

## 25 QUESTIONS THAT CAN REVEAL A GREAT DEAL

Prior to the interview, ensure you can address each question.

- 1. Do you think you'd like to work for us? Why?**  
Reveals if you've done your homework on the company.
- 2. How do you spend your spare time?**  
Shows if your interests are diverse and if you are a balanced person.
- 3. What type of position are you most interested in?**  
May indicate if your main interest is making money. Ensure you align your response to the position you are interviewing for.
- 4. If you were starting your career now, what would you do differently?**  
Sometimes brings out the disturbing discovery that you are unhappy in your present occupation – be careful here. If you like your profession and are interested in the position, then answer appropriately.
- 5. Are you eager to please?**  
Effective method of revealing a yes person.
- 6. What do people criticize you for?**  
This and the following question are good for revealing personality traits.
- 7. What would you say are your best qualities?**  
May show how much humility you possess – or how honest you can be about yourself.
- 8. What was your best boss like? Your worst boss?**  
Reveals your ability to get along well in a work environment.
- 9. Why do you think you'd be good at this job?**  
Gives you a chance to tell more about your skills and personal characteristics. May reveal the braggart – tread lightly.
- 10. What is the most difficult thing you've ever tackled? The most satisfying?**  
Can show how high you will reach for achievement and your motivations.
- 11. Do you wish to be a leader? If so, why and in what way?**  
If you have any aggressive tendencies, these questions will reveal them.
- 12. What suggestions did you make in any previous job to cut costs/improve morale/increase output/whatever is appropriate?**  
Helps identify the idea person.

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(Continued)

- 13. What subjects did you like in college?**  
Sometimes indicates basic personality traits.
- 14. What college activities did you participate in?**  
May reveal your social meter and your potential energy level.
- 15. Why did you leave your last job?**  
Reveals unpleasant situations – keep it positive.
- 16. What sort of progress in our company would seem normal to you?**  
Reveals your leadership potential and grasp of reality.
- 17. What would you have liked to do more of in your last job?**  
Can reveal something about your job preferences and attitudes.
- 18. What makes the difference between success and failure?**  
May show an idea person, a person with imagination and creativity.
- 19. How does this job compare with others you're considering?**  
Could show how much shopping around you are doing.
- 20. How did previous employers treat you?**  
May show your approach to people and your ability to get along – don't be the victim.
- 21. What would be your ideal job/career?**  
Is this job appropriate? If you are interested in the position, answer this question carefully.
- 22. What do you think are the characteristics of a good supervisor (engineer, salesman, etc.)?**  
Indicates your preferences of how to be managed/led. May reveal your leadership abilities.
- 23. Since none of us are perfect, what are your areas for improvement?**  
May reveal more about your *openness* to self-improvement than the actual areas for improvement.
- 24. What was a typical day like at your last job?**  
Clues on energy level and attitude – keep it as positive as possible.
- 25. Ideally, how much money do you need to be content?**  
Reveals degree of money motivation – duck the dollars, make it about job satisfaction.