

# P-E-N FRAMEWORK

Use this framework to answer Experience Questions such as:

- "Tell me about yourself."
- "Walk me through your resume."

PASSION: \_\_\_\_\_

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EXPERIENCE: \_\_\_\_\_

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NEXT: \_\_\_\_\_

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# 30-60-90-DAY FRAMEWORK

Use this framework to answer Interest Questions such as:

- "What would you do first if I hired you?"
- "How soon could you make an impact here?"

30 DAYS: \_\_\_\_\_

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60 DAYS: \_\_\_\_\_

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90 DAYS: \_\_\_\_\_

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# S-T-A-R FRAMEWORK

Use this framework to answer Fit Questions such as:

- "Tell me about a time you demonstrated leadership."
- "What is your greatest strength?"

SITUATION: \_\_\_\_\_

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TASK: \_\_\_\_\_

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ACTION: \_\_\_\_\_

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RESULT: \_\_\_\_\_

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# 4Cs FRAMEWORK

Use this framework to answer Case Questions such as:

- “What questions would you ask if business was declining?”
- “What would you do if you had to double a \$100 investment?”

COMPANY: \_\_\_\_\_

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CUSTOMER: \_\_\_\_\_

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COMPETITION: \_\_\_\_\_

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CONCLUSION: \_\_\_\_\_

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