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## How to Close the Interview with Clarity

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Typically, when you leave an interview, you have a clear sense of whether you would accept an offer from this organization. While it's not always the case that the hiring manager feels the same, he or she should already know whether you've made it to the next stage in consideration or if this is the end of the line for you. With this one quick tip, you can close the interview by communicating your interest to the hiring manager and finding out any relevant next steps.

In Lisa Quast's article "[Job Seekers: How to Close an Interview with Class](#)," Quast suggests the following:

After the hiring manager has asked if you have any questions for him or her and you've discussed those, consider asking one of the following questions:

*"Based on my background and the skills and experience we discussed, how well do I fit the profile of the candidate for which you're looking?"* This question will help you find out what the hiring manager thinks of your background and whether or not they believe you're a good fit.

*"Given what we've just discussed during this interview, do you have any concerns about my fit for this position?"* This is a reverse question because it tries to uncover any issues that might hold the interviewer back from hiring you and gives you the opportunity to discuss those concerns before you leave the interview.

From there, be prepared to respond respectfully to any questions and concerns that the hiring manager may have for you. You should also ask directly about any next stages in the hiring process; this will give you a sense of when the hiring manager will be making a decision. Quast further suggests closing the conversation with a reiteration of your interest in the position.

While Quast's advice may sound aggressive to some job seekers, there are major benefits to asking the hiring manager (or, earlier in the process, the recruiter) for information about the organization's timeline and decision-making process. Not only will you have additional peace of mind (say, if the hiring manager's boss is on vacation and a decision won't be made until she gets back), but you also make it clear to the hiring manager that you are interested enough to make sure the hiring process will run as smoothly as possible. Even if you feel that you're not the kind of person who would try to "close the sale" at the end of the job interview, practice Quast's closing statements with a friend until you find a way to ask for the information you want and reiterate your interest in the company with confidence.



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