

WHY SHOULD WE **NOT HIRE YOU?**



THIS IS WHAT I WILL COVER

- Why the interviewer is asking you this very difficult question!
- The **NUMBER 1 TRICK** for answering this question correctly!
- Example **scripted answers** you can use for all job roles!

**Why is the interviewer
asking you the challenging
interview question...**

**“Why Should We NOT
Hire You?”**

They want to hear how you react to an unexpected question, and they want to hear about the things you are not very good at!



The **NUMBER 1 TRICK** for
answering this question!

“Why Should We NOT
Hire You?”

THE # 1 TRICK!

Turn around the question so it focuses on your **STRENGTHS** as opposed to any weaknesses or *shortcomings* you may have!



WHY SHOULDN'T WE HIRE YOU?

“You should not hire me if you are looking for someone who waits to be told what to do each day and who waits to be told how to perform each task.

I am highly motivated and the most productive when I am working in an environment where I am trusted to deliver on the expectations of the role.”



Let's look at some more example answers specific to job roles...

- **An answer suitable for all job roles.**
- **An answer suitable for administrative positions.**
- **An answer suitable for managerial and leadership positions.**
- **An answer for freshers.**
- **An answers for sales positions.**
- **An answer for healthcare roles.**
- **An answers for technical job roles.**

WHY SHOULD WE NOT HIRE YOU?
(All job roles)

WHY SHOULD WE NOT HIRE YOU? (All Job Roles)

“You shouldn’t hire me if you don’t want employ someone who is outgoing, someone who is always positive and someone who dislikes negativity.

I don’t want to work for a company where people aren’t focused on driving things forward and embracing change positively.

With me, you will be hiring someone who is energetic and enthusiastic about the future, and someone who doesn’t want to sit still and wait for things to happen.

I want to be challenged and pushed in my work and feel that I am contributing to something exciting and positive.”

WHY SHOULD WE NOT HIRE YOU?
(Administrative positions)

WHY SHOULD WE NOT HIRE YOU? (Administrative positions)

“If you are looking for someone to take the lead and drive the business forward then I am probably not the right person to hire.

I am extremely well organized and a brilliant planner with meticulous attention to detail. If you give me a job to do, I will do it consistently to a high standard.

I want to come to work, do my job properly and feel that I contributing by being in the background and ensuring the administrative functions of the company are all taken care of.”

WHY SHOULD WE NOT HIRE YOU?
(Managerial positions)

WHY SHOULD WE NOT HIRE YOU? (Managerial positions)

“If you are looking for a laid-back manager who doesn’t rock the boat at times, then I am probably not the person for your company.

I am a forward-thinking, progressive manager who insists that his team always improves, always takes responsibility for their professional development, and always works hard to achieve the company’s vision.

With me, you will be getting a confident manager who leads from the front, and who is not afraid to make changes to a team to ensure it thrives.”

WHY SHOULD WE NOT HIRE YOU?
(Freshers positions)

WHY SHOULD WE NOT HIRE YOU? (Freshers)

“If you are looking for someone who has lots of work experience then I am not the best person to hire.

However, I do have lots of great skills and qualities that I can bring to your team, and I am very hungry to learn.

The advantage to hiring me over someone experienced is that you get to train me up to be the high-performing employee you need me to be.

I already have the passion and dedication to succeed, and being someone who learns things very quickly, the rest should be relatively straight-forward.”

WHY SHOULD WE NOT HIRE YOU?
(Sales positions)

WHY SHOULD WE NOT HIRE YOU? (Sales)

“If you are looking for someone who is a pushy sales-person who will do anything and everything to get a sale, then you shouldn’t hire me. I am not that type of person.

I am a sales-person who will go out of his way to build strong, long-lasting relationships with clients and customers.

I am a very good sales closer, but I also focus just as much attention on ensuring the customer becomes a long-term, loyal client of the company.

That way, your business doesn’t have to spend any more money on advertising than is necessary because we will have a large database of loyal customers that keep coming back to the business time and time again.”

WHY SHOULD WE NOT HIRE YOU?
(Healthcare positions)

WHY SHOULD WE NOT HIRE YOU? (Healthcare)

“You should not hire me if you need someone who is going to break the rules to get as much work done as possible.

Whilst I will look after as many patients as I can, and I will manage a large workload, I insist on making sure everything is done to the right standard.

Whether it's hygiene and infection control, manual handling or following the relevant rules and procedures, I take pride in doing things properly.

With me, you will get someone who always implements the healthcare values in my everyday tasks and duties.”

WHY SHOULD WE NOT HIRE YOU?
(Technical positions)

WHY SHOULD WE NOT HIRE YOU? (Technical)

“If you are looking for a leader who is capable of driving forward projects from a management perspective then I might not be suitable for this technical position.

One of my weaknesses is that I currently have little experience of managing projects. I prefer to be at the front end of team tasks doing the work needed to get the project over the finishing line.

I am more than happy to learn how to manage a project, but my experience and expertise lies with my technical area of competence.”