

## **Questions to Answer**

We have detailed below some examples of questions you may face. Whilst we have provided pointers as to how some questions should be answered, it is inappropriate for us to set out specific answers to each.

Although it is expected that you will put a positive spin on your answers, it is important that each answer is true. It is not our intention to enable candidates to secure a job at all costs, rather, to ensure that they have every opportunity to expose the client to their talent.

Some questions are designed to draw out character traits such as sensitivity, leadership, tenacity, rapport building, flexibility, independence and resilience. The interviewer may also use them to simply get to know you. If you don't have an opinion or answer, then don't give one. If you are honest, it will be apparent.

Remember that all jobs have their frustrations and problems. Try not to get yourself into a downward spiral whilst talking about your old company.

We have grouped the questions into two sections:

- **Likely questions**

It is almost certain that at some stage of the interview process you will be asked these questions.

- **Possible questions**

You may or may not be asked these questions, but it is best to think about your response just in case.

In addition, we have suggested that you try using a technique that will help you address many of the questions that may be directed at you. Starbuck James call this the **Storyboard Technique**.