

## Questions to Help You Turn the Interview into a Conversation

What are the qualities and skills of the people who have been most successful in this company?

Is that the kind of experience that will help me to be successful here?  
Are these the kind of skills that I can build on?

What is the one thing I could do in this position that will benefit you the most?

What does your supervisor expect of you in terms of performance?  
How can I best help you meet those goals?

What are the day to day expectations of person in this position...and what would make that person a “superstar”?

Have you had challenging customers/clients here?  
What kind of customer/client challenges do you encounter here?

Will there be an opportunity to work in teams at this job?  
What are the opportunities for working as part of a team?

Can I give you a call next week to see where you are in the hiring process?  
What are the next steps that we should take?

**Tip from Judith: Keep up your energy and show enthusiasm!**