

AULA 9

9- Tell me a team project in which you had to take a charge of the project. What did you do and what was the result?

Tell me when you had to take a charge of the situation, What did you do and what was the result?

1- Contexto

2- Problema

3- Ação / Solução

4- Resultado / Aprendizado

1º MODELO DE RESPOSTA

(As I told you...)

One of my most successful projects was a good example when I had to take charge of the project.

Besides doing a lot of things at the same time, I needed to create a strategy to increase the sales of my client.

I was working for an Online English course on a project end-to-end.

I knew the product was great, but I needed to make the people buy that.

My decision was to give for free the students a chance to know the methodology of the teacher.

Offering a short course for free on social media platforms, we could attract new leads, in order to convert them into regular clients.

I had to convince my client that it could be a good idea, so in 2 days we created all the structure of the course, including the PDFs new introduction, and conclusion, we also created the new visuals and interfaces needed to launch the product.

As I expected, the students liked the free small course, and at the end of the lessons we offered the regular course and more than 40% felt confident to buy it.

AULA 9

2º MODELO DE RESPOSTA

(As I told you, this situation about the storm was a good example of when I needed to take charge of the situation)

Some time ago, I was on a road and the driving conditions were too dangerous because of a storm.

I was getting late for the delivery.

I tried to call the client to ask them what to do, should I pull over and wait for the storm to clear, or should I try driving under the storm?

But they didn't answer my call.

So, I decided to pull over and wait.

It was the best choice to avoid a possible accident.

I thought about the safety of all drivers on the road including myself and the truck.

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 really made the best choice.