

WHEN DID YOU FAIL TO MEET A DEADLINE?



INTERVIEW QUESTIONS ABOUT FAILURE!

Q. Tell me about a time when you failed.

Q. What's been your biggest failure?

Q. When did you fail to meet a deadline?

Q. How do you react to failure?

THIS IS WHAT I WILL COVER

- Why the interviewer asks you questions about failure.
- The **3 things** you must include in your answer.
- 3 example **scripted answers** you can use for all job roles to inspire your own winning answers!

**Why does the interviewer
ask questions about
failure?**

They want to hear that you are not afraid to fail and that you respond to it honestly, quickly and positively!



The **3 things** you must
include in your answer to...

**INTERVIEW QUESTIONS
ABOUT FAILURE!**

#1 – Give a specific example of a time when you failed.

If you say that you are a *perfect* *list*, that you have never *failed*, the interviewer is **less likely to hire you** because they don't know how you will respond.



#2 – TAKE OWNERSHIP of the failure!

**The interviewer wants
to see that you take
responsibility for
failure, even if it wasn't
directly your fault!**



**#3 – Tell the interviewer
you always LEARN from
failure!**

***“Failure is an opportunity
to learn and improve!”***

In your answer, give
specifics about **what you
learned** from the situation!



SAMPLE ANSWERS: INTERVIEW QUESTIONS ABOUT FAILURE!

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Q. When did you fail to meet a deadline?

Q. What's been your biggest failure?

Q. How do you react to failure?

SAMPLE ANSWER...

Q. Tell me about a time when you failed.

Q. When did you fail to meet a deadline?

Q. Tell me about a time when you failed / When did you fail to meet a deadline?

“I was in a previous role working as part of a four-person team. We were tasked with completing a project for an important client and everything had to be finished within 21 days.

At the start of the project, the team leader was not concise or clear enough in his instructions. This resulted in the project failing to deliver on its objectives within the agreed timeframe.

I was new to the team and I didn't speak up at the start of the project when I felt the instructions were not clear enough.

I took responsibility for the mistake, and I apologized at the end of the project during the debrief for not having spoken out at the start.

I learned a tremendous amount from that experience and the importance of taking ownership of situations and remembering that we are all part of the same team and organization. If I ever felt something was not right since that learning experience, I would always speak up.”

SAMPLE ANSWER...

**Q. What's been your
biggest failure?**

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“When I first started work, my supervisor gave me an opportunity that I failed to take advantage of.

She chose me to attend a development course with two other people that would put me in a great position to help the company improve its customer service levels.

Because of my foolish overconfidence, I ended up failing the course. To be truthful, at the time I thought I knew it all, and I didn't need to work as hard on the course.

When the results came in, and I had failed the course, I felt humiliated, and more importantly, I had let both myself and my supervisor down.

I apologized unreservedly, and I took positive steps to change my approach to my work moving forward. I never made the same mistake again.

Since that day, I always plan for every eventuality and I always give 100% in every task that I undertake.

That experience of failure, I believe, did me some good because I learned so much from it and the importance of being prepared and never taking anything for granted.”

SAMPLE ANSWER...

Q. How do you react to failure?

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“I see failure as an opportunity to learn, improve and develop. Failure teaches you to be stronger. Failure gives you the chance to learn, and failure keeps you grounded and humble.

If everything we did in life was a success, we would never grow as individuals.

Whilst I don't make a habit of failing, if I ever do, the first thing I will ask myself is, **where is the opportunity here?** How can I and others within the organization learn from the experience? **I always react to failure by taking ownership of it, by being honest, by seeing what I can do to improve from the experience, and by assessing how I can share the lessons learned with others in my team.”**