

THE EXTRA POINT

BY JERRY ROBERTS



306 Oh No – They Asked THAT Question

You're applying for a new job. You've heard they pay pretty well and the bosses are cool, and you're breezing through your interview. Then, they ask THAT question. I'm Jerry Roberts and I'll tell what that one is, and then how to answer it, next on The Extra Point.

HR managers and job interviewers like to toss in brain teaser-type questions when meeting with a prospective new hire. It gives them a chance to see how the candidate reacts when confronted with something unexpected.

Here are some questions actual companies — some of them very big name companies — have asked in their job interviews.

- *Why are manhole covers round?*
- *How many golf balls fit into a Boeing 747?*
- *Explain the internet to someone coming out of a 30-year coma.*

My question is more straight-forward, but many people find it challenging to come up with a good answer for it. Here we go. The interview has gone pretty well and then you get this question: "why do you want this job?"

You've got just seconds to come up with your answer... "Why do you want THIS job?"

"Because this is a great company and I've wanted to work here my whole life." Nope.

"Because you're the kind of leader who can develop my skills." I don't think so.

"Because I'm seeking a challenging environment that offers me the opportunity to use my specific skills to help an organization achieve its goals and objectives." I'd hire you just to be able to fire you for saying that.

Here's the thing they want to know, are you looking for any old job or have you thought this through? Is it just about the money? Do

you just want to work here because you think it'll look good on your resume?

Here's how to score points with your answer.

1. Make good eye contact when giving your answer and come across in an engaging manner. Make sure your response sounds — and here's the "A" word — authentic. Even if you've rehearsed your answer for days it has to seem like the words just popped up.
2. Say why the company appeals to you. Maybe you like their reputation, market position, or their aggressive posture.
3. You can say you feel your unique skillset matches up well with the job and direction of the company. This answer will be stronger if you've asked the interviewer questions on the plans and goals of the organization.
4. Say how you feel the job will help you grow and advance your career goals. While you want to frame your answer on how you fit well with the job requirements and your desire to be part of a great team, it's fine to show how you feel you will benefit. It's honest and that counts.
5. If you get a question like this come up with a solid paragraph that sells them on you. Be prepared to tell the interviewer you're excited about the opportunity, and mean it. They don't hear that word often enough from applicants. Finally, like I've said before...don't leave before you ask for the job. I hope you get it.

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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