

Helping People Get To Know You

I was born in _____

(describe town or environment to paint a picture)

My parents are/were _____

(names and brief descriptor)

What they taught me was _____

(value or principle that shaped you)

Growing up I was the kind of kid who _____

(value or principle that explains who you are)

My spouse will tell you I'm _____ at home and
one of my worst qualities is _____

(self-deprecating comment)

My kids will tell you _____

(self-deprecating comment)

I always wanted to be a _____
but it never worked out because _____

(display your honesty and humility)

OVER ►

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If I could sum up my education in two words I would say _____
because _____

(comment and brief story that captures your education in more human/emotional terms)

I've lived in _____

(list cities)

What it's taught me about business is _____

(global message)

What brought me here was _____

(aspect of culture that you personally relate to)

To date, I've met some extraordinary people and what they taught me is _____

(comment to reinforce how you're listening and learning)

What makes me passionate about this job is _____

One of the toughest questions I've gotten lately is "what makes you the person to lead us forward," and here's how I answer that _____