

Atassh Consultants

Knowledge Processing House, Since 1991

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Interview Questions.

1. What are your weaknesses?

This is a tricky question. Minimize your weaknesses as much as possible and also talk about the steps you are taking to overcome your hurdles. It would be better for you to focus on your professional aspects rather than your personal qualities. While you are at it, emphasis on your strengths.

2. Why should we hire you?

The answer lies in emphasizing your strengths and telling them what you can do for the company and how having you will add value to the company. Recollect your experiences and tell the interviewers about how your contribution has proven valuable for your previous employer.

3. Why do you want to work here?

The key is to come up with an answer that is well thought out. The interviewer should not get the impression that you sent across your resume just because there is an opening. You can give an answer that says the long term goals of the company match your own and that you are confident of the contribution you can make in the company.

4. What are your goals?

Instead of elaborating on long term goals, it would be better if you concentrated on your short term goals and link your goals with that of the company.

5. Why did you leave (or why are you leaving) your job?

Whether you are employed or unemployed, state the reason of your state in a positive context. If you are unemployed you can talk about the useful things that you did on your break from employment. If you are currently employed then you can talk about why you want to leave your present job. Make sure you do not come across as a job hopper.

6. What can you do for us that other candidates cannot?

What makes you unique? This will take an assessment of your experiences, skills and traits. Summarize concisely: "I have a unique combination of strong technical skills and the ability to build strong customer relationships. This allows me to use my knowledge and break down information to be more user-friendly."

7. What do you know about this industry?

This question assesses the depth of your knowledge about the industry in question. If you are new to the area you may have to research this question before you attend the interview. You should not spend a long time answering the question. After all, the interviewer knows the answer. Give a brief synopsis of the industry and where you believe the firm sits within the industry.

8. What kind of salary are you seeking?

While preparing for interview you should try to discover the salary range for the job from the recruitment consultant or human resources department. This information can put you in a strong position when time comes to negotiate a salary.

Unless pressed, you should not give specific numbers here. Instead you should specify you value relative to a 'salary band'. Most firms have salary bands for each position. You should aim to negotiate a salary towards the peak of the range for the position in which you are interviewing.

If you are pushed for a specific salary, respond with a target range. This will help lay the groundwork for future negotiations. You should qualify yourself by specifying that your answer is based on the information that you have to hand about the job. Do not give the actual range that would satisfy you, as your prospective employer may try to bargain you down at a later point. For example: if your target salary range is Rs.26000/- to Rs.30000/-, you should specify a higher range such as Rs.28000/- to Rs.32000/-.

9. Tell me about yourself?

This is deceptively difficult question to answer. The key to answer this question is staying focused on your primary objective here: selling yourself as an employee. With this in mind answer this question in light of your overall interview strategy. Do not describe your record collection, your favourite movies or your pet's name. For example, describe what motivates your career and drives your passions.

10. Do you expect to work regular hours? OR Would working irregular hours cause a problem?

In today's modern working environment most jobs require flexibility with respect to working hours. By expressing your willingness to work irregular hours or do overtime you will impress upon the interviewer your eagerness to succeed and contribute to the firm.