

LDC 1-6: PROJECT INTERVIEW SKILLS

ABSTRACT

Most private land development client interactions tend to be informal and relationship-based, and generally do not involve any type of formal interview or presentation to win new work. That being said, many land development-based consultants are finding project opportunities that require some level of interview or formal presentation as a final step toward being selected to provide consulting services on behalf of the project. This paper delves into some of the nuances of effectively preparing for these types of interviews and presentations, and offers a number of tips and secrets that can turn a solid presentation into one that can better help secure a project win.