Two Questions to Stand Out in a Job Interview

Question 1: “May I ask you about a hypothetical situation relative to this job? (Hopefully your interviewer will say, ‘Yes’). I’d like you to imagine that you are speaking to your boss (or the head of the company) at the end of this year, when they are doing performance reviews.”

Question 2: Imagine your boss saying, “That person you hired -- for the position you’ve been interviewing me -- is one of the absolute best hires we’ve made in years. Find me five more like them! And great job!” What three things would that person always do and three things that they would never do to cause your boss to say that?

One of the people I have been coaching recently did that on an interview and the person speaking to them paused. He looked up to think about his answers, then looked down and smiled at my client and said, “Those are very good questions and I’m going to give them some more thought.” A few moments later he gave his specific responses, which by the way fit my client’s mindset and skill set.

My client not only became memorable, he got the job. Why? Because those questions helped the interviewer be clearer, more confident and increase the chance that he’d make a decision that would please his boss. That’s something everyone wants to do. Sometimes “cash isn’t king, it’s clarity.”

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