



So... tell me about yourself?

If they ask you to tell them about yourself, they don't want your life story, and they don't want to know about your hobbies or your pets. They want you to provide a broad and concise overview of your professional experience before they start to get into specifics.

Your answer should be about one minute and it should summarize where you are in your career based on an extended version of your WIFM Commercial Script.

What is your greatest weakness?

If they ask you about your biggest weakness, they aren't checking to see if you can list a weakness that is really a strength like "I'm a perfectionist." They want to understand how self-aware you are and that you actively take steps to self-correct problems.

Why should I hire you?

The answer is two-fold; making a contribution worth paying for and proving you would love working for them. Remember your goal is to position yourself as a solution worth paying for. Go back and recite the key job match. Make your response quantifiable and be tangible. The second half of your answer should be to confirm culture fit. They want to hire someone that likes them, would enjoy doing the job, and has something in common with their culture. Tell them why you would LOVE working for them and doing the job! Compliments go a long way.
