



LESSON 10.12 - 10.15 Handouts

Most Common Interview Questions -
Why Should We Hire You?

Interview Essentials

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Watch the corresponding training video and then open an online document or use a physical notebook to complete any exercises below. Or you can input your responses directly into the PDF.



Course Outline.

1. Introduction & Objectives

2. Preparation for an Interview

- 2.1. Researching for an Interview

3. Interview Confidence

- 3.1. Calming Nerves on the day

4. Mindset Shift: Don't 'Show Off', Demonstrate your Value

5. The Expert Approach

6. Types of Interview Questions

7. The Secret to Answering Any Interview Question

8. The STAR Interview Response Technique

- 8.1. STAR Framework Example 1: "Tell me about how you worked effectively under pressure."
- 8.2. STAR Framework Example 2: "Tell me about a time you showed initiative on the job."

9. When you don't have all the job requirements

- 9.1. How I personally addressed this in an interview.

10. Most Common Interview Questions

- 10.1. Tell me about yourself - Dos and Don'ts.
- 10.2. Tell me about yourself. Example 1
- 10.3. Tell me about yourself. Example 2
- 10.4. Tell me about yourself. Example 3
- 10.5. Tell me about yourself. Example for a fresh graduate.
- 10.6. What is your greatest Weakness? Dos and Don'ts

- 10.7. What is your greatest Weakness? Example 1

- 10.8. What is your greatest Weakness? Example 1

- 10.9. What is your greatest Weakness? Example 3

- 10.10. What is your greatest Strength? Dos and Don'ts.

- 10.11. What is your greatest Strength? Example 1

- 10.12. Why should we hire you?

- 10.13. Why should we hire you? Example 1

- 10.14. Why should we hire you? Example 2

- 10.15. Why should we hire you? Example for a fresh graduate.

11. How to address gaps in your employment timeline?

- 11.1. How to address gaps in your employment timeline. Examples.

12. Questions to ask at the end of an interview

13. Negotiating a Starting Salary

- 13.1. How to dodge the "what's your current salary?" question.
- 13.2. Making the first offer
- 13.3. What to do if they come in with the first offer and low-ball
- 13.4. Give a salary range, but never a number
- 13.5. Go in with leverage
- 13.6. Don't accept right away - the 24 hour rule
- 13.7. Make silence your best friend
- 13.8. What to do if the final offer is too low

14. Following up after an interview

15. Closing & Good Luck

MOST COMMON



*Why should we
hire you?*

INTERVIEW QUESTIONS - FOUR

There are three parts to a great response:

1. DEMONSTRATE YOU

UNDERSTAND: You first want to demonstrate that you've done your research and you understand the role requirements.

2. WHY ARE YOU A GREAT FIT?

Here's where you explain why you're a really great fit for the role requirements.

3. WHY ARE YOU EXCITED? Lastly,

demonstrate why you're excited about the role, the type of work and being able to contribute your skills, and that you'll be a highly motivated and enthusiastic addition to the company.

Things to avoid:

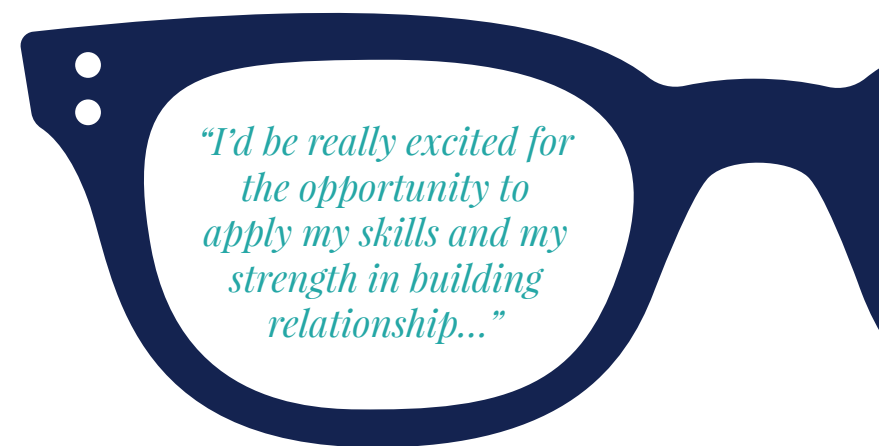
- ✗ Avoid responding with, "Why wouldn't you hire me?" Or "You tell me!" It can come across as a little cavalier and disrespectful.
- ✗ Avoid giving any endless list of everything that's already in your CV or resume. They already have a copy.
- ✗ Avoid saying, "because I bake the most delicious banana bread that I'll bring every Monday morning to share with the team." Unfortunately your baking skills don't have a bearing on whether you'll get the job.

Examples

- “I have a really strong track record of performance and have the skills and experience you’re looking for, especially in project management and regularly presenting to clients and stakeholder groups. I’m 100% confident that I would be an exceptional and highly valuable asset to the team. It’s not just my experience leading successful projects or the awards I received for my leadership, it’s also my strength in building relationships which have been essential to me developing trust and loyalty with high value clients, but also with our suppliers, developers, vendors and other stakeholders. I’m also really passionate about the industry and driven to deliver the highest possible standard of work and outstanding results. This type of work really excites me.”
- “My impression based on the job description is that you’re looking for someone who can both lead a sales team and develop a strategic plan for ongoing growth. As you can see on my resume, I have 6 years of experience leading large teams, and for the past 2 years have been invited to share my strategic insight with the internal strategy consultancy. Because of my previous experience, I’m very confident that I’d be able to step into the role and hit the group running with ideas around how we can strategically grow the business. I’m also personally very passionate about leadership and developing really positive team cultures - I just completed a short course on leadership strategy - so I’d be really excited for the opportunity to apply my skills, and to build a high performing team. This role is a great fit for me.”

Examples if you’re a fresh graduate:

- “I’ve reviewed the job description in detail and I noticed that self-management was mentioned a number of times. That’s a core strength of mine and something I’ve been able to develop throughout my studies but also in my internship positions, including two summers as a marketing assistant and my last internship as a marketing coordinator. It was a highly autonomous role where I was trusted to make decisions and manage my workload, without any guidance from my manager. Not only do I have a very strong work ethic which was highly regarded by my previous manager, I’ve also been staying across industry trends and developing my skills around productivity and self-management, because it’s something I’m personally very interested in developing further. I’m genuinely passionate the industry, but also being able to apply my new skills, learn and get experience in every way possible.”



Here's a *template* you can print and use to practice:

PART	YOUR RESPONSE
I. DEMONSTRATE YOU UNDERSTAND THE ROLE	
II. WHY ARE YOU A GREAT FIT?	
III. WHY ARE EXCITED?	

Notes: