INTERVIEW SCRIPTS FOR CAREER SWITCHERS



THE NIGHT BEFORE METHOD

Word-for-word answers that turn your past career into your strongest qualification.

8 SCRIPTS • 3 WORKSHEETS • 7-DAY REHEARSAL PLAN

The Bridge Formula

Every strong switch story has four beats. Keep each to one or two sentences.

1 **THEN:**
what you built in your previous career (one proud, specific result).

2 **PIVOT:**
the moment you realized you wanted this work (a positive pull, never a complaint).

3 **NOW:**
what you have already done to prepare (courses, projects, volunteering, conversations).

4 **NEXT:**
what you will bring and where you will grow in this role.

GOLDEN RULE

Talk about what you are moving toward, never what you are running from. Never criticize a past boss, company or industry.

Opener 1: "Tell me about yourself."

SCRIPT

> *"For the past six years I've worked in hospitality management, where I led a team of fifteen and cut customer complaints by a third by redesigning how we handled escalations. Along the way I found that the part I loved most was using data to spot problems early, so I started learning analytics, finished a certificate this spring, and built two dashboards for my current team. I'm excited about this role because it lets me combine people skills with analysis, and I'd like to start by getting your team's reporting clearer and faster."*

FILL-IN TEMPLATE

> *"For the past [X years] I've worked in [field], where I [specific result]. Along the way I realized I enjoyed [pull toward new work], so I [concrete preparation]. I'm excited about this role because [how it connects], and I'd like to start by [first contribution]."*

1. "You don't have direct experience. Why should we hire you?"

WHY THEY ASK

They are testing whether you can name your value without hiding the gap.

AVOID

- Pretending you have experience you do not have.
- Apologizing for the gap.

SCRIPT

> *"You're right, I haven't held this exact title. What I have is six years managing people and deadlines under pressure, plus the specific training I completed in [skill]. In my last role I [result], which is the same muscle this job needs. And I learn fast: in my first 90 days I'd focus on [priority], so you'd see results quickly."*

COACH TIP

Bridge any gap with one proof, one preparation step and one first-90-day promise.