

DEALING WITH VARIOUS SCENARIOS

One common complaint among job seekers is that they go on interview after interview and never receive a job offer. If you fit into this category, consider the possibility that you might be unknowingly hurting yourself by offering a weak interview performance. Below are typical interview scenarios, common job-seeker mistakes, and the best way to manage each situation. With the right responses, you can turn those awkward interview situations around and land the job you want.

Interview Scenarios	How You Should Respond	Your Best Response
<p>Scenario 1: The interviewer came out swinging, asking tough but appropriate questions regarding your employment gap and job-hopping. The question either left you stuttering with an incoherent message or sounding defensive because you were confrontational.</p>	<p>Explain your situation without getting emotional or hotheaded by saying, "In the past I made the mistake of accepting a position based on salary alone. That mindset led to moving from one job to another because I was never completely satisfied. Now, I'm looking to work for a company where I'm compensated well and the company values match mine."</p>	
<p>Scenario 2: Since the average person searches for a new job about every two years, the interviewer wanted to know how long you planned to stay with the company if hired.</p>	<p>This is a difficult question. Show your ambition alongside your dedication by saying, "I plan on staying on board as long as I'm contributing to the department and growing professionally."</p>	
<p>Scenario 3: You committed an interview misstep by arriving late. Nervous, you rambled with a long excuse, bringing prolonged attention to your blunder.</p>	<p>Apologize and move on quickly. Extend your hands and say, "My apologies for my late arrival. I'm enthusiastic about the position and am looking forward to discussing how my skills support the position."</p>	

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<p>Scenario 4: The interviewer asked, "Why should I hire you?" You listed strengths that align with the open position. Although there's nothing technically wrong with your response, you could have taken your answer a step further.</p>	<p>"That's a fair question. Instead of providing a well-rehearsed response, I'd like to participate in an audition interview so you can see my work ethic firsthand." An audition interview is when you perform the tasks of the position as though you were hired. This way, the hiring manager can see your performance before extending an official job offer.</p>	
<p>Scenario 5: The interviewer(s) asked "Why are you looking to leave your existing position?" This is another typical question, one that you were expecting but weren't quite sure how to address.</p>	<p>Honesty is always the best policy when answering interview questions. There is a difference, however, between sabotaging yourself and providing a straightforward response. Provide a neutral response such as; "I've advanced as far as I can with the company so I'm looking for a position where I can grow and use my skills and experience to benefit the company" works well because it's truthful without oversharing.</p>	
<p>Scenario 6: At one point during the interview you were asked about your salary requirements. You responded with, "I would take the amount you were planning to offer.</p>	<p>It's acceptable to avoid answering the salary question. You can however answer by offering a range but be sure you have researched normal salaries for your area. Try to refrain from inquiring about salary</p>	

Information derived from 201 Knockout Answers to Tough Interview Questions: <https://www.podomatic.com/podcasts/careerstrides>

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