

## HOW TO ANSWER THESE TRICKY INTERVIEW QUESTIONS



### **“Tell me about yourself.”**

While this query seems like a piece of cake, it is difficult to answer because it is so broad. The important thing to know is that the interviewer typically does not want to know about your hometown or what you do on the weekends. They want to figure you out professionally. Pick out a couple of points about yourself, your professional experience and your career goals and stick to those points. Wrap up your answer by emphasizing your desire to be part of the company. If you have a solid response prepared for this question, it can lead your conversation in a direction that allows you to elaborate on your qualifications.

### **“Why should we hire you?”**

Sell yourself! You need to briefly lay out your strengths and qualifications. Be careful not to answer this question too generically. Nearly everyone says they are hardworking and motivated. Tell the interviewer about your *unique* qualities.

### **“Why do you want to work here?”**

Do your homework! You should never attend an interview unless you know about the company. Do your research. The question gives you an opportunity to show initiative and demonstrate how your experience and qualifications match the company’s needs.

### **“What are your greatest weaknesses?”**

The secret to answering this question is being honest about a weakness but demonstrating how you have turned it into a strength. For example, if you had a problem with organization in the past, demonstrate the steps you took to more effectively keep yourself on track. This will show that you can recognize aspects of yourself that need improvement and have the ability to improve it.

### **“Why did you leave your last job?”**

Even if your last job ended badly, be careful about being negative in answering this question. Be as diplomatic as possible. If you do point out negative aspects of your last job, find some positives to mention as well. Complaining endlessly about your last company will not say much about your attitude.

### **“Describe a problem or situation you had at a previous job and how you resolved it?”**

Interviewers want to see that you can think critically and develop solutions, regardless of what kind of issue you faced. Describe steps you took to solve a situation.

### **“What accomplishment are you most proud of?”**

The secret to this question is being specific and selecting an accomplishment that relates to the position. If your greatest accomplishment is being on a championship high school basketball team, opt for a more professionally relevant accomplishment. Think of the qualities the company is looking for and develop an example that demonstrates how you can meet the company’s needs.

### **“What are your salary expectations?”**

This is one of the hardest questions, particularly for those with little experience. Before going to your interview, research the salary range in your field to get an idea of what you should be making. Avoid discussing salary specifics before receiving a job offer. If pressed for a more specific answer, always give a range rather than a specific number.