

# Why Should We Hire You?

**Bad answers:** "I don't know" or "It sounds like a good job."

Saying you don't know or giving a vague answer is never a good way to respond to any interview question. These types of responses will make you seem unprepared and unqualified.

If you need to, take a little time to think about an answer before you respond. Then, respond to the question ["Why should we hire you?"](#) with an answer that illustrates how your qualifications and strengths fit the job, along with some anecdotes to illustrate your qualifications.

I think I am a great candidate for this position because...

I have a lot of experience in ... which enables me to...

My background and my experience match your requirements for this position. For example...

# What Are Your Strengths?

**Bad answers:** "I do good work" or "I'm the best" or "I'm not sure, but I'm a good learner."

Don't miss out on an opportunity! The interviewer wants to know what strengths you have that specifically relate to the job you are being considered for.

## Note

When answering questions about [your strengths](#), talk about specific skills you have as they relate to the job, rather than giving general answers.

I am a good team player.

I am a motivated and responsible person.

I am a fast learner.

+ GIVE EXAMPLES

# Can You Share a Weakness?

**Bad answers:** "I can't think of any right now" or "I tend to lose my patience with incompetent people."

You always need to be prepared to share a weakness so you can demonstrate that you are committed to professional growth and have some self-insight. Otherwise, you can come across as over-confident or under-prepared for the interview.

Make sure any weakness does not create serious doubt about your willingness or ability to carry out the central functions of the job at hand. That is, if you're applying for a role as a salesperson who will be responsible for holding client meetings, you wouldn't want to say that you're a shy introvert.

When asked about [weaknesses](#), it's a good idea to frame your answer around skills you've improved upon.

## Note

One approach is to share weaknesses around non-essential skills. This way, you'll give an honest response, but won't disqualify your candidacy.

I struggle with ..., but I've learnt to...

I sometimes find it difficult to..., however, I don't let it impact my performance

I'm not great at ..., but I'm working on it.

+ GIVE EXAMPLES

# Tell Me About Your Last Job

**Bad answer:** "Didn't you look at my resume?"

A snide "Didn't you look at my resume?" is not the way to answer questions about your [employment history](#). Have patience with interviewers: Not only do they talk to a lot of people, but also this is a standard interview question that helps interviewers open up a conversation.

Be prepared to discuss your previous jobs with the interviewer, and review your resume ahead of time so you know where you worked when.

## Note

Think of this question as an opportunity for you to highlight impressive qualifications as well as any skills that map well to the job you're interviewing for.

My previous position was...

I worked as .... for .... years

My responsibilities included...

My role in our last project was... I was responsible for...



# Why Have You Decided to Apply for This Position?

**Bad answers:** "I was looking through the job ads and it seemed interesting" or "I was getting bored with my current job."

Rather than such vague answers, a better approach would be to cite specific reasons why the job is appealing and fits in with your overall career aspirations. When asked [why you want a job](#), you should show that you have researched the company and prove that you are a good fit for the job.

I'm excited about this job opportunity, as it would allow me to...

I see this opportunity as a way to...

I believe I have the knowledge and skills to succeed in this role and at the company because...

# Practice answering these questions:

- 1) Why should we hire you?
- 2) What are your strengths?
- 3) Can you share a weakness?
- 4) Tell me about your last job
- 5) Why have you decided to apply for this position?