

# THE TOP 10 INTERVIEW QUESTIONS YOU WILL BE ASKED...

All interview questions are designed to determine one of three things.

1. Can you do the job? 2. Will you fit in the company? 3. Do you want to job? The answer to the first question is most likely, 'yes.' You are right out of school. They know your qualifications. You can do the job. Will you fit in? This is a judgment call based on personal chemistry. Do you really want the job? This is the reason you are there, so every answer to every question must convince the interviewer you 'want the job.'

The key? Answer every question as if the interviewer says, after the question..."and what is in it for me?"

## 1. TELL ME ABOUT YOURSELF, OR WHY DO YOU WANT THIS JOB.

The first question in most interviews gives you a chance to give your 'elevator speech' which states your current situation and your passion for the industry. With your opening remarks you can clearly establish you are enthusiastic, appreciative, determined and most importantly, confident. Remember, the decision-maker hasn't even asked you one question and he/she already has had the chance to draw conclusions about you from your actions and behavior.

## 2. WHAT ARE YOUR CAREER GOALS? LONG-TERM GOALS? ETC...

This type of question gives you another chance to talk about your passion for the business and desire to be a part of the company.

## 3. WHAT IS YOUR BIGGEST ACCOMPLISHMENT? WHAT ARE YOU MOST PROUD OF?

The interviewer is hoping you are going to say "graduating"...Isn't that why you are here?

**4. WHAT ARE YOUR STRENGTHS?** If you have done your homework and know what they are looking for, this should not be hard.

**5. WHAT ARE YOUR WEAKNESSES?** (Trick question) You don't have any or at least for what they are looking for, you don't have any. Answer: 'I am familiar with the type of person you are looking for and feel I have the qualifications you are looking for.'



**REMEMBER ME!**

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**6. WHY ARE YOU INTERESTED IN THIS JOB (OR COMPANY.)** This type of question gives you an opportunity to tell the interviewer about your passion for the industry and specifically what you have learned about the company. If you don't know anything about the company you can consider the interview over and your chances of getting the job, zero.

**7. WHAT DID YOU DO TO PREPARE FOR THIS INTERVIEW?** With this question the interviewer is trying to find out if you are serious about your career and serious about the job. If you haven't prepared, it will show.

**8. WHAT DO YOU THINK YOU CAN BRING TO THIS JOB?** Don't say: "new ideas." It sounds arrogant and possibly negative towards the company. You represent potential, so your response should show your enthusiasm for the company and the industry, plus the desire to make a meaningful contribution to the company.

**9. DO YOU HAVE ANY QUESTIONS?** When asked this, if you do NOT have any questions the interviewer will know you were not prepared and not really interested. Have great questions to ask.

**10. IF WE WERE TO HIRE YOU, WHAT WOULD YOUR EXPECTATIONS OF US BE?** This is a great question for an interviewer to ask you because it implies that you now have the opportunity to tell them what you want. They are not interested in what you want, only what they want, so respond telling them you want to be given the opportunity to develop your skills, grow and make a meaningful contribution to the growth of the company. (They will love that response)

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