Tip 9: Focus more on what you can do for the company, rather than what they can do for you

- At the beginning of the job interview process, someone has to assume the role of the seller, and someone has to be the buyer.
- You're the seller at this early stage of the process.
- As the interview progresses you will eventually be asked: Do you have any questions for us?
- It's a bad idea to say, no, I can't think of anything. It's also a bad idea to have a grocery list of interview questions a mile long.

Appropriate Job Interview Questions to Ask Your Interviewers

- How would you describe a typical day in this position?
- In my first 90 days on the job, what's my first priority?
- What is one of the most difficult challenges facing your department?
- Is this a new position, or am I replacing someone?
- · What's the company's strategy for generating new business?
- What is your management style like?

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