



DEBRIEFING AFTER THE INTERVIEW

- What did I learn about the position, the manager, the organization and the industry?
- What important details were mentioned? Sales targets? Project mandates? Relationships?
- What do the key qualifications for the role appear to be?
- How well does the position fit my skills and interests?
- What aspect of my skills, experience and knowledge appeared to be of most interest?
- Was there anything that seemed to concern the interviewer?
- What did the interviewer say about the organization's strategy, opportunities and challenges?
- What else do I need to know about the position, manager, organization or industry?
- What went particularly well in the interview?
- What aspects of my interviewing technique needs more work?
- Which questions did I have difficulty in answering?
- What questions were new to me?
- What questions did I ask and what were the answers?
- What was my impression of the interviewer? The position? The company?
- What questions could I ask the next time I interview at this organization?
- What are the next steps? When do I expect to hear back from them and when should I call?