**1. Assuming that you are selected, what will be your strategy for next 60 days?**

If I am selected for this position, I’ll use my initial 60 days in understanding my role carefully in terms of the contribution to the business and increasing the overall profitability. I’ll sit with my line manager and other juniors to understand what has already been done and what its impact has been. From there on, I’ll formulate my strategy to growth in close conjunction with managers and see that it is properly implemented.

**2. How would you improve upon our product/ company?**

Since I’d be coming from an altogether new environment, I am bound to possess a new perspective towards everything here including the company, product, customers, environment, strategy etc. This will enable me to constructively question things which anyone else here might not do. This will help in improving the things and making the product & company better.

Having worked closely with product development team I understand how the research for product development is carried out and how is customer requirement analysed; I’d be able to provide a value addition there too.

**3. Don’t you think, you are overqualified for this position?**

You might feel that I possess more degrees than you require for this position. But, I believe that I grow everyday when I talk to my staff, customers and superiors. So, basically the learning process continues throughout the life – I don’t think I am over qualified.

**4. Have you ever had a problem with your peer? Can you give us an example?**

Yes, it happened once. I was quite friendly with a colleague of mine from the other department. While talking to him during the lunch hour, I casually told him about the new marketing strategy that the marketing team was thinking about. He mentioned it to his boss and that caused a lot of confusion between the two departments. This taught me a lesson that you must not discuss any departmental strategies with anyone from other department unless you have been authorised by your boss.

**5. I see, there’s some gap in your work history. Why?**

Yes, I was feeling exhausted after years of non-stop work. So, I decided to take a break and spend some time with my family on a rejuvenating vacation. I am happy to have returned fully recharged.

**6. Can you tell us something about your previous boss?**

All my bosses possessed some skills worth learning. I have always tried to learn something new from them including my previous boss.

**7. Is there anything that you do not like about your last or current job?**

I was quite enthusiastic while joining my last job. Towards the end, the number of challenges and opportunity to grow further started diminishing. A challenge loving and growth oriented person like me doesn’t enjoy this.

**8.Have there been instances, when your decision was challenged by your colleague or manager?**

Yes, there have been many such instances. I like people who challenge my decisions rather than following me blindly. This keeps me ensured that I am surrounded by thinking brains rather than just a set of dumb followers.   
When someone challenges your decisions, you are bound to rethink over it and the chances of reaching the best option are brighter.

**9. If you are allowed to change one thing about your last job, what would it be?**

I have been working at a senior level since last many years. These roles have always needed me to make real time decisions. Sometimes the facts, figures and other information in real time cases are not complete & still we have to make a decision. In such cases, there exists a probability of making inaccurate decisions.

Knowing this, I usually run down my old decisions to see the outcome. It makes sure that I don’t repeat a mistake ever again in future. While carrying out one such exercise, I realised that the product promotion strategy that I recommended would have been different, if I had had the complete data and figures but there was no way to get them in real time.

**10. How long can you commit to work with us?**

I like new challenges and a chance to grow. As long I keeping getting these, I don’t think I’ll need to switch over. I’d like to believe that this relationship lasts for many years. However, I haven’t set a time limit as such.

**11. You seem to be drawing a good salary. Will you be OK in taking a salary cut?**

I believe that at one point of time in career salary becomes secondary and self actualisation become more important. While taking up any new job, it will be my priority to ensure that the work culture, chances to contribute and grow are sufficient along with the money I am paid. I also believe that any good company who cares about its employees ensures that they are paid well.

**12. What is your expected salary?**

I believe that an ideal remuneration for any position recognises the ability, rewards the performance and provides the employee an opportunity to indulge in his hobbies and passions. I am sure that this company also takes care of these.

**13. Would you like to ask us anything?**

I would like to know about the career growth I can expect being with this company. I am quite an ambitious person and this information will be helpful.