

Business Skills 360 – Tips for your First Job Interview (Part 4: Difficult Questions)

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Discussion Questions

1. What types of interview questions do you think are very difficult?
2. Is it ever okay to say “I don’t know” in response to an interview question?
3. How would you describe yourself in one sentence?

Vocabulary

to tackle - to deal with or handle; “The politician promised to tackle the problem of unemployment if he were elected.”

Oddball – unusual or strange; “I was confused when my boss started asking me oddball questions about my mental health.”

catch you off guard – to surprise someone by doing something unexpected; “Favro Airlines caught the competition off guard when they suddenly reduced their ticket prices.”

Crisp – clear, short, and concise; “Because there wasn’t very much time for questions, the presenter kept his answers crisp and to-the-point.”

rehearse – to practice repeatedly in preparation for something; “Actors and musicians will tell you how important it is to rehearse well before a production.”

stock answers – common and familiar responses prepared beforehand; “Teachers get tired of the stock answers that students provide for not having completed their homework.”

chalk it up to – consider the cause of something; “When Stewart failed his final exam, he chalked it up to the fact that he was very sick when he studied.”

root – the source or basic origin of something; “The root of my success in marketing was my ability to think of new ideas quickly.”

unique selling proposition – the thing that makes a product attractive and different from its competitors; “Domino’s Pizza’s unique selling proposition is that you get fresh, hot pizza at your door in 30 minutes or less, or it’s free.”

reiterate – to say again or repeatedly; “At the beginning of every lecture, Professor Walsh would reiterate the importance of good note-taking.”

Review

1. Which of the following tough interview questions does Tim Simmons talk about?
 - A. "What type of experience do you have?"
 - B. "Why should I hire you?"
 - C. "What did you do to prepare for this interview?"
 - D. "Tell me about yourself."
 - E. "What is your greatest weakness?"
 - F. "Do you have problems with organization?"
 - G. "Give me an example of conflict and how you dealt with it."
 - H. "What are your long-term objectives?"

2. What is the key to having a good interview?
 - A. experience
 - B. appearance
 - C. preparation
 - D. clear goals

3. According to Tim, in how many sentences should you be able to describe yourself?
 - A. 5 to 10
 - B. 3 to 5
 - C. 1 to 3
 - D. 10 to 15

4. What should you do with stock answers about your weaknesses such as "I'm too much of a perfectionist?"
 - A. memorize them
 - B. ask the interviewer which one he or she prefers
 - C. avoid them
 - D. rehearse them

5. When you talk about conflict with others, Tim suggests explaining how the conflict was the result of _____ or _____.
 - A. miscommunication, misunderstanding
 - B. mistakes, improvements
 - C. discomfort, awkwardness
 - D. personality, inability

6. What is the worst thing you can do when asked why you should be hired?
 - A. explain your unique selling proposition
 - B. have a stock answer
 - C. talk about opening a business or going to school
 - D. seem confused or say nothing