

THE ROCKING CHAIR QUESTION

The “Rocking Chair” question is very useful at the end of an interview when the interviewer asks you “do you have any other questions.” At that point you are able to set up the interviewer for a very effective close by asking the following question.

“Can you tell me what the person you hire would have accomplished in the first six months that would convince you that you had made a good hire.”

At this point you will know precisely what the duties of the job really are. Then you can very effectively sum up your experience, emphasizing your accomplishments that demonstrate that you can do exactly what they are looking for.

This question is called “The Rocking Chair” question because interviewers normally are so surprised to get this question that they rock back in their chair for a few seconds to think of their answer.