

5 Questions to Ask at Every Job Interview

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In a job interview, when a hiring manager asks,
“Do you have any questions?”
the *last* thing they want to hear is “No.”

Why? Having no questions for an interviewer can send the message that you aren't excited about the position, the company or landing the job.

When you ask questions, it **sends the message that you're passionate and interested in getting the position**, which is exactly what they want to see.

Fortunately, there are 5 easy questions you can ask at virtually any job interview that immediately shows the hiring manager you're passionate about the job and are the right person to hire.

So, the next time you hear, “Do you have any questions?” ask...



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QUESTION #1: "WHAT DID YOU LIKE MOST ABOUT WHAT OTHER PEOPLE WHO HELD THIS POSITION DID?"



WHY IT WORKS: This question shows the interviewer that you're interested in recreating the best parts of the kind of work they experienced in the past, which suggests they can expect the same great results from you.



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QUESTION #2: "WHAT WOULD YOU LIKE TO SEE IMPROVED IN THIS POSITION?"



WHY IT WORKS: This question shows that you're ready and eager to adopt any changes your supervisors may need from you to help support the company. It also suggests they can expect you to perform even better than past employees who held this position.



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QUESTION #3: "WHAT IS THE MOST IMPORTANT GOAL OR TASK YOU WOULD WANT ACCOMPLISHED IN THIS POSITION?"



WHY IT WORKS: This question shows that you're skilled at prioritizing. It also sends the message that you plan to be pro-active about meeting the company's most essential goals.



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QUESTION #4: "DO YOU OFFER OPPORTUNITIES FOR EMPLOYEES TO GET INDUSTRY CERTIFICATIONS OR LEARN MORE THROUGH CONFERENCES, CLASSES OR WEBINARS?"



WHY IT WORKS: This question shows that you have a passion for the industry and are willing to adopt new techniques in your field. Most hiring managers want employees they can promote—and taking advantage of educational opportunities sends the message that you want to grow within the company.



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QUESTION #5: "WHAT IS THE BEST WAY FOR ME TO FOLLOW UP, SUCH AS PHONE OR EMAIL?"



WHY IT WORKS: In an Accountemps survey, 100% of hiring managers said they want to hear from candidates after an interview. Why? It shows you have initiative and passion for the position. Follow up in one to two weeks in the method they prefer. And use it as an opportunity to thank them for meeting with you and remind them why you're the perfect person for the job.



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I'm a personal finance journalist who's reported on the latest trends in résumés, cover letters and hiring practices for major national print magazines for more than 20 years. I'm also a longtime professional résumé writer whose clients have spanned a wide variety of career fields, including consultants, managers, members of the media and teachers. I know what hiring managers are looking for—and I'd like to help you get your dream job by sharing the simple and effective tools I use in my step-by-step *DIY Résumé and Cover Letter Kit*.