

## ANSWERING A QUESTION WITH A QUESTION CLOSE

### CANDIDATE EXAMPLES

- 1) **CANDIDATE:** *"Would the company extend my temporary housing to sixty days?"*  
**SC to CANDIDATE:** *"Tell me more about why you feel it would take sixty days of temporary housing?"*
  
- 2) **CANDIDATE:** *"Is there an opportunity for direct reports in this role?"*  
**SC to CANDIDATE:** *"I can get back to you on that, but I'd like to hear more about why you asked?"*
  
- 3) **CANDIDATE:** *"What is the school district like in this new city?"*  
**SC to CANDIDATE:** *"That's a good question-tell me more about why you ask?"*
  
- 4) **CANDIDATE:** *"Will the company pick up all my relocation expenses?"*  
**SC to CANDIDATE:** *"What relocation expenses are you referring to?"*
  
- 5) **CANDIDATE:** *"Would your client buy out my non-compete agreement?"*  
**SC to CANDIDATE:** *"If they were open to considering that, would you have an initial conversation with them this week?"*
  
- 6) **CANDIDATE:** *"Would I have my own private office?"*  
**SC to CANDIDATE:** *"Interesting you ask. Do you have a private office now?"*
  
- 7) **CANDIDATE:** *"Is there any way they would do this interview in one day?"*  
**SC to CANDIDATE:** *"Are you open to coming in the night before?"*

8) **CANDIDATE:** *“How much does the position pay?”*

**SC to CANDIDATE:** *“Tell me more about why that’s one of the first questions you asked?”*

9) **CANDIDATE:** *“Can I get a copy of the offer letter, before giving a decision?”*

**SC to CANDIDATE:** *“Is that something you need, in addition to what has been offered verbally?”*

10) **CANDIDATE:** *“What does this position pay?”*

**SC to CANDIDATE:** *“Let me ask you- are you asking because you want to know what the current market value is for someone like this, or are you asking because this opportunity is of interest to you, and you want to make sure you aren’t out of their range?”*