

What the interview is looking for

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Interviewer: Tell me about yourself.

You: Remember, this is a job interview, not a psychological or personal interview. The interviewer is interested in the information about you that relates to your qualifications for employment, such as education, work experiences and extracurricular activities.

Interviewer: What do you expect to be doing five years from now? Ten years from now?

You: The interviewer is looking for evidence of career goals and ambitions rather than minutely specific descriptions. The interviewer wants to see your thought process and the criteria that are important to you.

Interviewer: Why should I hire you?

You: Stress what you have to offer the employer, not how nice it would be to work there or what you want from the employer.

Interviewer: What are your ideas about salary?

You: Research salaries in your field before your interviews so that you know the current salary range for the type of position you are seeking.

Interviewer: Why do you want to work for our company/organization?

You: Not having an answer is a good way to get crossed off the candidate list, and is a common pet peeve of interviewers. Research the employer before your interview; attempt to find out about the organization's products, locations, clients, philosophy, goals, previous growth record and growth plans, how they value employees and customers, etc.
