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Every job interview has a Q&A.

But 99% of job seekers skip it or don’t ask good questions.

Here are 9 unique questions that will help you land more job offers:

1/ "Fast Forward One Year, You're Looking Back On This Hire. What Did They Do To Exceed Every Expectation?"

This shows the interviewer that you're results-focused.

You want to know exactly what success looks like so you can create a plan to make it happen.

2/ "What Is The Most Unexpected Thing You've Learned While Working Here?"

Most interviewers aren't prepared for this and it encourages them to share unique experiences they've had.

That combo leads to some really unique stories and insights about the team and the company.

3/ "Why Is This Role Open?"

Is the company expanding to capitalize on a new market?

Did the previous employee quit?

Were they laid off?

It's critical to understand why the company decided to open this role in the first place.

4/ "Who Would Not Be A Good Fit At This Company?"

Many people are focused on finding a good fit.

But flipping the script can give you a lot of insight too.

This question pushes the interviewer to think of traits that wouldn't fit with their culture.

h/t
@heykahn

5/ "What Goals Has Your Manager Set For You Over The Next 6 Months? How Can This Hire Help You Achieve Them?"

Everybody wants to look good in front of their manager.

Showing that you understand this and that you'll prioritize it is a great way to make a strong impression.

6/ "How Many People In This Role Have Been Promoted To More Senior Internal Positions?"

Growth trajectory is something that every candidate should factor into their decision.

Do people in this role get promoted internally?

Or do they need to go elsewhere to move up?

7/ "Can You Tell Me About A Time When Someone Was Encouraged To Step Outside The Confines Of Their Job Description?"

This is a 2-for-1 deal.

If the stretch project was to help them grow? Awesome.

If it was forcing them to do extra, unnecessary work? Also great to know.

8/ "Can You Walk Me Through The Roadmap And Projections For The Next 12 Months?"

Before you jump into any job, you should know where they stand and where they're going.

They should be able to provide you with current #s plus projections and a clear vision for the future.

9/ Make A Prioritized List

Most interviews only offer 5-10 minutes for questions.

That gives you time for 2, maybe 3 questions.

Before your next interview, review this list and choose 3 "Must Ask" questions along with 2-3 "On Deck" questions that you can ask if you have time.

10/ Want More Advice Like This?

Give me a follow (@austinbelcak)!

Then grab a seat for my free masterclass "How To Land Your Dream Job In 10 Weeks (Without Applying Online): https://t.co/hAoNG9NqDY