



# COMMON INTERVIEW QUESTIONS

## PRACTICE TIPS FOR HIGH SCHOOL GRADS AND COLLEGE STUDENTS

Going into a job interview, everyone has some level of apprehension. We all want to make a great first impression, and many people can't escape the pressure of wanting to be perfect. While it's hard to knock an interview out of the park when you have unattainable expectations, the best way to present your best self is to reduce your pre-interview anxiety and ensure you enter that interview with as much confidence as possible. A proven strategy is to fully prepare before your first meeting.

Here is a list of some of the most common questions you'll hear in an interview. We've provided advice and sample answers to set you up for success.

WHAT DEALERS ASK	HOW TO ANSWER	AN EXAMPLE
Can you tell me a bit about yourself?	Decide on some basics about yourself that connect back to elements of the job. Be clear and concise but keep it conversational. You don't need to act like you're reading from a script.	"I really like working on things with my hands. I helped my dad fix our lawn mower and do simple work on our cars. I learn best by doing things, not reading about them."
Do you have any related work experience?	Even if you haven't had a job before, talk about how you have handled responsibility in the past as well as any skills that you can bring to this workplace.	"I've never worked as a mechanic, but I like figuring out problems and fixing them. I have worked as a volunteer in maintenance at the Park District, I follow instructions well and I like to get things right the first time."
What would you say are some of your weaknesses or challenges?	This is a tough one. You should be authentic and truthful, but you don't want to be so down on yourself that you talk them out of hiring you. First, don't sugarcoat your reply, saying you work too hard or are too competitive. Find a minor flaw like a cluttered workspace, and say you're working on improving.	"I do better when someone shows me how to do something rather than reading directions alone. So, I'm working on that. Also, when I get invested in a task, I have a tendency to leave my workspace a little cluttered. I'm trying to be more mindful about putting stuff away after I use it."



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<p>Do you work better alone or with a team?</p>	<p>In most dealer shops, technicians split their time between working alone and working with their teammates. Be clear that you can do both and offer an example if you have one.</p>	<p>“I like working with people because I think I learn more that way. I don’t mind working alone on some things, but I think a mixture of teamwork and solo work suits me best.”</p>
<p>Why do you want this job?</p>	<p>Your answer should show that you have done some homework about their company. Offer reasons why you want to work for them.</p>	<p>“I like to volunteer, and I appreciate how your company has supported a lot of different organizations in town. After reading some of the technician profiles on your website, I feel like I would get along well in this environment.”</p>
<p>Do you have any questions you’d like to ask?</p>	<p>In general, it’s not viewed favorably to ask about salary or compensation at this time as that is typically a negotiation that happens once they offer you a job. You don’t want to ask too many questions that make it feel like an interrogation, either. It’s best to have one or two questions you really want answered about the company or the industry.</p>	<p>“Can you describe what a typical day would be like if I were to get this position?</p> <p>How did you decide to work in this industry? What have you found you like the best about it?</p> <p>How long do people work at entry level before they can be considered for advancement?”</p>

Now that you’ve gone through our sample questions and answers, make some of your own. Think about the job for which you are applying and the companies with which you’re interviewing. Not only will your practice questions prepare you for in-person meetings, you will expand your knowledge about the industry and become a more competitive candidate in the process. Good luck!

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