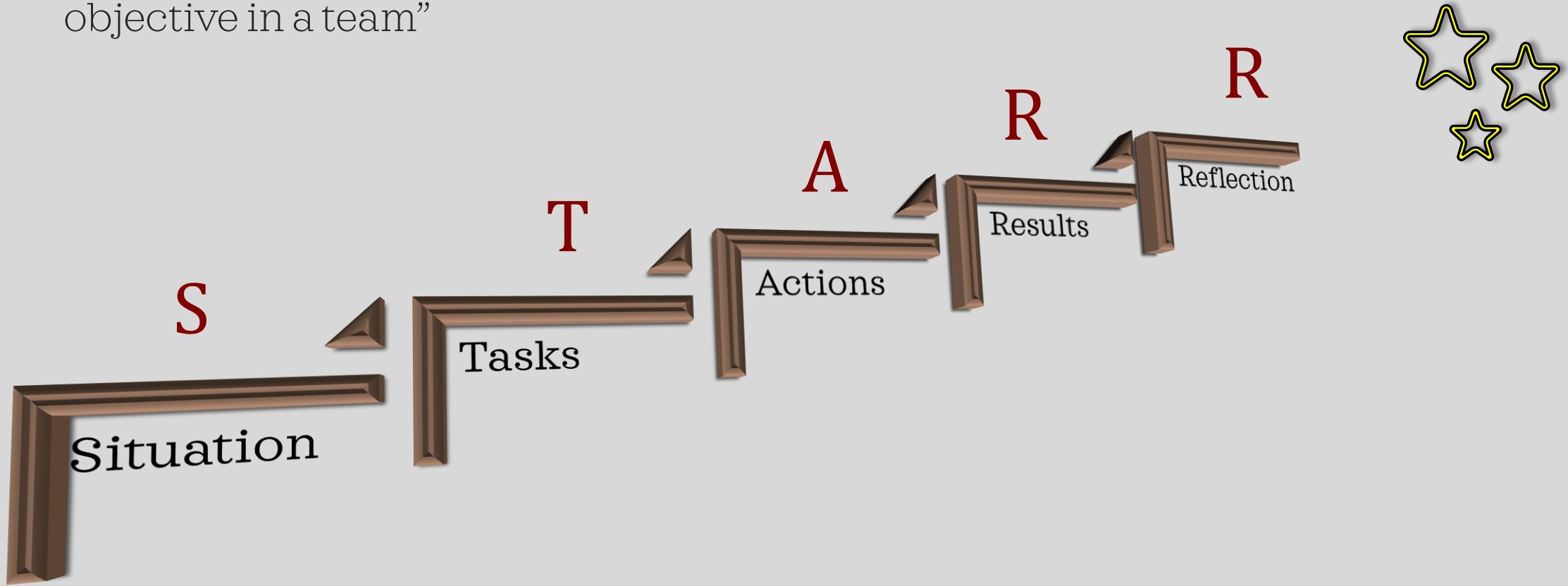
After the interview

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



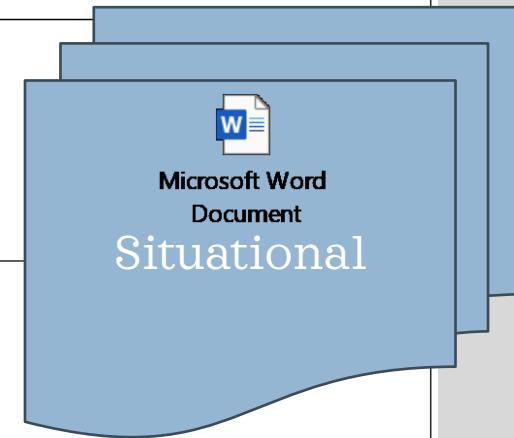
COMPETENCE: Teamwork

“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”*

S	SITUATION 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?	
T	TASKS What were YOUR specific role and responsibilities? What were the stakes?	
A	ACTIONS What did you do specifically do? With whom? For how long? Which options did you explore? What did you take into consideration?	
R	RESULTS 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?	
R	REFLECTION 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

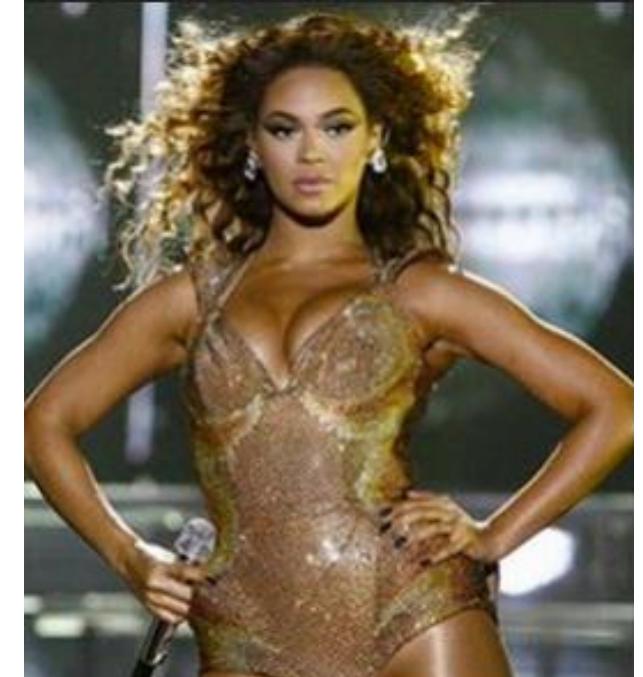
Questions

Non-verbal communication during interviews



- Click [here](#)

HIGH POWER BODY LANGUAGE



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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