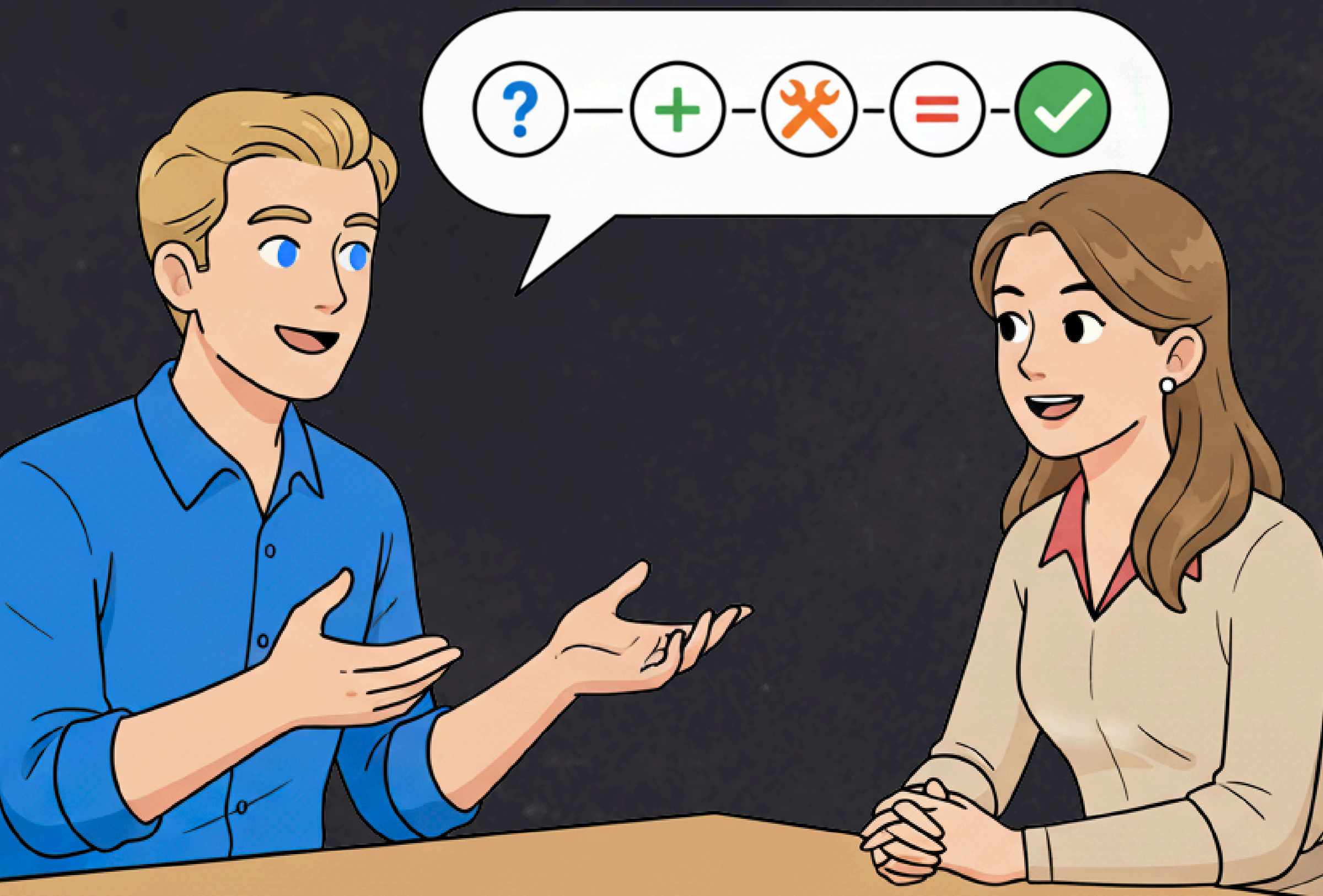


5 Steps To Speak To Experience You Don't Have In An Interview

(Turn A Weakness Into A Strength With This Script)



Context: Don't Have All The Experience?

Interviewing for stretch roles or career changes can be stressful.

The biggest fear is being asked about experience you don't have.

Do you admit it?

Make something up?

Will it cost you the role?

Here's how to handle it like an expert (so companies buy in):

1. Lead With Honesty

Don't try to beat around the bush.

Definitely don't try to make stuff up.

Interviewers can see right through that every time.

Instead?

Be honest.

Start by sharing that your previous roles haven't focused on that specific skill or tool.

2. Reiterate The Skill's Importance

Next, show the interviewer you get it.

Emphasize that you know how important the skill is.

You understand why it's a critical part of success in this role.

Bonus points for weaving in the company's goals and challenges.

That sets the stage.

3. Show You're Working On It

Next, tell them what you're doing to learn that skill:

- Taking courses
- Reading books
- Working on projects
- Etc.

Show them you're investing in it right now.

That proactivity breeds confidence on the employer side.

4. Take It Up A Notch With A Roadmap

When you finish sharing what you're doing now?

Talk through the roadmap of what's next:

- What part of the skill you'll focus on (and why)
- How you'll learn it (course, etc)

Use ChatGPT to help you build this before the interview.

This seals the deal for proactivity and commitment.






5. Example Answer

Here's an example:

“In full transparency, my previous role didn't have a large emphasis on SQL. That said, the conversations I had with Jenn and Scott clarified just how important SQL is for this role. To get a jump start, I'm currently 40% of the way through an SQL Foundations course offered by Boston College on Coursera. When I'm done, I've scheduled the 201 version of the course. My goal, if you were to hire me, is to be as prepared as possible to hit the ground running on day one.”

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