

Do you have any questions for us?

How to ask the right questions and leave a strong final impression

Date started: _____

Learning Objective

By the end of this episode, you will be able to prepare and ask three well-targeted questions that leave a strong final impression on the interviewer.

How do you feel about this question right now, before the lesson?

Circle your confidence level (1 = nervous, 5 = confident):

Обведи рівень впевненості (1 = нервую, 5 = впевнений/а):



nervous



unsure



ok



good



confident

Key Words & Pronunciation

Word	Pronunciation	Translation	Definition	Stress Pattern
curious	UK /'kjʊəriəs/ US /'kjʊriəs/	допитливий, зацікавлений	eager to know or find out more; showing genuine interest in learning	CU·ri·ous
clarify	/ˈklærɪfaɪ/	уточнювати,		CLAR·i·fy
benchmark	UK /ˈbentʃmɑːk/ US /ˈbentʃmɑːrk/	орієнтир, точка відліку	a standard or point of reference against which things can be compared or measured	BENCH·mark
priority	UK /praɪˈɔːrɪti/ US /praɪˈɔːrɪti/	пріоритет	something that is more important than other things and must be dealt with first	pri·OR·i·ty
criteria	UK /kraɪˈtɪəriə/ US /kraɪˈtɪriə/	критерії (мн. від criterion)	the standards used to judge or evaluate something; always plural in English	cri·TE·ri·a

☐ Done

☐ Review

My notes · МОЇ НОТАТКИ

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Interview Crimes · What Not to Say

The question: "Do you have any questions for us?"

Crime 1 of 4

You say: "No, I think you've covered everything. I'm good, thank you."

Interviewer thinks: "No questions? Either they are not curious about the role, not prepared, or not genuinely interested. All three concern me."

Better: Always prepare at least two or three questions. "I have no questions" is never the right answer. It signals that you have not thought about the role, the team, or what your first weeks would look like.

Crime 2 of 4

You say: "Yes! How much is the salary? And how many holidays do I get? Is there remote work? What about the bonus?"

Interviewer thinks: "We haven't even agreed on the role yet and they are already negotiating perks. Their priority is clearly what they get, not what they contribute."

Better: Save salary, benefits, and holiday questions for the offer stage. At the interview stage, ask about the role, the team, expectations, and growth. This signals the right priorities. Salary will come naturally once they want to hire you.

Crime 3 of 4

You say: "Yes, could you tell me more about the role? What exactly would I be doing day to day?"

Interviewer thinks: "I just spent 20 minutes explaining this. Were they not listening? What happens when I give them a complex brief?"

Better: Keep track of what has already been covered. Your question list should adapt during the interview. If a question has been answered, move to the next one. Asking something just explained signals you were not listening.

Crime 4 of 4

You say: "Yes, I have quite a few actually. [12 minutes later] ...And one more thing, could you also explain the reporting structure, the quarterly review process, the performance bonus calculation, and..."

Interviewer thinks: "This is no longer an interview. I have another call in two minutes and they show no sign of stopping. I asked for a couple of questions, not a second interview."

Better: Prepare five questions, but ask two or three. Read the room. If the interviewer looks at their watch or starts wrapping up, finish gracefully. Save additional questions for the follow-up email.

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Model Answer · Read & Fill in the Gaps

Word Bank:

understand

days

curious

collaborates

finally

opportunities

long

"I do have a few questions, thank you. First, could you help me _____ what success looks like in this role in the first 90 _____ ?

I am also _____ about the team dynamics and how the team _____ day to day.

And _____ , would you be able to tell me more about the _____ for professional development for someone in this position? I am looking to grow with the company _____ term, so that matters to me."

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Cultural Note

Candidates very often say "No, everything is clear, thank you" at the end of an interview. In English-language interviews, this is a significant missed opportunity. Having no questions signals a lack of curiosity, preparation, or genuine interest. Always prepare at least three questions before you walk into any interview. Good questions leave a strong final impression and are often the thing that separates two equally strong candidates.

KEY TAKEAWAY

The interview is a two-way street. Your questions tell the interviewer just as much about you as your answers do.

Check Your Understanding

1. Why is "No, everything is clear" a damaging answer at the end of an interview?

2. Why is asking about salary and holidays at this stage a mistake?

3. What makes a question "strong" in a final interview?

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Phrase Flashcards

Phrase	IPA	Ukrainian	How to use
What does success look like in this role in the first 90 days?	/wɒt dʌz səks'ses lʊk laɪk ɪn ðɪs rəʊl ɪn ðə fɜːst 'naɪnti deɪz/	Як виглядає успіх у цій ролі протягом перших 90 днів?	one of the strongest questions you can ask. Shows you are already thinking about delivery, not just getting the job.
What are the biggest challenges someone in this role typically faces?	/wɒt ɑː ðə 'bɪɡɪst 'tʃælɪndʒɪz 'sʌmwʌn ɪn ðɪs rəʊl 'tɪpɪkli feɪsɪz/	Які найбільші виклики зазвичай стоять перед людиною на цій ролі?	shows realistic thinking, not just optimism. Demonstrates professional maturity and that you understand roles come with difficulties.
How would you describe the team culture?	/haʊ wʊd juː dɪ'skraɪb ðə tiːm 'kʌltʃər/	Як би ви описали культуру команди?	shows you care about fit, not just title. Listen carefully to how they answer. Hesitation or vagueness is itself informative.
What opportunities for development are there for someone in this role?	/wɒt ,ɒpə'tjuːnɪtɪz fɔː dɪ'veləpmənt ɑː ðər fɔːr 'sʌmwʌn ɪn ðɪs rəʊl/	Які можливості для розвитку є для людини на цій ролі?	shows long-term thinking and commitment to growing with the company, not just collecting a salary.
What do you enjoy most about working here?	/wɒt duː juː ɪn'dʒɔɪ məʊst ə'bʌʊt 'wɜːkɪŋ hɪər/	Що вам найбільше подобається в роботі тут?	a personal question for the interviewer. It disarms formality and builds human connection. End your question list on a warm note.

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Answer Builder · Build Your Answer

Structure: three targeted questions

Q1

About the role

Ask about expectations, success criteria, or the biggest challenges in the first weeks. Show you are already thinking about how to perform.

Q2

About the team

Ask about team culture, collaboration style, or how the team is structured. Shows you value the people you will work with.

Q3

About growth or the company

Ask about development, what the interviewer values about working there, or where the team is heading. Shows long-term thinking.

Sample answer:

Grammar Practice · Indirect questions: polite forms

Fill in the gaps

Complete each indirect (polite) question with the missing word.

Direct: "What are the next steps?" -> "Could you tell me what the next _____ are?" Direct: "When will you make a decision?" -> "I was _____ when you would make a decision." Direct: "How many people are in the team?" -> "Would you be _____ to tell me how many people are in the team?" Direct: "What does success look like?" -> "Could you _____ what success looks like in this role?"

Fill in the gaps

Complete the polite question sequence with the missing words.

"I have a few questions if that's _____. First, I was _____ about the team structure. Could you _____ me how many people are in the direct team? And would it be _____ to hear more about the professional development opportunities for someone in this role?"

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How do you feel about this question now, after the lesson?

Circle your confidence level (1 = nervous, 5 = confident):

Обведи рівень впевненості (1 = нервую, 5 = впевнений/а):



nervous



unsure



ok



good



confident

Plan Your Next Episode

Plan Your Next Episode

When do you plan to do the next episode?

Date: _____

Words & phrases I want to remember · слова та фрази, які хочу запам'ятати

Answer Key

Model Answer - fill in the gaps:

1. understand 2. days 3. curious 4. collaborates 5. finally
6. opportunities 7. long

Check Your Understanding:

1. Why is "No, everything is clear" a damaging answer at the end of an interview?

It signals a lack of curiosity, preparation, or genuine interest in the role. Asking good questions shows engagement, strategic thinking, and that you have already imagined yourself in the position. Interviewers expect questions and remember candidates who ask insightful ones.

2. Why is asking about salary and holidays at this stage a mistake?

It shifts the conversation to what you want from the company before you have established your value. It suggests your priority is compensation, not the work itself. Save those questions for the offer stage, once they have decided they want to hire you.

3. What makes a question "strong" in a final interview?

Strong questions are specific, cannot be answered by a quick Google search, and show you have already thought about the role. They are forward-looking (what success looks like, what challenges to expect), people-focused (team culture, how the team works), or about growth. They reveal that you are genuinely engaged, not just going through the motions.

Grammar Practice:

Exercise 1:

1. steps 2. wondering 3. able 4. describe

Exercise 2:

1. okay 2. wondering 3. tell 4. possible

What to review before the interview · що повторити перед співбесідою