
Top Ten Interview
QUESTIONS
You **Must** Know
How to Answer

by



INTERVIEW™
SUCCESS
FORMULA

InterviewSuccessFormula.com presents...

“The Top 10 Interview Questions ...And How to Answer Them *Correctly!*”

Dear Job Seeker,

It's a fact. Answering an interview question will always be a challenge. You need to know exactly what the questions are trying to learn about you and smoothly answer without taking too long. At the same time, you want your answers to impress your interviewer without sounding phony, egotistical or defensive...

But more importantly, you want to make sure you delivered your best. In the end, that's all that matters...

That you talked about your best qualities, why you're the best candidate of all applicants and proved you have what it takes to solve their problems.

It's a very difficult balance to keep, but it's possible.

And through my 7+ years helping almost 31,000 people nail their interviews, I've discovered 10 common questions you're highly likely to face in your next interview.

Now, you may not hear these exact words, yet every interviewer must ask these questions in one form or another to uncover some fundamental facts about you.

You'll find out exactly what they're REALLY asking, how to answer the question, the appropriate amount of time you should take, and **real examples** (*to see the concepts at work*)...

And to top it all off, I'm also going to tell you **what NEVER to say for each question**. This is really important because it's these silly little mistakes that almost guarantee you won't get the job you deserve.

So let's get started...

Question #1: “Tell me about yourself”

This is not an opportunity to tell your life story or to recount your entire resume. In just a couple of sentences, describe your top strengths and motivations and the experiences that underscore these characteristics. Then connect these characteristics to your specific objectives and to what you can do for the hiring organization. Your answer should be around 60 seconds.

Here’s the response of a young professional who landed a job at ESPN:

“I love sports, in the game, in the stands, watching sports center in the morning, or debating the Knick's roster with my friends at a bar at night. And as the captain for my soccer team, I enjoyed how my words could impact the outcome of a game or a season. I have also learned how to influence others with my writing - having had 2 professors use my work as their class examples So, I want to apply my communication skills and my love for influencing others to energize fans of professional sports. More specifically, I hope to write provocative articles that cause fans to think about sports instead of anything else. From what I know so far, your firm looks like a great opportunity to pursue this path, and I hope to learn more today.”

Question #2: “Why this job, at this company?”

Your response to this question should include three things: the people, the mission (or the product), and the work. You would likely get a passing mark if you said: “When I look at this organization, from what I have learned of the people who work here, culturally, I see this company as a strong fit. Furthermore, I have always been strongly connected to the products this company produces. Finally, from what I understand of this job, it aligns with what I enjoy doing on a daily basis and with where I want to my career to be headed.”

But you would definitely do better by mentioning specific cultural attributes, by focusing on one or two key products and why that product connects to you, and by explaining what specifically about the work, you would find energizing.

Remember to do your homework ahead of time about both these topics. When surveyed, hiring managers said the top reason job seekers were unprepared for an interview was because they were clueless about the company.

Question #3:
“What makes you better than other candidates?”

Your answer needs to explain how your skills and experiences will enable the company to succeed. Your answer should basically say, “I bring a unique combination of strengths, experiences, and knowledge that will address the challenges your organization is facing better than anyone else.”

In addition, your response should itemize both a few of your defining characteristics and a few of the challenges that the organization/department is facing which you can help them solve. Mention specific accomplishments or a track record of strong performance (rather than only broad claims which make you sound like you are bragging).

Question #4:
“Where do you see yourself in 5 years?”

This question is an opportunity to demonstrate you are motivated and driven. Your answer should show that the work you would do for this company is something you will be excited about 5 years from now. Employers also want to make sure their new hires don't start with one foot out the door. So unless the position is explicitly temporary, you want to suggest that you will stay with the company for this period.

For example, you might say something like:

“In 5 years, I hope to continue doing the work I enjoy everyday, but from a position of greater responsibility. On a daily basis, I am motivated by work that allows me to put the pieces together to look at the big picture and to analyze complex problems. I also value having autonomy and flexibility in my approach to delivering results and having work that is financially rewarding for me and my company. From what I have learned about your company and this opportunity, I believe this organization is a strong fit for me, both now and 5 years from now.”

Question #5:
“Why are you leaving / did you leave your current job?”

Do not fall on your sword with this question by being negative. Do not speak poorly of your old boss or of your co-workers or even of the work itself. If you were fired, tie the context of your separation into being part of a group of people who left.

If it's a voluntary departure, you might say something like:

“I very much enjoyed the people I worked with, and generally the work that I performed. But I am hungry to take on more responsibility and to take be in a position that leverages my abilities in... more fully. I am excited about this position, because I know that working for your organization I will have the opportunity too...”

Or, if it's an involuntary departure, you might say something like:

“I very much enjoyed the people I worked with, and generally the work that I performed. Unfortunately, I was part of a group of people who were let go due to a company restructuring. I think that this may ultimately be to my advantage due to the opportunity I see with your company. I know that working for your organization I will have the opportunity to...”

Question #6:
“What is your biggest weakness?”

By asking this question, the interviewer may be hoping that you describe a massive flaw that can cause them to exclude you from hiring. You're welcome to try an answer like, “flourless chocolate cake. Every time it's on a menu, I have to order it.” This answer may help you build rapport with the interviewer, but there is still the fair chance that they will want a more serious answer.

For this answer, you will want to use, “The Sandwich Technique.” Select a trait that you consider a strength, and then identify how this strength can also be a weakness. Then conclude with how you learned to adapt to this weakness. For instance,

- Strength: “Well, I am a strong writer and found that other people really respond well when I write.”
- Weakness: “But, I've discovered in the past that for people who are auditory learners, I tend to use writing too much.
- Adaptation for this weakness: “So I've learned that whenever I work with a new co-worker or client to ask them about their preferred balance of communication medium, and I do my best to communicate with each person as he or she prefers.”

After you take our online assessment, you will receive two custom-built responses for this question as part of your Interview Cribsheet™ report.

Question #7:
“Why don’t you give me your understanding of the position, and explain how your experience lines up?”

Don’t answer this question until you feel as though you really understand the job. If there are specific aspects that you aren’t sure about, begin with, “Before I can answer that question, I was hoping that you could clarify what X entails. What would my responsibilities be in this regard?”

Once you feel you understand the job, describe it to the interviewer briefly, then ask, “Did I leave out anything important?” If you did leave something out, thank the interviewer for pointing out the omission.

With this context set, you want to mention a couple of your key strengths, the context in which you have used these strengths, and how these strengths can help you succeed.

As an example (with many specifics omitted):

“So correct me if I am wrong, but my understanding of the work is that I will be asked to... In short, I will combine rigorous quantitative analysis and qualitative feedback to help devise new web marketing strategies. My quantitative analysis skills are pretty deep running from experiences in... While I’ve learned about interpreting qualitative customer feedback through... and I’ve helped devise a number of marketing strategies as... Looking at these past experiences, I can help your company (group) be successful by...”

BONUS QUESTIONS...

Here are three interview questions that you are likely to be asked in your next interview and tips on how to answer each one effectively.

Bonus Question #1:
“Walk me through your resume”

Don't get caught up telling every detail. Articulate your top selling points, and cite the past experiences that support these points. Your response to this question is pretty similar to “Tell me about yourself,” though it can run closer to 2 minutes (speaking at a normal speed). The difference between the two responses is that for this answer, you will reference specific experiences as they are described in your resume rather than describing these past experiences in another manner.

Bonus Question #2:
“What do you do during your free time?”

This is an informal question designed to get to know you better and to show that you're not a totally dull person. The key is to give an answer with specific details and to describe experiences in a way that show you are proactive. Be ready to include two to three different types of activities. If you are lucky the interviewer will be excited by one of your responses and ask follow up questions.

Everyone can create a good answer for this question. Even if you are a busy parent who just has time to get home, play with your children, cook dinner, and watch a bit of TV before bed, you could answer:

“Well I have two children. Kaylie is 5 and Alex is 7. I really enjoy getting to know them better and taking them for bike rides in the park.”

“I've also been honing the art of kid-friendly healthy cooking, learning tricks like blending cauliflower into mash potatoes, or adding carrot juice into orange juice.”

“Finally, I have to admit that I've become a bit of a fanatic for the TV show ‘Dancing with Stars’ (smile). When I can, I do my best to fit in an episode.”

Bonus Question #3:
“Do you have any questions for us?”

You should always have a couple of questions. This is an opportunity to show how excited you are about the work. Good question include, “so what big projects are coming up for this group?” or “What has been the best experience you have had working for this company.” Never ever ask about salary, benefits or vacation. There will be a better time to ask these questions. Our website has a more complete list of questions. This includes questions to ask early in the interview to give you an edge, and to ask late in the interview to leave a positive and memorable impression.

WHERE TO GO FROM HERE:

Knowing exactly what to do with these 10 questions is only one piece of a powerful and effective formula that helps thousands of people confidently nail their job interview...

Most people I've worked with have NO CLUE what their top strengths are, let alone **describe them** in a way that brings their value to the table...

Yet, to win the job offer, you have to explain who you are as an individual and why you should be trusted with the job...

Which is really the **whole point of an interview!**

Why do you think the strength/weakness question is so important?

Just look back at all the questions and you'll see what I mean...

And it's a **critical reason** why the [Interview Success Formula](#) is so unique and effective. Because when you first sign in to the membership area, you'll need to complete a simple multiple-choice quiz.

This quiz is designed to **narrow down and explain everything about you** in clear, easy to understand language (*something that could cost you between \$750 and \$1,500 dollars to figure out with a career coach, plus hours of time*).

After you get your results back you'll have a solid report defining your strengths, weaknesses, values, and personality...

This report can give you a **huge boost of confidence** and a big advantage over the competition.

[CLICK HERE NOW](#) to get your results and the entire program for under \$200!

You'll also get a second report with custom-built answers to twenty frequent interview questions. You'll have the LANGUAGE that explains you. The kind of language all interviewers want you to explain...

So no matter what kind of interview you come up against – you don't have to sit there with a blank head and dry mouth... unsure how to explain your characteristics and who you are as a person...

And whether your resume is weak or strong, this report will help you prove you are the type of person they can trust. The type of person they want. **The perfect candidate for the job...**

Just look at what I hear from customers every week!

Zahra from Los Angeles, said...

"They company said they did not want to lose talent like me and gave me a great offer verbally the next day! Thank you so much!!"

Or what Daphne Christenson from Norwalk, IA...

"I think it hit the nail on the head with the Crib Sheet and answers to behavioral questions."

Doug T from St. Paul, MN was really impressed...

"I got the job over 32 others. Thank you!! \$\$ well spent"

George from Baton Rouge did and look what he had to say...

"Great job! Your site is well worth the investment for individuals like me, who haven't gone through the interview process recently."

I literally just pulled these examples from hundreds of stories I get all the time.

And, you can easily be our next job interview success story, landing that job offer.

[CLICK HERE NOW](#) to so you don't miss out.

Don't forget, you can test this program for yourself before your upcoming interview with our 100% money back guarantee.

Everything's on me. That's how confident I am about this formula...

Because besides the custom answers...

You're also going to get a Crash Course that makes sure you have the inside scoop on every nook and cranny of the interview.

In it, I'll show you:

- How to identify the “Candidate Code” inside every job opening. **Break down your job application and figure out the code for the type of person they’re looking for.** Simply knowing the job title isn’t enough.
- The easiest way to know about the company and interviewer **so you can instantly connect and have an edge over other applicants.** This is actually how somebody landed a job at Google.
- The “Three Universal Questions” every single interviewer asks (in different ways) to figure out if you’re the best candidate plus **how to spot them so you instantly know what to say.** This could literally be the BEST way to impress ANY interviewer no matter the job.
- How to create examples and stories using the results from your quiz. This way you’ll respond to each question with a focused answer showing why you’re the right fit for the job - an answer that will permanently affix your name into their brain as the top qualified candidate.
- How to dress and what to bring to the interview. You’d be surprised at how many people land a job just by being prepared **with these specific tools.**
- Confidence Boosters! – Sing before the interview? Have good posture? These little gems will **give you the extra confidence you need if you’re getting nervous** during the interview. I’ll show you many more – like the 5-second thing you do to BEAT sweaty palms...
- “The 6 Interviewer Types” – As soon as you walk in, you need to spot what kind of interviewer you’re faced with. I’m going to show you exactly **how to present yourself most effectively for each one...**
- How to use these “Interview Persuasion” tricks to show the interviewer that you’re best qualified (while staying authentic)...
- Be the Interviewer! – Things you **HAVE** to ask in order to leave an impression.
- **SAVE THAT INTERVIEW!** Here’s exactly what to say if the time is up and you messed up somewhere in the process. These questions can make you their #1 choice...

Walk through those doors with peace of mind, knowing how to talk about yourself positively and confidently, and feeling ready to answer each question with ease...

We also included a **special bonus!**

It's called – "Negotiate Your Starting Salary." Following this program can strengthen your chances of getting hired. But wait; did you know most companies will only pay you enough just to stick around?

It's a little unfair if you ask me. Going through all of this interview stuff just to get paid less than you deserve. Yet, after you get that job offer is one of the best times to improve your salary. So I added this bonus to show you exactly how to start off with a healthy salary.

So why wait? [CLICK ON THIS LINK TO GET INSIDE...](#)

If you've got a job interview coming up, don't waste another minute. Make sure you are ready for that interview and grab this program as soon as possible.

Remember, there's a 100% Money Back Guarantee, so you can literally test this out for yourself at no risk.

And, if you have any doubt, then don't hesitate to email me. Just send your email to info@interviewsuccessformula.com. You'll always get a fast response.

To your interview success!
Alan Carniol

PS. Interview Success Formula can transform you from feeling very self-conscious and nervous about answering interview questions into a **confident** candidate, delivering precise and compelling answers that prove why you are the best match for the job.

[CLICK HERE to Get The Program that Has Helped 31,000+ Job Seekers Ace Their Interviews!](#)