



Perfect Interview Answers: What to Say to Get the Job You Want

Your Worksheet

In this training webinar, you'll learn how to communicate with the hiring manager, give perfect answers to the most common interview questions, and ask the question that can put you over the top and get you the job.

Pre-Webinar Questions to Answer:

How would you rate your interview performance? _____

How would you rate your interview confidence? _____

How are you going to get where you want to go? _____

How important is it for you to get there quickly? _____

Webinar Training

How many interviews do you have scheduled in the next 4 weeks? _____

How many interviews do you need to get one job offer? _____

True or False - If you improve your interview skills, you can expect to lower this number dramatically (so that you get a job offer every time you interview).

What Are the 4 Universal Concerns of Every Hiring Manager?

1. _____
2. _____
3. _____
4. _____



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Concern #1

Do you _____?

The ‘magic words’ they’re looking for here sound like:

- _____
- _____
- _____

True or False – If you are new to this job, you can say, “I haven’t done this, but I’ve done (something similar).”

If you are new to this job or career field, you can show that you are prepared by:

- _____
- _____

One activity most people don’t think of when they’re preparing for an interview, and yet is very impressive to hiring managers, is _____.

Concern #2

Can you _____?

To answer this question, show examples of your past _____.

A _____ is an amazing resource to bring to your interview to show that you’ve been able to succeed in your past roles.



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What could this resource include?

- _____
- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____
- _____

Concern #3

Will you _____?

The best way to address this concern is to bring a _____ to the interview.

What is it? _____

How does it help you?

What did it do for Derek in his interview?

How can it help you after you get the job?

What will you take to your next face to face interview? _____



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Concern #4

Do you _____?

Why is this a concern for hiring managers?

When hiring managers are deciding between candidates, they don't want a _____, they want a _____.

If you and your twin go to the interview and you bring a _____ and your twin doesn't, who will get the offer? _____

What will you bring to your next face-to-face interview? _____

Questions You Will Be Asked In the Interview

Foundational Job Interview Question #1 : _____

To answer this question:

- Start with your _____
- Go into your _____
 - This could include: _____

Other things you may want to mention in your answer:

How long should this answer be? _____



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Foundational Job Interview Question #2 : _____

A good answer here would include:

1. _____
2. _____
3. _____

It's OK to ask _____.

Everything you say should be focused on how you will not only _____, but you will _____.

Foundational Job Interview Question #3:

Your answer should include at least 3 explanations:

1. The first should show _____.
2. The second should show _____.
3. The third should _____.

Foundational Job Interview Question #4:

The key to answering this question is to use a _____ that is also a _____.



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The One Question That Can Put You Over the Top and Get You the Offer

This question comes from a technique called _____.

The job interview is a _____ process.

What are 5 different ways you can ask this question?

1. _____
2. _____
3. _____
4. _____
5. _____

What are 2 other ways to ask this question?

1. _____
2. _____

These questions uncover _____.

Have you ever asked this question in an interview? Yes or No (circle one)

Why is it so important to ask this question? _____

How many interviews have you had in this job search? _____

How many offers have you received in this job search? _____

Do you feel that you interview strongly? _____



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Wrap Up

How much money will I put in my bank account by getting a job one month sooner?

Based on what I've learned here today, what will I do differently in my job search going forward?

Notes for Live Q&A