



## LESSON 12. Handouts

### Questions to Ask at the End of an Interview

# Interview Essentials

— with Shadé Zahrai & Faysal Sekkouah

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



Questions to ask  
at the end of an interview.

## LESSON 11: Questions to Ask at the End of an Interview

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### *Example Questions:*

1. Can you walk me through a typical day in the life of this role?
2. What's the company culture like and how does the team bring the values to life?
3. What does success look like in this position, and how do you measure it?
4. What's the typical roadmap for development with this role?
5. Why did you join this organization, and what's kept you here?
6. Where do you see the organization in five years?
7. I really like the values of this company: X, Y and Z. Can you tell me more about value X and what it means as an employee of the organization?
8. I read in the yearly report that the organization's strategy is X, Y and Z. How does this role fit in with the strategy?
9. I noticed on your website that you work with each employee to develop an individual development plan. Could you please share more about what training I might expect to receive to help me growth within the organization?
10. If you're really feeling confident, you could ask, "who do you think would be the ideal candidate, and how do I compare?"

***Below, write down some questions you could ask (based on your research):***

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**Notes:**