



Frequently Asked Interview Questions ... and how to rock your answers!

1. What other information that we perhaps didn't cover, would you want us to know?

Perhaps, despite all the previous opportunities for the candidate to provide favorable material, there still may be more. This is your last chance. This question serves as a built-in interview evaluation item. If you have more than a few facts to add, the interview probably has not been well conducted.

2. Why do you believe you should be hired for this position?

A summation question that allows you the opportunity to tie everything together and, once again, impress the interviewer with your credentials and qualifications.

3. What abilities do you feel are important for success in this position?

This question gives you the opportunity to link your positive attributes to the attributes needed to be successful in the position. An excellent time to tie your skills to the position and show how qualified you are for the job.

4. As you understand the position, what part or parts do you think would be satisfying to you?

As with every question, the interviewer is evaluating your response. How do your responses compare with an "ideal" employee's response. Make sure your response encompasses all aspects of the position positively.

5. What parts of the position do you think would be less satisfying?

Do not evade the question! The answer to this question is just as important as all other questions. Don't get trapped into providing critical or negative assessments about yourself.

6. What other kind of jobs are you considering at this time?

The purpose of this question is to find out if you are interviewing for similar or unrelated positions. If you are considering a similar position with a competitor, this information could regard a positive evidence of your commitment to the kind of position that you are interviewing for. On the other hand, if you are interviewing for a wide range of positions you might not be an employee with long-term commitment.

7. What salary are you looking to make?

This question can make or break the interview. Choose a response which best fits your personality:

- A.) "Mr. Employer, you are aware of my educational background, employment history and experience. Based on that, what do you think I'm worth to your company?"

Now the employer has to respond. They can respond in two ways:

- a. "My company is paying \$48,000" – OR –
- b. "That's fine, but what do you need to live on?"



Your response should always allow room for negotiation by giving a salary range. "Mr. Employer, I would be interested in a salary of \$37,000 to \$40,000.

- B.) "Mr. Employer, I'm not only here for money. I am aware of the salary range for this position and I am looking within the range. I'm not going to give you a dollar figure. If I did, I would be rating my own value. By you giving me an offer, rather than me giving you a dollar amount, I'll know the value you place on my skill level".
- C.) "Mr. Employer, I'm here because I believe there is an opportunity for me with your company. I'm willing to entertain your strongest offer. So what do you think that would be for someone with my skills and background?"