

# DR. KERRIE'S 10 JOB-INTERVIEW CLOSING QUESTIONS

“Many jobs are lost at the interview”

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1. Mr. or Mrs. Job Interviewer: Can you please explain the rest of the interview process?
2. Mr. or Mrs. Job Interviewer: What additional information do you need regarding my candidacy for the \_\_\_\_\_ position?
3. Do you foresee anything that might hinder me from getting hired with your company?
4. **Ask this question:** Mr. interviewer, do you believe that I can be successful in this job? If he/she says “yes” then, you say, “ Mr./Mrs. interviewer, “I think we are in agreement, when can I start”? This actually works. You will amaze them and they may offer you the job.
5. **Say This:** Mr. or Ms. Interviewer, “ I like what I am hearing. The Management opportunity seems to be in direct alignment with my educational & short/long-term goals, and I can see myself being successful in this role. Can you make me an offer, now?
6. **Say This:** Mr./Mrs. Interviewer, “Based on what you know about me, do you believe that I can be a major contributor on your team”?
7. **Ask the interviewer,** “Based on your brief observations of me, “How do you rate my abilities, attitude and my credentials, in comparison to other candidates”?
8. **Ask this question,** what will it take, for someone with my background, to be successful, in the position you are is looking to fill?
9. **Ask this question,** Mr./Mrs. Can you make me an offer, now? Restate key points from your resume to validate your question. **Remember,** I designed your unique resume to be used as a negotiation tool.
10. **Ask for the job,** Many job opportunities are lost because people don’t ask for the job. Unfortunately, many job candidates assume that the interviewer knows what they want. Okay, you are probably wondering, how do one ask for the job without begging or being too aggressive. Simply, say this: Mr. or Mrs. Interviewer, “ This position seems to be a great fit for my career. I can actually see myself excelling in this role. Do you believe that I can be successful with your company? If he/she says yes, then you say, “**I am available to start on \_\_\_\_\_June 1<sup>st</sup>.**

## HOW TO ANSWER THE “ALL IMPORTANT “ SALARY QUESTION

At some point during the interview, you will be asked about salary. Please, do not say, “It’s negotiable”, “I am open”, what are you opened to? Or, “I am looking to be around 40K. (be specific) Instead, you could use one of three “**comeback answers**” **salary responses** below.

**Approach no. 1.** John, salary is important to me; however, my primary reason for accepting the interview is to learn more about your company, it is product and/or service and how I might contribute.

**Note:** He/she will still want you to answer the salary question...It is okay, **Now, you have some leverage.**

**Approach no. 2.** Or, you can say this, “John, based on the Atlanta market for someone with my skillset, education, and work experience, the salary range is between 60K – 68K. I am interested in hearing about your best offer. Wow! If you say this, you will come across as being very astute.

**Approach no. 3.** Or, take this approach, John, I would like to give you a salary amount; unfortunately, I do not have enough information about the position, responsibilities, etc. to accurately give you a salary, today. However, I am interested in providing key references, college transcripts and my last employer’s evaluation.