



Diversity Employment Services

Diversity Employment Services

June 25, 2014

Job Seekers: How To Answer The 'What's Your Game Plan?' Interview Question

Posted on June 25, 2014 | By admin | How to, top 20 questions



By [Lisa Quast](#)

One of my favorite interview questions as a hiring manager is, "What's your game plan to ensure success in the job?" because it quickly reveals the proactive candidates – the ones who have thought through what it will take to be effective in the role. Not having a well thought out answer to this question is a quick way to get eliminated from the hiring process.

The easiest way to ensure you're ready to answer the "What's your game plan?" question during job interviews is to prepare your answer ahead of time. Sit down and re-read the job posting. Then, based on the job description and requirements, brainstorm what you believe it will take to be successful in the job.

For example, let's pretend you have a job interview for a position as a pharmaceutical sales representative. Think about what you would need to do or learn within the first 90 days on the job to ensure your successful. You'll want your customers to see you as knowledgeable and be able to earn their trust – that means you'll need to know everything possible about the products you'll be representing. You'll also want to quickly learn your sales territory and all your customers as well as learn the computer systems you'll be using in your job.

As you go through the process of determining your game plan for the position in which you'll be interviewing, follow these tips:

1. Ask yourself: "What will it take for me to be successful?"
2. Re-read the job description with the list of job requirements and skills/experience necessary.
3. Brainstorm a list of items and put these items into a one-page "Game Plan" document with a brief explanation of each item.

Using the pharmaceutical sales rep example, your game plan for success might look like this:

- **Products:** Learn everything there is to know about the products I'll be representing.
- **Terminology:** Learn all the appropriate medical terminology that customers will use during our discussions. Obtain recommendations from my manager on the best ways to gain this knowledge, be it on the job, through reading articles, attending seminars, memorizing terminology and definitions, etc.
- **Sales territory:** Learn my sales territory as well as background information about all of my customers within my territory.
- **Sales techniques:** Learn sales techniques from one of the top company representatives – my preference is to ride along with one or two reps for several days to observe them and be able to ask questions.
- **Company computer systems and processes:** Learn all the computer systems and software programs that are used as part of this job. Ensure understanding of all processes and outcomes.
- **Marketing tools:** Learn about all the marketing tools that are available for use during the sales process, the best times to use them, and for which customers or situations.
- **Communication with manager:** Find out my manager's preferred communication methods and what I can do to ensure we work well together.
- **Performance criteria:** Speak with my manager to clearly understand the criteria on which my performance will be judged as well as how and when my manager will determine if I'm successful in my job.



Career Woman, Inc.



Diversity Employment Services

Diversity Employment Services

June 25, 2014

Once you've completed your game plan, print out a few copies and bring it with you to your job interview. You'll impress the hiring manager when you pull it out and review it with him or her.

~ Lisa Quast, author of award-winning book, [YOUR CAREER, YOUR WAY!](#). Join me on Twitter [@careerwomaninc](#)



Career Woman, Inc.