



## Interview Questions for You

- You have to be prepared for lots of questions as the interview is your MAIN chance to excel and get the job.
- Standard Questions - tell me about your current role, your current employer, why are you looking around, what are you being paid, and where do you want to be in three years' time.
- Always **look for common ground** – same products, clients, markets, interests etc.
- Tricky questions are either the technical or the behavioral questions.
- Technical could be product knowledge related. If you don't know the answer, ask them what specific information they are looking for.
- Behavioral questions are a bit trickier. Think about the job and what behaviors would be required.
- S-A-R – The best way to answer behavioral questions is explain the SITUATION, describe what ACTION you took, and then the RESULT you got.
- Have three stories ready to go and you will WOW them. They should flow and be easy to tell.
- The Nasty questions - why did you leave, were you terminated, salary expectations. What will your last boss tell me about you? What other roles are you considering at the moment? None? I'll get you cheaply. Heaps – you're too hard work.
- If you got sacked, tell the truth, tell them why. Tell them what you learned from it.
- Lots of people get sacked, mainly because they weren't suitable for the role.
- While the intimal shock is not good, when it wears off they usually say 'thank god that's over!'
- Most of the time when I have terminated people I have done it for them, not to them, and they have always gone on to get another job. Life's like that.