

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? ✓

Tell me about a time you had to persuade someone.

Practice and get feedback

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Overview

This question is all about sizing up your emotional intelligence. Interviewers are looking for problem solvers, not shouters. Strong answers showcase your listening skills and your ability to guide people to better choices.

PREMIUM

Sample answers

Sample answer 1

By Caroline Gaffney, Hiring Manager

180,494 views · Includes video

View

The day before a major management review, I was told we only had ten minutes to present our project. We had originally been promised fifteen. Most of our team members agreed to shorten their remarks. One person refus...

Sample answer 2

By Product Manager Professional

127,439 views

View

At a key moment in my previous role, my team was trying to balance the growth of our user base and safety of users. We were exploring many solutions for this problem, and my role was to align the team. Our engineering...

Sample answer 3

By Business Portfolio Manager Professional

111,263 views

View

I had just started leading special projects for the CEO of our wholesale division. He was very particular about data models and gave line-item feedback, which caused extra work for the team. I felt strongly that there was a bette...

Sample answer 4

By Brand Marketing Manager Professional

97,697 views

View

As a software engineer, I had to persuade my marketing and sales teams that deploying a new version of the software was the right thing for our consumers and clients because the existing version was vulnerable to cyber...

Answer framework



How to approach past experience questions

By Linda Raynier CPA, CA, Career Strategist

2 mins · 39,220 views

View

Respond to this kind of question with a compelling story that uses the "SAR" framework: situation, action, and results.

Describe the situation.

Talk about the initial events that occurred. What were the problems that you were experiencing? What needed to be solved and what resources did you have--or not have? This is a really key part of the story, so it should be about three to four sentences long.

Get into the action.

Speak about the key milestones that you went through. Tell them what you did to turn the situation around. Don't go into too much detail though. It should only be about two to three sentences, and try to use active verbs, things like "I implemented" or "I persuaded".

Show the results.

Let them know how well things turned out, how the problems were solved and what you may have learned along the way. Try to include a clincher at the end, like dollars saved or improved profitability. It drives home that you did a great thing.

See less

Tips

- Pick an issue where your agenda is in the broader interest.
- Show how your careful listening helped you reframe the controversy.
- Explain how the other person's change of heart led to a better outcome for all.

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