

Demonstrating Curiosity

Model Answer

When reviewing the model answer, consider the following questions and critically evaluate your response. There are no right or wrong curious questions.

1. What did you really want to know from the question you asked? Was the question framed appropriately to get that information?
2. Could you have found the information from your question through online research? Did your question take advantage of the opportunity to get deeper insights from a Microsoft leader?
3. Was the question framed to ensure it was received as a positive inquiry?
4. How forward thinking was your question?
5. How did your question help you to gain a deeper understanding?
6. How did your question help you to gain a different perspective?
7. How does your question support your personal brand?
8. Does your question demonstrate authentic curiosity?
9. What do you think the Microsoft leaders' impression would be of you as a result of asking that question?

Scenario:

You recently won a prize where the reward was a 30-minute audience with any Microsoft leader or employee. You can have as many Microsoft people in the room as you like and from any part of the business. You are keen to work at Microsoft and are excited about this unique opportunity to learn more about the company. You can ask any questions you want. What are you curious about at Microsoft? Record your list of question below.

Here is a small example of curious questions you could ask. It is likely you may have more specific questions related to your field of expertise and then experience of the Microsoft leader.

- What would you consider to be the greatest achievement of Microsoft in the last three years? Why?
- Why did you join Microsoft?
- What keeps you at Microsoft?
- What future trend do you consider will have the greatest impact on Microsoft and/or Microsoft's customers?
- What future skills do you consider will be in most demand in the next few years?
- If you could change one thing about the way Microsoft works, what would it be and why?
- What is your greatest achievement at Microsoft?
- What have you learned about yourself from working at Microsoft?
- What advice would you give to help new employees be successful at Microsoft?
- How long does it take to launch a new product from conception to the actual market? Can you share an example?
- How do you keep up to date with what your competitors are doing?

- What is the best question you've asked a client to help to solve their problem?
- What do you think are the biggest fears of Microsoft's customers?
- What has been the biggest positive change to Microsoft since you have worked here?
- In your opinion, what is the best product that Microsoft has created? Why?
- Are there any competitor's product that you wish belonged to Microsoft? If so, which one and why?
- Why did Microsoft buy LinkedIn? What is the value the company sees in LinkedIn?

Take a look at the stories in Microsoft's Story Labs that demonstrate what exciting outcomes can result from being curious. These illustrate the value of bringing a growth mindset through asking curious questions.

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