

Welcome to the Interview Simulator



You got the interview, which means the hiring manager has obviously agreed that you appear to be a fit for the role on paper, and now the interview requires that you back it up in person. If you don't prepare, you might just negate all the hard work you've done on this job search by "blowing" this opportunity.

As you go through the simulator and formulate responses to the interview questions, ask yourself: *Does every sentence support your premise that hiring you would be a smart return on investment for your potential employer? Make every word count!*

Here's how it works...



Beneath each question, there is a box to type in your response. On the right, broken up into three sections, is a general hint, an example of an appropriate response, and then an insider note explaining why this example works. Read all three sections before you draft your response.

Once you complete your answer, click the save button and then click the arrow button for the next question.

If you want to complete the simulator over several days, simply save onto your computer. When you come back, it will be right where you left off. At the end of your “virtual interview,” you will have the opportunity to print the questions and your responses for practice and the option to e-mail your responses to a recruiter (you know, the ones that actually do the interviewing) for their review and critique.

Some additional hints as you draft your responses:

- **Less is More:** Give concise, targeted answers to the questions. Ideally, each response should take no more than one minute.
- **Quantify whenever possible:** Provide solid numerical support wherever possible, e.g. “I reduced costs by X %, I exceeded my quota 10 out of 11 years,” etc.
- Focus wherever possible on past achievements that can benefit your prospective employer in the future.

In full disclosure, this is going to take a while – on average, a half-hour per question. But once completed, you will have a framework or “cheat sheet” that can be used for every interview you have. For future interviews, some of your responses may have to be tweaked, depending on the role you are applying for, but you will have this “master plan” in place and this preparation and practice will give you the best chance of getting that job offer!

Click the Get Started! button to begin.

Good luck!

“Tell me about yourself”

Hint:

This is usually the opening interview question. It's the opportunity for you to BRIEFLY market yourself, but not to tell your whole life story. Remember the saying, “Less is more.” Your reply should be a short summary of your RELEVANT qualifications and experience. Everything you mention should, in one way or another, demonstrate your potential ROI to the potential employer and immediate boss.

To illustrate this, following my sample answer below in the “Inside note” section, I highlight the reasons I mentioned certain points and what they imply.

Example:

If you are interviewing for a sales position as an individual contributor at a consulting firm selling into financial services clients, you might say something like this: “I spent much of my career as a sales person and relationship manager with high net worth and institutional clients. I worked for 10 years with the same sales team and we moved as a group to Salomon Brothers, Bear Stearns and Morgan Stanley. I met or exceeded my quota for the past 10 years and have developed and maintained strong relationships with my clients throughout the years. I have heard and read very positive comments about your firm and would welcome the opportunity to learn more about this role and what you are looking for in a candidate.”

Inside Notes:

I mention relationship management because that implies that I did consultative sales (as opposed to pushing products), which is more relevant to a consulting services sales position. I mention the name of my firms because they are well-known and well-respected, which adds credibility to my candidacy. Mentioning that I was with the same sales team implies I work well in a team environment and have strong interpersonal skills. My quota history demonstrates I have a proven record of sales success and implies I can add revenue to their group. I also mention my strong relationships with clients because that implies I could bring in new business fairly quickly, given those relationships. The last sentence clearly indicates that my synopsis has ended, that I am interested in the company and position and have done research to further demonstrate my enthusiasm. (Make sure you have actually done your research and have answers just in case the interviewer asks what you have heard.)

Now create your own answer to this question. Just make sure it is no longer than a minute, and each sentence should in some way state or imply what your ROI would be to your potential employer.