

# Asking Questions at the End of an Interview

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# Why ask questions at the end of an interview?

- **You need to ask questions to show:**
  - Your interest in the company and the position
  - That you have researched the company and the position
  - That you care enough about the company and position to leave the interview with a clear understanding of the company and what the position entails
- **Do not *EVER* tell an interviewer you do not have questions, because:**
  - You will seem like you don't want the job
  - You will appear disinterested, disengaged and unprepared
  - Ultimately you are telling the interviewer you don't care to learn more

# Topics to Focus Your Questions On

- **Clarity**

- Is there anything you need clarified or expanded upon regarding the company, team or position?

- **Company Culture**

- Does the company support a work-life balance, or does it appear to be very demanding?

- **Responsibilities**

- This also falls under “Clarity”—be sure you are completely clear on the tasks, responsibilities and expectations of the job

- **Interviewer’s Perspective**

- You can ask the interviewer their thoughts about the company or job, including what they enjoy most or find challenging about the role

# Questionable Questions

- YES, you can ask about next steps for the hiring process and when they anticipate to make their hiring decision.
- NO, do not ask about salary. The job description will likely include a salary range, so you will have an idea of what to expect. The exact salary can be negotiated after the company formally extends the offer to you.
  - Steps: Interview > Company gives offer > You negotiate salary with hiring manager and Human Resources > You accept offer and sign your offer letter
- Questions about what to ask and not ask?

# Preparing Questions

- Depending on how much time you're given at the end of the interview, you'll usually have time to ask the interviewers 2-5 questions.
  - Come with at least **10 questions** in case there is time to ask more, as you always want to ask questions when given the opportunity.
- Make sure your questions focus on what it is you want to know.
- Also focus on ensuring that your questions show that you are:
  - **Curious**
  - **Enthusiastic**
  - **Confident**