

The Most Important Question You Will Be Asked

By Nick D'Ambrosio - First Hired

Interviewing well is a skill you learn over time and can certainly improve with practice.

If you think about all the potential questions you could be asked, you realize the need to be prepared. From simple ones like *“tell me about your last role”* to the more challenging *“tell me about a time you failed”*. None however, more important than *“tell me about yourself”*.

I have seen more underqualified people win amazing roles simply based on their ability to interview well. They also excelled at answering the *“tell me about yourself”* question.

If you are already in the interview process, you are probably qualified for the role. Now it often comes down to doing well when meeting with the hiring team. If you can do a good job with most questions and a great job when describing yourself, your chances of getting hired increase dramatically.

Need proof- go through LinkedIn and look at all the people with amazing jobs. Look at their experience that lead to their current role. Is it really that great? Do you ask, how did they get hired?

Of course it wasn't simply answering a few questions well during the interview process. There are many things that determine who companies chose to hire. With that said, I guarantee they did a better job during the entire interview process than those also vying for the role. Your background get's you the interview. Your skills selling yourself get you hired.

A few tips on crafting your *“tell me about yourself”* question.

- Keep in short and to the point, think under 2 minutes. Anything more and you bore the listener.
- Don't go back further than 10 years if possible. No one cares what happened in the 90's.
- Make sure you are talking about things that matter to the LISTENER and will tie into the role they are filling. If you were interviewing for a running back roll in the NFL, talk about speed and agility, not you experience hitting homeruns!
- Practice all the time. You should be able to freely and effortlessly tell YOUR story and do it in a manner that is natural and seemingly unrehearsed.