

Interviewing for Success

Sample High-Gain and Impact Questions

- How do you know?
- Why?
- Tell me more about that...
- Is that true?
- What do you need to do in the next 90 days to accomplish your goals?
- What is working well?
- Where are your opportunities for growth?
- How did you do that?
- What evidence do you have?
- What do you attribute it to?
- Where do you want to be in the next 90 days?
- How?
- What would be your ideal scenario?
- How do you feel about that?
- Paint me a picture of how you would like it to be.
- What do you fear the most?
- What would you do differently?
- What are the things you have control over?
- What do you want to have happen?
- How does it feel when you get stuck?
- Where is your attention?