

Common Questions

26 questions

Categories

1

Tell me about yourself.

2

What is your greatest strength?

3

What is your greatest weakness?

4

Why should we hire you?

5

Why do you want to work here?

6

Tell me about a time you showed leadership.

7

Tell me about a time you were successful on a team.

8

What would your co-workers say about you?

9

Why do you want to leave your current role?

10

Describe your most challenging project.

11

Tell me about something you've accomplished that you are proud of.

12

Can you explain your employment gap?

13

What are your salary expectations?

14

What do you like to do outside of work?

15

Tell me about a time you had to manage conflicting priorities.

16

Where do you see yourself in 5 years?

17

Describe your leadership style.

18

Tell me about a time you failed or made a mistake.

19

Tell me about a time you worked with a difficult person.

20

Tell me about a time you had to persuade someone.

21

Tell me about a time you disagreed with someone.

22

Tell me about a time you created a goal and achieved it.

23

Tell me about a time you surpassed people's expectations.

24

Tell me about a time you had to handle pressure.

25

Tell me about a time you had to learn something quickly.

26

Do you have any questions for me?

What are your salary expectations?

Practice and get feedback

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Overview

If this question arises early, odds are that the interviewer is really asking: "Can we afford you?" If it arises much later, the interviewer may be hoping that your salary requirements are aligned to what they have budgeted for this role.

PREMIUM

Sample answers

Sample answer 1

By Mike Derezin, Hiring Manager

751,821 views · Includes video

I've been doing some research on the market for the role of Sales Analyst. What I found from LinkedIn's salary tool is that here in Chicago, base pay for these jobs tends to run between \$61,000 and \$71,000. Half the...

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Sample answer 2

By Product Marketing Research Professional

590,016 views

Based on my current compensation and market research from resources like Glassdoor and levels.fyi, I am seeking a base salary within the range of \$(dollar amount) to \$(dollar amount). I've seen similar roles that are offering...

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Sample answer 3

By Business Portfolio Manager Professional

518,491 views

After researching market ranges from multiple sources online and taking into account my education, experience, and location, I'm targeting roles with base salaries in the range of [dollar amount]. Of course, I'm also taking int...

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Sample answer 4

By Marketing & Brand Manager Professional

457,575 views

It's important to me any new role is positive from a work standpoint. I want the work that I'd be doing to be impactful, and I want to know that I can contribute meaningfully to the organization. That's why I'm most...

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Answer framework

How to approach this question

By Mike Derezin, Hiring Manager

2 mins · 336,878 views

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This is a question you'll get all too often, so here are a few tips to help you master the answer:

Give them a salary range.

Let them know there's room to negotiate (instead of starting with a specific number). Avoid going too low though, because that's going to work against your interests. And don't go too high either, or you may freeze yourself out of the opportunity.

Do some neutral research.

Give them a reasonable place to start from. You can use a resource like the LinkedIn Salary Tool to find out what other companies are paying people in this role and share with them what you learned about this salary range. Then they'll have to base their compensation at least on those numbers because you've let them know what other similar organizations are giving to employees who do that job.

Bring up signing bonuses.

Doing this can create a win-win situation for both parties. At the end of a negotiation, asking for extra money up top is often a way to bridge the gap between what you want and what you're being offered.

See less

Tips

• Know the industry norms for similar jobs.

• Talk about ranges, rather than exact numbers.

• Make the case that you offer premium value.

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