

MODULE 3 – TYPICAL INTERVIEW QUESTIONS AND HOW TO ANSWER THEM

1. Tell me about yourself and your experience

Key points to cover in 3-5 minutes:

- Your background and professional work experience
- Your interest and motivation
- Your skills related to the position you apply for
- How you fit the position

2. Why do you want to work in this industry and for this company?

Key points to cover in 3-5 minutes:

- Research the industry and how the company competes within the space
- Express interest in growing your skills while also growing with the organization
- Reiterate how your past employment gave you the basic knowledge you need in order to take on a new role

3. Why do you want this role? / Why should we hire you? / Why are you the ideal candidate for this role?

Key points to cover in 3-5 minutes:

- Think about your motivation, career aspiration, reasons why they should hire you
- How your past experiences have prepared you for the position?
- How you have succeeded with similar roles in the past?
- What do you plan on doing to succeed in this role?

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Other typical Interview questions to practice

Common interview questions

- What motivated you to apply for this position?
- Why do you want this job?
- What are your greatest strengths?
- Tell me about an achievement you are proud of

Commercial awareness

Typical commercial awareness questions include:

- What do you think are key qualities for a company to have to be successful?
- What significant factors have affected this industry in recent years?
- What do you understand of the role this firm plays in this industry?
- Describe a company you think is doing well/badly and explain why you think this is so.

Competency based interview questions (to be answered by the STAR structure)

- Describe a situation when you had to complete a piece of work to a high standard while meeting a strict deadline
- Provide an example of when you used effective time management and achieved success
- Tell me about a situation which required the use of your creativity
- Tell me about a challenge you have faced and how you solved it or Tell me about a time when you had a failure or other similar question

Situational Interview Questions

- How would you approach a task you've never done before?
- What would you do if you and a co-worker disagreed?
- How would you handle being faced with an aggressive customer or client?

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