

Example of Follow Up Questions

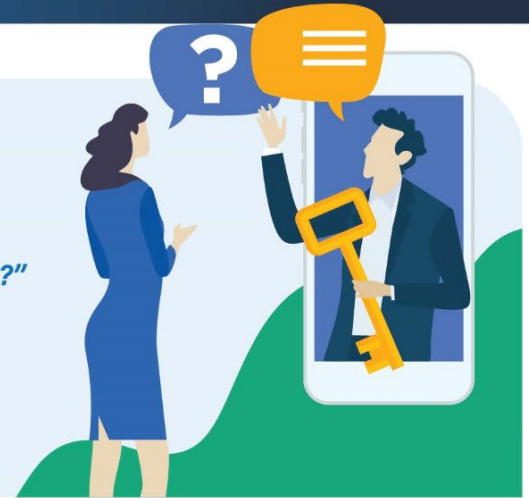
THE RIGHT FOLLOW-UP QUESTIONS

At the end of your interview, whether it's on the phone, video or face-to-face the interviewer will ask:

"What questions do you have for me?"

The last thing you want to say is, *"How much vacation do I get?"*

This moment is your lasting impression with the person interviewing you, you need your questions to show off how smart and connected to the industry you are.



Here are some examples

"In your opinion, what does success look like in this role - how will you evaluate my performance?"

The answer to this question will help you understand expectations, and send the message to the interviewer that you expect to knock this out of the park.

"In what ways did the person in the role previously succeed, and how did they fail?"

You are telling the employer, I want to do a better job than the last person so let's talk about what worked and what didn't. That's a powerful message!

"How much of an emphasis do you put on developing the company culture?"

You also want to find out if this is a place you want to work! Asking about the importance of culture, or how they would describe the culture, is a good way to get them talking about what will be your day-to-day existence.

"What's the most important thing that can be accomplished in the first 90 days in this role?"

When hiring new staff, employers look at a new hires first 90 days as an indicator of their long-term potential. By asking this question, you are letting them know you want to hit the ground running and start making an impact.

If you are interviewing with your bosses boss, ask:

"How can I make things easier on my boss, so they can better help you?"

As you get further along in the hiring process, there is a very likely chance you will interview with upper management. Your bosses boss. When you do, a question like this shows you as someone who thinks about the larger business, chain of command, and living up to your role.

Finish up Strong:

"I'm very excited about this role, what are the next steps in the process and what do you believe is your time frame for having a decision?"

Only ask this of the HR representative or direct hiring manager, letting them know you are excited and want to continue down the path of employment is fair game! Employers want to see and feel your professional excitement.