

JOB SEARCH SKILLS

# Вопросы на Интервью

# COMPONENTS OF SUCCESS

- Motivation
- Focus
- Environment
- Schedule

# RULES OF SALE

- People buy to improve **their** situation
- People buy emotionally and later justify the purchase intellectually
- Sell from the position of strength
- Find the pain in the past or the future

# LIFE PATH CONCEPT

- How do you see yourself in 1-3-5 years from now?
- Tell me about yourself
- Why should we hire you?

**[www.youtube.com/jobinterviewtips](http://www.youtube.com/jobinterviewtips)**

# How do you see yourself in 5 years?

- Making difference in Software Testing
- To get there I need to work on good projects, next to good professionals
- Besides that I want to specialize (chose the niche) in whatever they are (give reasons)

# What do you like about QA?

- I like to see how the application changes as a result of bug I reported. It gives me a very good feeling of being a real contributor.
- I really enjoy the level of appreciation I have from developers and other QA team members.
- I think I can realize myself professionally in that area.
- My previous background makes a good combination with my QA skills.
- I really have passion for quality since I remember myself.

# Tell me about the company X

- How old
- how many people work there
- product line
- who it competes against
- is it public or privately owned
- is it profitable or not yet, startup
- story attached if any
- Plans: original and how they changed
- building
- benefits
- work environment, culture

# Tell me about the application

- Created for what kind of users and needs
- Major features and functional areas (shopping cart, catalog, search, registration, etc.)
- Competing products and what makes our product different
- Customer base
- Market share
- Dynamics of growth (sales, customer base, releases, features, hiring)



# What was your role?

- As the only tester on that project I was responsible for the entire scope of SQA activities
- As a member of 5 people QA team I was primarily focusing on ...  
(regression testing, test automation, testing the database...)

# WHY ASK QUESTIONS?

- Demonstrate your qualifications
- Eliminate their unwanted questions
- Learn the buyer - identify the pain
- Having Big Picture conversation rather than talking about small detail

# QUESTIONS - COMPANY

1. How old is your company?
2. How big is your company?
3. How many products do you have on the market?
4. What is your competition?

# QUESTIONS - PRODUCT

1. Would you please tell me more about the product
2. What is the current version of the product to be tested?
3. What are the competing products?
4. What makes your product competitive?
5. What are major functional areas?
6. When are you planning the next release

# QUESTIONS - TEAM

1. How big your QA Team?
2. Do you have further hiring plans?
3. What are the responsibilities/areas of expertise of other team members?

# QUESTIONS - POSITION

1. What are the responsibilities of the person you are about to hire?
2. **What is your definition of an ideal candidate for the position?**
3. **What do you expect from the new hire after 2 weeks (3 month) of employment?**

# QUESTIONS - SQA

1. Learning the product
2. Test documentation/planning
3. Test automation
4. Relations with development
5. Typical problems they are facing