

Interview Questions

“Shoot yourself in the foot” questions

(ensure the answers all have a positive angle)

- **Why are you thinking of leaving your current organisation?**
- **What are you looking for in the short-term?**
- **What are your long-term motivations?**
- **Why do you want to work in this industry?**
- **Why do you want to work for this organisation?**
- **Why do you want to do this role?**
- **Why do you feel you are suited for this role?**

Standard HR style questions

(ensure the answers all have a positive angle)

- **What are your strengths?**
- **What are your weaknesses?**
- **What is your biggest disappointment or achievement?**
- **What differentiates you from other candidates with similar experience?**
- **Where have you experienced working with/for somebody you did not like and how did you handle it?**
- **Where have you experienced working with/for somebody you disagreed with and how did you handle it?**
- **Where have you experienced frustration and how did you handle it?**
- **How do you motivate yourself?**

Standard product knowledge questions

- **What do you think you can bring to this role?**
- **What do you think you can bring to this organisation?**
- **Who are the client's / team's main competitors?**

Soft skills – First impressions

Small Talk

Build rapport in less than 60 seconds

Handshake

Dry and firm but not too firm

Eye contact

Keep continual eye contact, especially when answering a question

Pace of response

Speak with an even pace and clear diction

Body position

Be attentive and interested and not too laid back