

## Questions to Ask Yourself after Every Interview

The Five O'clock Club is a job-networking organization based in the United States. Members of this club work with career counselors who help them chart out and follow a path of career development.

These counselors ask a series of questions of every candidate who returns from an interview. They're great questions that you should ask yourself as well. Take notes on your answers.

1. How did it go?
2. What did they say?
3. What did you say?
4. How many people did you see?
5. How much time did you spend with each?
6. What roles does each person play in the hiring organization?
7. Who seemed to be most important?
8. Who is the hiring manager?
9. How are hiring decisions made? Who is the decision-maker?
10. Who seems to most influence the hiring decision?
11. Who else did you meet? (receptionists, department heads, peers, etc.)
12. How quickly does the organization plan on making a decision?
13. How do you compare to the competition?
14. What objections did you have to overcome? Do you think you did so successfully?
15. On a scale of 0 to 10, how badly do you want the job? (10 being the highest)
16. On a scale of 0 to 10, how badly do they need you? (10 being the highest)
17. What's the next step in the process, according to them?
18. What's your next step in the process?