

“So, do you have any questions for me?”

What to say (or not say) at the end of the interview!

10 Questions you should never ask

1. Anything related to salary or benefits
2. Questions that start with “why?”
3. Who is your competition?
4. How often do reviews occur?
5. May I arrive early or leave late as long as I get my hours in?
6. May I work from home?
7. Would you like to see my references?
8. How soon do you promote employees?
9. Do I get my own office?
10. Will you monitor my social networking profiles?

5 Questions you should ask

1. Can you explain the culture to me, with examples of how you uphold it?
2. How have you recognized employees in the past?
3. What do you like most about this company?
4. Can you give me examples of collaboration within the company?
5. What are the most important things you would like to see me accomplish in the first 30, 60, 90 days?

Flip this page over to find out why!

Why these are

Questions You Should *Never* Ask

1. Benefits and salary negotiations don't come into play until an offer has been extended. It's best to avoid any question that sounds like you assume you already have the position—unless, of course, your interviewer brings it up first.
2. These kinds of questions put people on the defensive and make it sound more like an interrogation. Use “what” or “how” instead to sound less confrontational.
3. This is a great example of a question that could either make you sound thoughtful—or totally backfire and reveal that you did zero research about the company prior to the interview. Before asking any question, determine whether it's something you could have figured out yourself through a Google search. If it is, a) don't ask it and b) do your research before your interview!
4. Nix any questions about the company's review or self-appraisal policies. Keep your confidence intact, and avoid the topic altogether—or at least until you receive an offer.
5. While work-life balance is a very popular concern right now, it's not the most pressing consideration for a hiring decision-maker. This may indicate you are more concerned about your needs and less concerned about the company's.
6. Unless it was implied in the initial job description, don't bring it up. An interview isn't the time to be asking for special favors. Right now, your top priority is selling them on you first.
7. Interviewing is a lot like dating. It's important to entice with your value and attract them to call you for the next 'date.' Offering up your references too soon may hint at desperation. Plus, you don't want-

to run the risk of overusing your references.

8. An individual asking this question may come off as arrogant and entitled. Your focus should be on getting the job you are applying for.
9. You may wonder about this, but will it really play into whether you accept a career opportunity or not?
10. This is something best left unsaid as it gives the impression you have something to hide. Play it safe and don't post anything about your company, co-workers, or employers anywhere on the internet.

Why these are

Questions You Should *Definitely* Ask

1. Asking for specific insight into the company's culture is key. Everyone will tell you that their culture is great, but examples prove it. This will help you decide if *you* want to work for *them*.
2. You want to be sure that your new company appreciates its employees, and that the company values morale.
3. Most people like to talk about themselves, so this question helps warm up your interviewer and provides insight into whether you'd be happy working with this individual or company.
4. This is a great question for team players. It not only shows that you have a quality that's very valuable to the company, but it also gets down to brass tacks when it comes to company culture.
5. This question shows you're invested in what you can bring to the company, and not just what the company can do for you. You can use this information to reinforce your value in your follow-up thank-you letter