

# Questions You Should Ask the Interviewer

Many of us see the interview as a one-way interaction, in which the interviewer asks the questions and the job seeker provides the answers.

It's true that the lead interviewer sets the pace by asking the questions during the interview. However, nearly all job interviews leave room for questions from the candidate, as employers understand that you may also have questions about the new job.

When is the right time to ask questions? Some of your questions may answer themselves during the course of the interview. However, most interviewers will ask at the end of the interview whether you have any questions about the role. And if the interviewer does not leave room for questions, you can still ask politely once the interview is over. At this point, many job seekers are left wondering what exactly they should ask the interviewer and how they can take advantage of the opportunity. It is important to understand that preparation of your questions is key, as asking the right questions during the interview will distinguish you as someone who has personal motivation and initiative – in other words, bonus points with the interviewer.

What questions should you ask the interviewer?

Prepare your questions well in advance of the interview. The general theme to keep in mind when formulating your questions is: What is it about the role that interests you or that you would like to know more about? Here are some examples:

1. Who would be my immediate supervisor in this position?
2. Who would the members of my team be, if any?
3. Can you describe what a typical day in the new role might be like?
4. Who are some of your customers and suppliers?
5. What are some of the short-term and long-term goals of the position and organization?
6. What are the next steps in the recruitment process?

## **What to Avoid Asking**

The first job interview is an introductory stage of your relationship with the workplace and the interviewer. For this reason, it is important to ask questions about the nature

of the job and not about the details of wages or benefits.

Of course, wages and benefits are an important factor in your decision to take the job or not, and you should not start a job without absolute clarity about your compensation. However, these questions are premature during the first interview. At this stage, it is more important to create the right impression and prove how qualified you are for the job. Once you receive the call from the employer expressing that they want to hire you, you will be in a much better position to negotiate your salary and benefits.

### **Beware of How You Ask**

Even if you are interviewing for a managerial position, remember first and foremost that you are the one being interviewed at this stage. Though you may have a lot of questions, choose only the most important ones and be sure to ask them in a way that is respectful of the interviewer and the organization.

The way in which you ask your questions is also important. Do it nicely, out of curiosity and being careful not to ask in a way that implies hidden criticism. Be sensitive to the body language of the person sitting in front of you and if they seem impatient, just make it brief. Remember that at this stage, you are still the one being evaluated and examined; once the employer expresses interest in hiring you, you will have another opportunity to ask about the role and responsibilities of the position prior to accepting the offer.