



WHERE SUCCESS STORIES BEGIN SM

Career Services

ATLANTA CAMPUS

Interview Questions

- 1. Tell me about yourself.** This is a great opportunity to highlight some of your strengths. Keep your answer under two minutes. If possible, the information you give should be pertinent to the job to which you are interviewing. Use your resume summary as a base to start, and do not delve too deeply into any one area. **Example:** “I’ve worked in IT for the past seven years. I started as a programmer at BizStart, a small software company that develops business management tools. There I was involved in developing a sales automation tool, which at the time was quite innovative. The company’s revenues doubled in the first six months after product release. Next, I worked at...”
- 2. What do you know about the position?** Familiarize yourself with the company before the interview. Use the library or Web. Find out about products, revenue, reputation, history, etc. When you have shown you know your stuff, ask the interviewer to tell you more about the company. “I understand you are looking for a data modeler with healthcare experience to work on a data warehousing project for a managed care organization. Could you tell me more about your needs?”
- 3. What are you looking for in a job?** What are your goals? The answer should be tailored to the position to which you applied. You might mention how you will be able to use certain skills you are interested in using in your new position; you might discuss the specific responsibilities and challenges the position will require.

10. **How would you describe your “ideal job”?** Cater your answer to the position and company to which you are interviewing. Your answer may include discussion about your desire for an opportunity to use specific technical skills, your desire to learn additional skills, a specific work environment, etc.
11. **If you were to hire someone to replace you in your last job, what kind of person would that be?** You want to turn this answer around to reflect well on you. Discuss the kinds of skills the job demanded—skills that mirror some of your strongest skills. Discuss the temperament required of the person in the position. Discuss the challenges of the position.
12. **Where do you see yourself in five years?** Answer this in general terms, and in reference to the company and opportunities available to you through this position. You might include comments about where you would like to be as a professional—do not limit yourself to growth within the company.

13. **What kind of compensation are you looking for?** Do not get into specifics about compensation—there are many variables involved in achieving compensation that is fair to you and the prospective employer. The proper and appropriate way to answer the question about money is to say, “Mr./Ms. [Interviewer Name], I am currently making [your present compensation], however, what is most important to me is the opportunity and the company. Based on what you have shared with me so far, I am interested in this opportunity. If you are interested in me, I would like to entertain your strongest offer.”
14. **What do you do when priorities change quickly?** Discuss your ability to adapt and to communicate effectively with your supervisor and anyone you supervise. Talk about a systematic approach to examining new projects and tasks, determining where they fall into the greater scheme of things, rearranging current priorities, and getting buy-in from others involved.