

## **AULA 8**

8- Describe a situation that required you to do a lot of things simultaneously.  
How did you handle it and what was the result?

- 1- Contexto
- 2- Problema
- 3- Ação / Solução
- 4- Resultado / Aprendizado

### **1º MODELO DE RESPOSTA**

I will tell you about my most successful project because I think it is a good opportunity to show you my ability to think out of the box quickly as well as under pressure.

My client had an Online English course, I was working on this project end-to-end.

We already had launched 2 projects before for the same client that were very successful.

But I felt we needed another product, but it needed to be offered for free, so we could use it on social media platforms to attract new leads, in order to convert them into regular clients.

I knew the client already had a product that we could adapt the content for a free course. So I suggested it.

In 2 days we created all the structure of the course, the PDFs with the texts, recorded the introduction and conclusion, and got everything edited, we also created the new visuals and interfaces on the land page, and the social media artworks needed to launch the product.

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The students liked the product, at the end of the lessons we offered the regular course, more than 40% felt confident to pay for the regular course.

The strategy was good, and the execution that seemed almost impossible because of the short time, was perfect.

## **2º MODELO DE RESPOSTA**

Once during a storm, I was late for a delivery because the driving conditions were dangerous.

I had to decide to continue driving in that conditions or decide to pull over and wait for the storm to clear.

I tried to call the client to update them, but they didn't answer.

So thinking about the safety of all drivers on the road including myself and the truck, to avoid a possible accident I decided to pull over and wait.

When I arrived they were upset because I was three hours late.

I apologized and explained the situation.

They understood the circumstances and said I made the best choice.