

What **Not** to Say in Job Interviews

And What **to** Say Instead

✗ Don't say: "I don't have questions"

? Why: That's a big missed opportunity - and a red flag in terms of your curiosity

✓ Say: "What would success look like in the first 6 months of this role?"

✗ Don't say: "I'm looking for any job right now"

? Why: Seems desperate, rather than genuinely interested

✓ Say: "I'm looking to use XYZ strengths, and I'm excited about how this role aligns"

✗ Don't say: "I hated my last boss"

? Why: Never bash a former boss to a future boss

✓ Say: "I learned a lot in my previous job, especially about X, but I'm excited for a new challenge now"

✗ Don't say: "I don't know much about your company"

? Why: Suggests a lack of preparation and interest in the role

✓ Say: "I've researched the company and I'm particularly impressed with X - I'd love to hear your perspective on it"



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✗ Don't say: "How much does this job pay?"

? Why: You can get this answered without sounding like you care more about pay than the role itself

✓ Say: "I'm excited about this, and I'd love to understand the comp range to ensure it fits my expectations"

✗ Don't say: "I don't have weaknesses"

? Why: This seems arrogant and like you lack self-awareness

✓ Say: "I've been working to improve on X recently, and after taking Y steps I've grown substantially"

✗ Don't say: "I'm not great at time management"

? Why: On the flip side, don't just say weaknesses without also showing growth

✓ Say: "Time management has been a focus for me - I now use X tools to stay organized and hit deadlines"

✗ Don't say: "I know I'm underqualified, but..."

? Why: Don't undercut yourself - focus on your strengths

✓ Say: "I'm excited to use my experience to lean into the challenges of this role and learn and grow quickly"

✗ Don't say: "I was fired from my previous role"

? Why: Fair or not, being fired carries a stigma

✓ Say: "My previous role ended unexpectedly, but it gave me the chance to reflect and strengthen my skills in X"

✗ Don't say: "I don't really have career goals"

? Why: Most employers prefer to see a degree of hunger to learn and grow

✓ Say: "My short-term goal is to excel in this role, and long-term, I aim to grow in X areas"

✗ Don't say: "When can I get promoted?"

? Why: In contrast to the last one, blatant climbing isn't ideal either

✓ Say: "What does career growth look like, and how are employees supported in reaching their potential?"