

<u>QUESTIONS TO ASK IN INTERVIEWS</u>

Asking questions during an interview is crucial to showcase your expertise and interest in the position. Use some questions from this list to help you determine if this opportunity aligns with your goals and to further demonstrate your suitability for the role.

THE JOB

- What are your expectations for me in this role?
- What's the most important thing I should accomplish in the first 30/60/90 days?
- What are the main goals or priorities for this person to accomplish in their first year in the role?
- What are the most immediate projects that I would take on?
- What are the biggest challenges that I might face in this position?
- Could you walk me through a potential day in the life of someone in this role?
- Think of someone currently in this role or a similar position who is successful. What do they do differently or what did they accomplish that made them exceed expectations?

THE TEAM

- What types of skills is the team missing that you're looking to fill with a new hire?
- Can you tell me about the team I'll be working with?
- Who will I work with most closely? What other departments or units will I interact with?
- What are some of the other ways that I can bring value to the organization/team?

THE COMPANY

- What are the current goals the company is focused on, and how does this team contribute to them?
- What gets you most excited about the company's future?
- How would you describe the company's values?
- What are the company's plans for growth and development?
- What is the business/organization's biggest challenge?
- In what areas is the company struggling/coming up short on and is it something that I can provide lift or assistance with?

THE CULTURE

- What's your favorite part of working here?
- What areas of horizontal advancement (learning/growth) are provided in this opportunity?
- What's the performance review process like here?
- What stands out regarding the company culture at X compared to other places you have worked?
- What about the culture at X makes you proud to work there?

CLOSING

• What are the next steps in the process?

GOLDEN CLOSING QUESTION: WHAT OTHER QUESTIONS OR CONCERNS DO YOU HAVE ABOUT MY BACKGROUND As it relates to doing this job or fitting into the culture?