New Breaks, New Horizons Document 4.5

**Asking Questions**

There is usually an opportunity for you to ask questions at the end of the interview. You can use this to continue to sell yourself, whilst finding out more about the role. Avoid the temptation to ask questions around terms and conditions (e.g. salary, holiday entitlement or opportunities for overtime) – these are questions you will be in a better position to ask if/when they offer you the job!

Here are some examples of the kind of questions you might want to consider asking:

* What three things would you like me to have achieved in the first 90 days?
* What is the main priority for the company this year, and how would my role/team contribute towards achieving it?
* I see from your annual report that ……….. – what impact does that have on the company?
* Is there opportunity for further training?
* Can you tell me about the team I would be working in?
* What performance measures are used?
* Does the company have growth plans, and if so will that give my team opportunities to grow too?
* What opportunities are there for career progression?
* How will the recent changes in legislation/directives/the economy/whatever affect the business?

Prepare the questions you will ask before the interview so that you are not having to think on your feet at the time.