# INTERVIEWS

### Questions & Answers

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#### "TELL ME ABOUT YOURSELF"

Ésta será probablemente la primera pregunta que te hagan en una entrevista. No hace falta que les cuentes toda tu vida. Concentrate en exponer las cualidades que te hacen el o la candidato/a ideal para el puesto; comenta tu experiencia laboral, habilidades y logros importantes.

#### **BRIEF**

You should only talk about your recent experiences!

#### ACHIEVEMENTS-BACKED

Talk about your experiences related to the industry

#### TAILORED

Talk about your experiences related to the job

# EXAMPLE #1

"I've been in the marketing industry for over five years, primarily working in account and project management roles. I most recently worked as a Senior Project Manager for a large tech company managing large marketing campaigns and overseeing other project managers. And now I'm looking to expand my experience across different industries, particularly fintech, which is why I'm so interested in joining an agency like yours."

## EXAMPLE #2

"Sure, so, my name is XXXX and I am XXXX years old. For the past XXX years, I've been working as a business analyst at Company X and Y. I have some background in data analysis, with a degree from University XY. What really got me into the field, though, is the internship I did at Company Z.

Throughout my career, I've noticed that I've always been good with numbers and handling data. For example, when I was working at Company X, I led a project for migrating all operations data to a new data warehousing system to cut down on costs. The new solution was a much better fit for our business, which eventually led to savings of up to \$200,000 annually.

I wish to expand my experience across different industries. Particularly fintech, which is why I'm interested in your company."

# "WHICH IS YOUR GREATEST WEAKNESS?"

Aunque es necesario ser honesto, no hace falta que reveles tus puntos débiles – especialmente los que puedan hacerte parecer incompetente. Lo que debes hacer es presentar esos "defectos" como cualidades.

Elegí una debilidad que no esté relacionada con el puesto al que estás aplicando o podrías hablar también de una debilidad que hayas afrontado en el pasado y explicar cómo la superaste. Podrías decir algo como:

#### **EXAMPLE: COPYWRITING POSITION**

"I struggle with numbers, and don't have much experience with data analytics. While math is not directly tied to my role as a writer, I believe it's important to have a rudimentary understanding of Google Analytics to ensure my work is performing well. To tackle this weakness, I've been taking online courses in data analytics."

### EXAMPLE: SENIOR PRODUCT MARKETING MANAGER

"Early on in my career I struggled with analyzing and interpreting marketing data. In order to improve these skills, my manager mentored me and gave me weekly assignments that allowed me to practice data interpretation.

Within a few months, I went from being a content marketer who was averse to data to one who embraced it."



#### "WHICH IS YOUR GREATEST WEAKNESS?"

Other type of weaknesses you can talk about



- Lack of Organization
- Timidity
- Fear of Public Speaking
- Indecisiveness
- Harsh Self-Criticism
- Talkative
- Trouble with Work-Life Balance

### MORE EXAMPLES!

"I struggle with organization. While it hasn't ever impacted my performance, I've noticed my messy desk and cluttered inbox nonetheless interfere with my efficiency. Over time, I've learned to set aside time to organize my physical and digital space, and I've seen it improve my efficiency levels throughout the week."

"Oftentimes, I can be timid when providing constructive feedback to coworkers or managers, out of fear of hurting someone's feelings. However, in my last role, my coworker asked me to edit some of his pieces and provide feedback for areas of improvement. Through my experience with him, I realized feedback can be both helpful and kind when delivered the right way. Since then, I've become better at offering feedback, and I've realized that I can use empathy to provide thoughtful, productive feedback."

"My inner critic can be debilitating at times. I take pride in producing good work, but I feel like I struggle feeling satisfied with it, which has led to burnout in the past. However, I've started to push back against this inner voice by taking care of myself before and after work. I'm also learning to recognize when my inner critic is right and when I need to dismiss it."



#### 1-STAY HUMBLE

Si, estás hablando de tus fortalezas, lo sé, pero dilas con humildad. No demuestres superioridad y ego a la hora de decirlas porque puede jugarte en contra.

#### 2-STAY RELEVANT

A la hora de hablar de tus fortalezas, que sean relevantes con el puesto al que estás aplicando. Si aplicas a un puesto de comunicación, tus skills con coding no te van a servir de mucho...

#### 3-BACK UP YOUR CLAIMS

Cuando hables de tus fortalezas, mostra evidencia, si vas a comentar que una de tus fortalezas es "leadership", demostralo con hechos.

- Communication skills.
- People skills.
- Writing skills.
- Analytical skills.
- Honesty.
- Work under pressure
- Leadership skills.
- Patience.
- Writing skills.
- Empathy.
- Initiative.
- Self-motivation.



STRENGTHS WE CAN TALK ABOUT





#### Nº Nº Nº INCORRECT: ARROGANT

What are my strengths? Where do I begin? I'm Superman. I mean look. I take off my glasses – Superman. I put them back on – Clark Kent. You can see it. Yeah, you can! Plus, I'm so good at stuff that you'll think I'm a psychic. I'll get work done before there is work to do. I can already guarantee you that I'm better than all your other employees combined.

### YES CORRECT: WORK UNDER PRESSURE

"My greatest professional strength is the ability to handle pressure and work under a tight deadline. I think that would help me succeed in this position because of the large number of clients and deadlines I'd be working with here. In my last position, I handled difficult projects on short notice for a number of our top clients like Coca Cola and Microsoft. I completed 100% of the projects I was assigned and this resulted in us winning \$2 million in additional business from these clients."

#### NO NO NO INCORRECT: TOO HUMBLE

What are my strengths? Where do I begin? I'm Superman. I mean look. I take off my glasses – Superman. I put them back on – Clark Kent. You can see it. Yeah, you can! Plus, I'm so good at stuff that you'll think I'm a psychic. I'll get work done before there is work to do. I can already guarantee you that I'm better than all your other employees combined.

#### YES CORRECT: COMMUNICATION SKILLS

"Thanks to my experience as an HR representative, I have gained excellent communication skills. I was responsible for facilitating informational workshops for staff members and mediated any conflict in the workplace. I have also completed a course on effective communication from UCLA."

## NO INCORRECT: A LIST OF RANDOM SKILLS WITH NO CONTEXT

My strengths? Where do I start? I'm great at customer service, organizing stuff, writing, sales, and marketing. Oh! I almost forgot. I can also administer medication to large domestic animals.

### YES CORRECT: PEOPLE SKILLS

"My people skills are my greatest strength. I find it easy to connect with almost anyone, and I often know how to empathize with others in an appropriate way"

Si la persona que te entrevista te hace una pregunta así, lo que espera es que le des un ejemplo concreto. Es aconsejable que tengas preparada una lista con los logros más importantes de tu carrera profesional y personal, por si acaso.

#### **PROFESSIONAL**

"A <u>professional achievement</u> would definitely be the time that a hotel didn't find 5 of the 10 rooms we had booked for a group. And the hotel was fully booked. The group arrived at the hotel in Australia and the receptionist told them that she could not find 5 of the 10 rooms they had booked. The hotel was fully booked and they had no place to stay.

I called our supplier and they were actively working to fix it. However, I knew they weren't going to solve it quickly so I started looking for hotels on my own. I needed 10 rooms. There was no availability online, so I decided to call each one of them. After the 10th hotel, I found one available. I booked it, and I also booked a bus for the 20 passengers to go to the new hotel.

Finally, the new hotel was cheaper than the original. The original hotel gave us a full refund. And although the passengers were really upset, they were happy with the new hotel."

#### PERSONAL

"If we are talking about a <u>personal</u> achievement, I would say moving out of my parents' house. It was something that I wanted to do for years, but I didn't have enough money to do it.

Thanks to my English classes I could save up and move. I'm really proud of this achievement, because it was thanks to my dedication."





#### For this question, focus on:

## HOW YOUR SKILL-SET IS A GOOD FIT

Focus on how your skills match the job

## HOW YOU'LL BE A GREAT ADDITION TO THE TEAM

Identify the company's culture and tell the interviewer how you will fit in.

## SHOW INTEREST IN THAT COMPANY

Applying for a company that you are familiar with and show that you interested.

#### EXAMPLE #1: PROBLEM SOLVING SKILLS AND AVOIDING STRESS

"My problem-solving abilities allow me to work extremely well under pressure, which I understand is a common occurrence in this role. In my current job, I have to fix problems, with a limited amount of time to make a decision. I'm a creative, communicative, rational and analytical person.

I'm really excited to work in a global leader in financial services. I will bring the same interest and motivation to make an impact here at \*Company name\*."

#### EXAMPLE #2: LEADERSHIP

"I'm a great team player, and I really feel like that's one skill that really sets me apart from other project managers. Whatever team I might be managing, I end up making fast friends. I'm also very effective at getting my teammates to be at their A-game without having to push them or be too micro-managing."

#### **EXAMPLE #3: FLIGHT ATTENDANT**

Oh wow, where do I begin! I have been an avid traveler since as young as I can remember. When I reached adulthood and started booking flights for myself, your airline would be my top choice. Alpha Airlines has always made long-distance travel a pleasure, and I would be honored to say that I work for you. On top of this, I believe that my patience and multitasking skills are second to none, and these would go a long way in helping me the best flight attendant possible.

# EXTRA EXAMPLE IF YOU HAVE NO EXPERIENCE

EXAMPLE #4: IF YOU ARE APPLYING FOR A JOB WITH NO EXPERIENCE

"I know I don't have the most extensive work history, but what I lack in experience I make up for in enthusiasm and dedication. I've been into video games since I can remember and have always wanted to get into Undesign! Other than my B.A. in Computer Science, I've also spent a big time last year practicing. I even created 3 mock UI designs for some of my favorite games. I believe that under the right mentorship, I can apply the programming skills I've acquired during my studies and internships to meet the responsibilities of the role and more."



# "DO YOU PREFER WORKING INDIVIDUALLY OR WITH A TEAM?"

La mayoría de jefes buscan gente que sepa trabajar en equipo. Es importante que expreses tu preferencia pero no te olvides de mencionar que eres capaz de trabajar tanto de forma individual como en equipo. Igualmente, tene en cuenta siempre a qué puesto estás aplicando. Hay puestos que las empresas buscan que trabajes de manera 100% independiente. Vamos con ejemplos:

**100% TEAM WORK:** "I definitely prefer to work on a team. It is important for me to share my ideas with colleagues, and to hear critical feedback from their side. What's more, I like the social aspect of going to work. It helps with motivation, and interactions you have in real time cannot be replaced by some chat or emails, or emojis or similar stuff. At least that's my opinion."

THE BEST OF BOTH WORLDS! "I am a team player, but I do not need regular contact with my team members. I think that we should try to find a good balance. Sometimes it's fine to be in the office with other people, to brainstorm ideas, to work on a project together. But there are also tasks that require a high level of concentration. When working on them, we should try to eliminate all distractions. That's much easier to do when you work independently."

100% INDEPENDENT: "To be honest, I prefer to work independently. In my opinion, a good engineer needs some space for their thoughts. Being surrounded by people, or working in a busy office with many distractions, you can hardly solve some tough puzzles, or come up with some innovative ideas. And that's the role of a process engineer, or at least I see it in that way. Of course, it is nice to have team meetings and to talk to colleagues on a regular basis. But I prefer to spend most of my work time alone, thinking about problems, trying to devise solutions."



# "WHY DO YOU WANT TO WORK HERE?"

Cuando te hacen esta pregunta, tenes que explicar por qué tu experiencia laboral te convierte en la persona ideal para ocupar el puesto y qué es lo que podes aportar a la empresa.

**EXAMPLE 1:** "The reason why I want to work here is that I can see myself growing professionally in this position. You probably noticed from my resume that every job I've had since graduating has been related to writing, be it in journalism, marketing, or advertising. I believe I can apply all the skills I've acquired so far to the role of Communications Assistant for an organization of your size."

**EXAMPLE#2:** "I'm really excited to work in a global leader in financial services. I want to grow in a professional and personal way, and I believe this is a huge opportunity for me. I am confident that I can develop solutions to help the company in any way.

Working for \*company name\* has always been my goal. I've been dreaming of this job since I was a little kid".

**EXAMPLE#3:** "I want to work here because I really love your company and all the products you've launched in the last decade! I've been using Pineapple since I can remember and I think your tech is the most user-friendly in the market. I'd really love to contribute everything I know about tech to work on such intuitive smartphones!"



# "HOW DO YOU SEE YOURSELF IN FIVE YEARS?"

En todos los casos anteriores, las respuestas tenían que ser específicas. Acá te recomiendo ser lo más general posible. Demostras que tienes futuro en la empresa, que vales ser contratado.

#### NO NO WINCORRECT

"My long-term career goal is to become CEO of the company. My mother always told me, "Nev<mark>er settl</mark>e for less than your best." So, I plan to claw my way to the top!"

"In 5 years' time I would like to have proven to management that I have the determination to significantly help the company grow by making some really positive steps forward, while building strong relationships with clients and colleagues along the way.

I would be delighted if the opportunity of further progression comes, but I would need to successfully fulfill this position first".

#### NO NO INCORRECT

"In <mark>the next</mark> five years, I want to finish my side project. My hobby is developing games for apps. I have one in the works now that I should have done in the next year or two. That's my real passion".

### SCORRECT

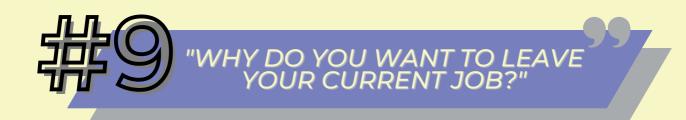
"In five years, I would love to be an industry expert that others can come to for ideas, help and strategy. I've had amazing mentors and managers in my past positions, so I'd like to be able to provide similar guidance, potentially taking on a leadership role.

#### NO NO NO INCORRECT

"In five years, I hope to have moved on to a much larger company where I can apply the skills I've learned here. I need six years of experience and a developed skill set. I want to use this position as a stepping stone to prepare for a career with the big boys".

### SCORRECT

"I'm excited about the prospect of working with product and event teams on developing streamlined processes—this is a natural fit with my project management background. I'd also like to further develop my skills in user experience to aid in creating more user-focused designs all around".



Las personas que te entrevistan buscan entender tus objetivos, qué tipo de ambiente laboral estás buscando y que tipo de trabajo te reconforta. También quiere saber tu relación con tu trabajo actual y si podes ser un buen candidato para el rol al que estás aplicando. Así que, en esta pregunta no hables mal de tu compañía actual, no digas cosas como "I hated my boss" or "My partners were not helpful at all and I had to do everything for myself". Enfocate en tu carrera y en como queres que crezca.

#### 10 NO WINCORRECT

"Th<mark>ings started to get really boring, and the boss man was kind of mean. I totally deserve better, so I just ghosted them and now I'm looking for a new company. Hi!"</mark>

### YESCORRECT

"I've had a fantastic time working at x over these last two years, but I think I've learnt all I can in this particular company. I'm now looking to leave my job, take on a new challenge and join a bigger team; that's why this particular role appeals to me so much".

#### NO NO 16 INCORRECT

"Oh, well, the company started bleeding cash and was on its way to bankruptcy."

#### YESCORRECT

"I feel like I'm ready to take on more responsibility. I believe I've progressed as far as I can in my current role. I need a change of environment to motivate me. I want to develop a new skill that isn't required in my current job".



# "WHAT ARE YOUR SALARY EXPECTATIONS?"

No es recomendable dar un número específico si no un rango del sueldo que esperas recibir en base a tu experiencia y a lo que podes aportar a la empresa. También, es probable que haya un momento de negociación durante esta pregunta.

#### EXAMPLE #1

"Based on my 10 years of experience in this field, I would expect a salary in the range of \$Y to \$Z."

#### EXAMPLE #2

"I'm looking for a competitive salary that reflects my qualifications and experience. Based on my research and the requirements of the role as I understand them, I would expect a salary in the range of \$X to \$Y."







#### "WHAT ARE YOUR HOBBIES AND INTERESTS?"

Trata de mantener la entrevista de la manera más humana posible. Cuanto más humano te vean, más vas a conectar con la persona que te está entrevistando. Esta pregunta en particular, es la que más humano te tienes que mostrar. Busca un hobby, una actividad que te gusta hacer en tu tiempo libre, y compartila.



"It would definitely be music. I play the guitar and the keyboard, but what I like the most is singing. I write and produce my own songs.

In 2019, my sister gave birth and my nephew Felipe was born. He inspired me so much that I wrote my first lullaby song for him"



"I've played sports since high school, so I joined a local voleyball league to stay in shape and meet new people in the area. I'm the captain of our team this year. I encourage everyone to communicate during the game and try to keep each player involved so they can get more experience. I want to be a leader in my next position, and my experience has provided me with opportunities to conduct training in tough situations."



""I love traveling, and I try to take a trip every season. On my last trip to Boston, my flight was delayed, and I had a show to get to. I scheduled my rideshare from the hotel to the theater to save time. Once I got to my hotel, I had about 10 minutes to settle into my room and then get into my rideshare to the theater.

Traveling allows me to adapt to new situations and use my organization and planning skills to ensure I have the most fun I can. These strategies prepare me for many possible situations, which is how I approach my event and travel planning as an administrative assistant."

# "HOW DO YOU HANDLE STRESS?"

Si estás aplicando a un puesto de trabajo que implica trabajar bajo situaciones estresantes, es muy probable que te hagan esta pregunta.

### EXAMPLE #1

"When I am in a stressful situation, I often stop to take a step back and allow myself some time to think, plan and prioritize. For example, if I have more than one task to do at my current job, I break the big tasks up into separate, individual activities, working out which take the longest, which I can complete quite quickly, and which have the nearest deadlines. It then becomes more manageable and far less stressful."

### EXAMPLE #2

"Due to my previous responsibilities, I have learnt how to deal with stress effectively. The main thing is to focus on the most important tasks and don't let stress get in the way."



# "DESCRIBE YOURSELF IN 3 WORDS"

Te voy a dejar muchas palabras que te pueden definir, pero te recomiendo que elijas 3 que se relacionen al 100% con el puesto al que estás aplicando. Si estás aplicando a un puesto en una agencia de viajes, no digas "Diplomatic".

#### **ANALYST / TECH**

- Organised
- Focused
- Analytical
- Problem-solver
- Methodical
- Thorough
- Observant
- Hard-Working
- High-achieving

#### **CLIENT FACING**

- Outgoing
- Approachable
- Friendly
- Caring
- Thoughtful
- Sociable
- Down-to-Earth
- Trustworthy
- Positive

#### **SALES**

- Independent
- Ambitious
- Proactive
- Determined
- Committed
- Driven
- Motivated
- Respectful
- Upbeat

#### MARKETING/ CREATIVE

- Entrepreneurial
- Inventive
- Creative
- Artistic
- Musical
- Imaginative
- · Team player
- Innovative
- Collaborative

#### PR AND COMMS

- Open minded
- Laid back
- Reflective
- Enthusiastic
- Reliable
- Attentive
- Loyal
- Compassionate

#### **CORPORATE**

- Professional
- Diplomatic
- Patient
- Mature
- Calm
- Conscientious
- Confident
- Adaptable

## EXAMPLE #1

"The first word I'd use to describe myself is approachable. I pride myself on the fact that I always put in extra effort to make a customer feel comfortable when trying to assist them. I'm also quite observant. I try to pick up on small details that others may not have noticed. Lastly, I'm open-minded. I enjoy trying new approaches and techniques to customer service."

### EXAMPLE #2

"Enthusiastic, confident and friendly are three words I'd pick to describe myself. My enthusiasm for health care allows me to stay motivated at work and find importance in what I'm doing. My confidence helps me recognize my abilities while also knowing that there's always room to learn more. I also think of myself as an incredibly friendly person, as I enjoy interacting with my patients and colleagues every day."

## EXAMPLE #3

"I'd describe myself as driven, communicative and reliable. I consider myself to be driven because I'm always working toward a new goal and refuse to give up if met with any obstacles. I chose communicative because I greatly enjoy collaborative work and would love the opportunity to learn from others if given this position. Finally, I picked reliable because I stick to my commitments. If I volunteer to do something, you can guarantee I'll get it done to the best of my abilities."

# "WHAT MOTIVATES YOU AT WORK?"

Normalmente cuando te hacen esta pregunta quieren saber qué te inspira y te hace capaz de cumplir con todas las tareas requeridas para el puesto al que estás aplicando.

Elegí una motivación que esté 100% relacionada con el puesto de trabajo. No uses como motivación "Provide how-to guides" si te estás postulando a un puesto de manager y deberías cumplir otras tareas.. ¿Se entiende? Hace memoria de todos los trabajos en los que estuviste y que te motivaba a seguir (No digas la plata, por favor). Quizás los nuevos desafíos, tus ganas de crecer, tus ganas de llegar a un puesto en particular, etc) Mira estos ejemplos:

## USEFUL EXAMPLES



- Coming up with new products and ideas
- Solving problems
- Providing resources: how-to guides or training materials
- Going above and beyond to provide excellent customer service
- Training team members or coworkers outside of your team
- Learning about new things
- Pursuing interests
- Making a difference
- Taking ownership of a project
- · Volunteering to help others

(THINK
ABOUT
YOUR
PREVIOUS
ROLES AND
EXPERIENCES)

# "WHAT MOTIVATES YOU AT WORK?"

CREATIVE PROJECTS.
TEAMWORK



"As a marketer, I've always been motivated by creative projects, teamwork and being able to draw a connection between my efforts and the company's bottom line.

Having the opportunity to lead campaigns from ideation through launch was one of the reasons I was so excited to apply for this role."

OVERCOMING AN OBSTACLE



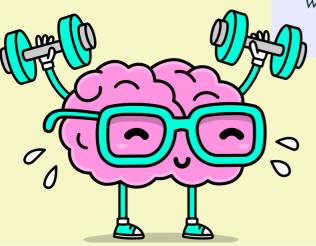
"The gratification of overcoming an obstacle is my greatest motivator. For example, math has never been my best subject, but I opted to take a course when I was younger, even though it wasn't required for my major, I wanted to prove to myself I could do it.

The feeling of accomplishment with challenging goals is what drew me to a career in sales."

MAKING A
DIFFERENCE



"I'm motivated by the fact that, when I leave work at the end of a shift, I know I've helped make a difference in the lives of my patients and their families. Seeing the smiles on their faces and watching them improve makes me look forward to work. That's why I became a nurse, and why I'm pursuing a position in pediatrics."





O mejor dicho, ¿qué te hace un candidato excepcional? Por qué contratarte a vos y no a otro? En esta pregunta tenes que garantizarles que sos lo mejor de lo mejor.

# IMPORTAMT!

- No te compares
- Selecciona las cualidades más relevantes del puesto
- Revisa la descripción del puesto y menciona las skills más pedidas
- Suma skills propias que puedan ayudar a complementar tu trabajo

#### EXAMPLE #1

#### COMMUNICATION SKILLS REQUIRED

"One trait that I feel makes me unique is my ability to get along with all types of people and personalities. I've worked in retail customer service, all the way up to managing large enterprise client accounts in my last job.

I saw that your job description for this role emphasizes communication skills, and I've read about the variety of clients that your business serves. So, that's one reason I feel I'm a strong candidate for the role, and may have some unique skills and background that other candidates don't bring."





#### EXAMPLE #2

#### DESIGNER WITH EXTRA SKILLS

"One of my unique skills is that I'm a former software developer. I moved into product design because I'm more passionate about this area, but I'm still able to write code and scripts to automate tasks, and I still approach challenges and obstacles through an engineer's mindset,

meaning I perform tests and I make decisions based on data. This data-driven approach sets me apart from many other designers and makes me a unique candidate for your Senior Design Lead role".

#### EXAMPLE #3

#### GENERAL ANSWER

"I have an unusual combination of soft skills that I feel makes me unique. I'm constantly seeking to improve, learn from my mistakes, and challenge myself.

And I'm exceptionally organized in terms of tracking my results, progress, and any trends in my work and output. So through this, I'm able to find potential learning opportunities and lessons, spot potential problems before they become larger issues, and steadily improve".



# WHATS YOUR IDEAL JOB?"

Definitivamente considero esta pregunta la más difícil, y fue una pregunta que me hicieron en unas de mis tantas entrevistas para entrar. Yo no me veía toda mi vida en ese trabajo, simplemente necesitaba esa estabilidad económica. ¿Cómo le digo a la persona de la que dependo para entrar, que no me veo en ese puesto ni en esa empresa para toda la vida? o que no me veo en ese puesto para toda la vida?

El entrevistador no espera que describas al pie de la letra el puesto al que te estás postulando, se daría cuenta que estás mintiendo. Quieren ver cuán motivado estás y cuáles son tus objetivos a largo plazo, pero saben muy bien que probablemente no estás apuntando al trabajo de tus sueños. Si estaría bueno que lo que respondas, tenga ALGO MÍNIMO de relación con el puesto al que estás aplicando. Vamos con ejemplos:

**POSICION ESPECÍFICA (TRAINER):** "My ideal job would be a full-time human resources trainer. In my last position, I had the opportunity to lead a few training sessions for new colleagues, and I loved preparing the material, planning the event and performing the training. This position seems to have some training opportunities, which I would love to take part in."

POSICIÓN RELACIONADA (ADMINISTRADOR): "MY

dream job would involve using my excellent customer service and communication skills. I would love to work directly with customers to help them solve their problems and improve their experience with the company. This position will help me develop my problem-solving skills and use my communication abilities."

**RESPUESTA GENERAL:** "My dream job is to work with talented people in a respectful work environment with mutual trust. I value teamwork, and I look for a job that offers a collaborative environment where I can be part of a team, help my teammates, learn from them, and where we can hold each other accountable."

# "DO YOU HAVE ANY QUESTIONS FOR US?"

OJO ACÁ! Ni se te ocurra decir "No questions from my side, thank you!" Siempre pero siempre pregunta algo, lo más mínimo, pero ALGO. Entiendo los nervios, creeme, pero en esta pregunta, aprovecha para mostrar entusiasmo por la empresa. Y también podes ver si realmente es una empresa en la que te ves trabajando o no.

- 1. What does a regular day in this company look like?
- 2. What's the best thing about working for the company?
- 3. What's the worst thing about working for the company?
- 4. What would you say are the biggest challenges a person in this position might face?
- 5. What do you like best about working in this company?
- 6.Do you have training programs available to employees?
- 7. What are the performance expectations for someone in this position?
- 8.Do employees usually hang out with each other outside of work?
- 9. Is there anything else I can help you with at this stage?
- 10. What is the next step in the hiring process?



