Freelance Interview Questions And Answers Guide.



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Freelance Job Interview Preparation Guide.

Question # 1

Can we see your portfolio or samples of your work?

Answer:-

An experienced professional should be able to share samples of their work or tell you about projects they've worked on. Use your best judgement about this based on how they've represented themselves: Some types of work aren't always public or easily shared, for example, and someone with years of experience may not have a big portfolio if they've recently made the move to self employment.

* Things to listen for: Quality. Does their work represent the skill level and attention to detail you're looking for?

* Follow-up question: "What was your approach to this project?" This question will help give you more insight into how they collaborated with others, addressed the client's needs, met challenges, or exceeded expectations.

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Question # 2

Tell me what additional questions do you have about our project or our organization?

Answer:-

This is a standard way to close an interview, giving the contractor the opportunity to ask any questions you haven't covered.

* Things to listen for: If you've communicated your needs well, or if the project isn't very complex, they may not have any follow-up questions. Even so, questions about your organization or your next steps in the selection process show an active interest in your project.

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Question # 3

Tell us how do you communicate your results?

Answer:-

Reporting and being able to communicate one's value as a freelancer is so important. You need a freelancer who will explain the results of their work, how and why something is or is not working, and what they plan to do next. This is a big reason why you hire a freelancer in the first place - so you don't have to take the time to determine these things.

Not every freelancer has access to metrics for all jobs, so don't hold it against them if they haven't had the opportunity to do this. But if not, ask them how they would do it.

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Question # 4

What's your process like?

Answer:-

If someone doesn't have a working process they are either brand new or unorganized. Either way, move on.

The last thing you want is to hire a freelancer who is so unorganized that they can barely remember their own name let alone the project you're working on.

The flip side is the person who has a process that's too time consuming. If you are required to be involved with every little aspect of the project then you're talking with someone who is afraid to make decisions. They lack confidence and it will show in their work. You need to work with a professional who is confident (not arrogant or proud, but confident).

Ask yourself this, "Would you trust a doctor who was always asking your feedback on a procedure? "So, do you concur?"

Now I realize copy writing or graphic design isn't the same as practicing medicine but I think you get the point. The freelancer should be an expert in his or her field and therefore be bold enough to say, "This would work best."

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Question # 5

Why do you freelance?

Answer:-

Freelancing requires a real hustler mentality and a whole lot of love for what you do. You want to look for a freelancer who's doing it because they want to work on projects they're passionate about or with people they enjoy working with.

Maybe a freelancer first started freelancing so they could be at home with a child or elderly parent, or so they could travel - that's fine too. If that's the case, make sure they explain why they stayed with it. If they fell in love with it for the work, freedom and flexibility, they're likely in it for the long haul.



What you don't want is someone who's freelancing because they don't like working with people or on teams. This is a sign that they might not be easiest to work with. Read More Answers.

Question # 6

What tools do you use as Freelance?

Answer:-

What tools a freelancer uses is a great indicator that they have processes in place and are focused on an effective and efficient workflow. Just as the best developers use the same tools, the best marketers use the same tools, etc. An experienced freelancer should know what tools will help them get the job done best. A freelancer's stack should include: Slack, Asana, Trello, Harvest, Google Office Suite; for marketing related - Buffer, Hootsuite, Google Analytics. If you're looking for someone with some tech or dev experience, they should know Github and Bugspot, for example.

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Question # 7 Are you able to meet project timeline?

Answer:-

If you have a tight timeline, you need to know right away whether the freelancer has a conflict. Most freelancers often manage multiple projects; this doesn't mean they aren't the right fit for your project, but it does mean that they need to be able to balance your project against the needs of their other clients.

* Things to listen for: Project management skills. Are they confident about their ability to meet your milestones? What's their approach to juggling multiple projects? * Follow-up question: "Is this timeline realistic?" An experienced freelancer should know whether you've allocated enough time, missed key steps, or aren't leaving enough "buffer" for challenges that are likely to arise.

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Question # 8

Tell me what would you do if you missed a deadline?

Answer:-

This question is really to determine how effective a freelancer is at communicating. A good freelancer over-communicates around deadlines. Shit happens, and sometimes they'll miss one. Hire someone who will give you sufficient notice and explain why and when the deadline will be met.

This is also an important question for anyone working remotely, as communication is crucial to remote work success. You need someone who's comfortable speaking up through Slack or HipChat and who will ask for a call when they need answers quick. You'll be able to glean how comfortable and confident someone is working remotely from this simple question.

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Question # 9

Can we setup a 15 minute phone meeting?

Answer:-

Get your prospective freelancer on the phone. There's so much you can learn from a phone call. And it starts before they say the first word... if they keep their word and call you at the appointed time that's a good sign. People who are punctual are generally always on time. Same goes for those who not.

Not only can you find out if this person is punctual or not but you can also get a feel for who they are by talking to them on the phone. Do they sound professional? Is there loud music blaring in the background? Are they a good listener?

Remember, a mark of a good listener is the ability to paraphrase you. Not in an annoying recorder-like-fashion but in a here's-what-I-hear-you-saying-main-points way.

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Question # 10

What do you think is most important to creating a successful partnership while working remotely?

Answer:-

People work differently and projects work best when people agree on a working style. This is especially true when collaboration is paramount. Make sure that the freelancer you hire shares your expectations about working remotely and believes in your choice of communication whether the choice is email, text, Skype chat, Google Hangouts or phone calls.

Another part of this question can involve discussing the various tools that will need to be used on the project. If you use Todoist for project to-do lists, but your freelancer uses Evernote then you will need to come to an agreement on which platform to use if your project involves shared lists. If your project requires extensive use of Hootsuite or Omnifocus, then you will most likely want a freelancer who has extensive experience using those apps or platforms

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Question # 11

In your opinion, what are the three core skills needed for a specific project?

Answer:-

If you've written a good job post, and if they've responded with a thoughtful proposal, these core skills may have already been identified.

* Things to listen for: Understanding. Do they really understand your project? Core skills aren't necessarily technical skills, and it's possible a freelancer will list skills that aren't reflected in the description or the proposal. However, their response should show a firm understanding of your project or issues they may encounter. * Follow-up question: "Of the three, which would you describe as your strongest skill? Your weakest?"

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Question # 12

Can you provide us with references?

Answer:-



All good freelancers who have worked for over a year should be able to provide you with at least one reference. References, whether you actually contact them or not, can offer reassurance that the freelancer is a worthwhile investment. If you do contact the freelancer's references, you can also ask questions about what it was like to work with the freelancer. This will offer yet another perspective on whether or not the freelancer is a good fit for your project and your personal working style.

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Question # 13

Explain what feedback have you received from previous clients?

Answer:-

Many freelancers, like those who work on the Upwork platform, have testimonials and client feedback they can share with you.

* Things to listen or watch for: Highlighted qualities. Does the freelancer deliver quality work? Do they communicate effectively? Are any problems identified? Working relationships aren't always flawless, but you should feel comfortable that any issues were isolated or have otherwise been addressed. * Follow-up question: "What are your top strengths and weaknesses?" or "What worked well and what did not work well in past projects?" This classic interview question gives freelancers an open-ended opportunity to be genuine while also positioning themselves as a great fit for your work. You could also ask for references.

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Question # 14

What is your experience in this industry?

Answer:-

Ask the freelancer what experience he or she has in your industry. While you may be willing to hire someone new to the industry, choosing someone with experience can make your outsourcing experience run smoothly

Follow up with questions specifically about the freelancer's experiences that relate to your project in theme and concept. Look for ways in which the freelancer has approached similar tasks in the past.

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Question # 15

How long have you been freelancing?

Answer:-

You'd be surprised how many hiring managers skip this question. We don't encourage discounting new freelancers, as they can be equally or sometimes more equipped for the job at hand and even managing their own work. But it's still a good to know how much experience a freelancer has working with clients. The more experienced someone is at freelancing, the more likely they are to have their own processes in place for how they operate, which can be beneficial if you're still figuring out how to work with freelancers. More experienced freelancers are also used to more varied forms and levels of feedback. So if someone is newer to freelancing, try to put extra effort into sharing effective feedback in a constructive manner.

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Question # 16

What projects are you working on right now?

Answer:-

Whether you're a freelancer or looking for a full-time job, this interview question can uncover whether or not you're staying busy and working on projects to improve your craft. Use your answer to speak to your ambition, expertise and motivation.

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Question # 17

Tell us about a recent freelance project you've worked on that you're proud of. What particularly brought out the best in you?

Answer:-

Different people thrive in different situations. What elements of this recent project helped them excel, and what can you do to replicate them?

* Things to listen for: Work style. Are they able to work independently? Are they good at prioritizing? Consider how their preferred work habits fit your project. * Follow-up question: "Considering that same project, what do you feel could have been improved?" As above, listen for clues that indicate their work habits.

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Question #18

If you are awarded this project, what will you do on the first day of work?

Answer:-

This question cannot always be asked, particularly if you have not laid out the details or scope of work in the job description. However, this question is a great question to ask when possible because it allows you to look at the way that the freelancer approaches work. It will give you a glimpse into the freelancer's time management and organizational skills.

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Question # 19

What type of projects have you worked on?

Answer:-

You've likely already reviewed their portfolio and are familiar with what a freelancer has worked on - it's still important to have them walk you their history. Pay attention to how they're describing them. What are they focusing on - results achieved? The team they worked with? The tasks at hand? Listen intently and notice what they get excited about when talking. You'll get a good sense of whether or not they'll be happy working in your industry or with your team, or with you!

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Question # 20

Will you be sending me a formal bid letter?

Answer:-

A formal bid letter is a great way to avoid any confusion over what's involved in the project. A phone call - which we'll talk about next - can help accomplish this also but there's too much risk for misunderstanding when it's not in writing.

And as the one hiring it's your job to communicate exactly what you need done. If you need someone to write all the copy for your site don't just say, "How much would you charge to write the copy for my website?" A better way to ask this would be, "I need copy written for the following pages: Home, About, Services, Our Team. I need headlines on each page and will also need

A better way to ask this would be, "I need copy written for the following pages: Home, About, Services, Our Team. I need headlines on each page and will also need meta-descriptions written for each page using our keywords of Muscle Cars for Sale." Be specific. And get it in writing.

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Question # 21

Tell me do you have time to take on additional work?

Answer:-

Not all freelancers are available on a full-time basis, and if this hasn't already been discussed, it's important for you to know their availability. Many people have successful freelance businesses in addition to other employment, and you should feel comfortable that your expectations will still be met. * Things to listen for: Time management. Confirm that they can meet your deadlines and communicate in a timely manner.

* Follow-up question: "What time zone are you in?" There are benefits to working across time zones, and often the impact is minimal. However, this will help set expectations; it's also helpful to identify hours that overlap so you know when you're both available to connect live.

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Question # 22

Do you have any questions about the project?

Answer:-

You should always ask at the end of the interview whether or not the freelancer has any questions. Do not be alarmed if there are no questions. If you do a good job of explaining the scope of the project or state that details will be shared after the hiring decision has been made, then do not expect any questions. At the same time, if a freelancer asks a pertinent question that is interesting and shows that they have thoughtfully considered the project, then that freelancer should be highly considered. Remember to add a few of your own questions and personalize the interview process. Be as thorough as possible and you will find the freelancer who is the perfect fit for your project.

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Question # 23

Freelance Follow Up After a Project Interview Questions:

Answer:-

* How do you think the project went?

- * Do you have any suggestions?
- * Do you anticipate having any other projects based on this one?
- * Will this project need to be updated or revised at some point?
- * If the project needs updating, do you consider the updating or revisions to be a separate project?
- * Are there any other projects that I can do for you?
- * How often do you need the services of a (writer/web designer/programmer/consultant)? (Choose one.)
- * Can I use this project as an example on my portfolio? (If the project has gone well.)
- * Would you be willing to give a testimonial on my work for my web page? (If the client is pleased.)

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Question # 24

Freelance Company Background Interview Questions:

Answer:-

- * What kind of business is your company in?
- * How long has your company been in business?
- * What is the size of your company?
- * What is the company's reputation?
- * What is your typical customer like?
- * Who are your competitors?
- * What is your address?
- * What is your phone number?
- * What is your e-mail address?
- * What is the best way to contact you?

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Question # 25

Freelance Work Agreement Interview Questions:

Answer:-

- * What is the budget for this project?
- * Who will own the intellectual rights to the finished project?
- * What is the deadline for this project? * How will you be making your payment?
- * When will you pay?



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Question # 26

Freelance Work Philosophy Interview Questions:

Answer:-

- * What is most important to you, quality or speed?
- * How often do you want updates on my progress?
- * Do you hire freelancers very often?
- * Is your preferred work process structured, or unstructured?
- * If necessary, would it be okay if I used subcontractors or outsourced parts of the project?

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Question # 27

Freelance Project Specific Interview Questions:

Answer:-

- * What is the purpose of this project?
- * What sort of background do you expect a freelancer working on this project to have?
- * How technical is this project?
- * Describe how you envision the finished project?
- * How many (words/pages/screens) are needed? (Modify this question for your own specific field.)
- * What are the specific project instructions?
- * Do your customers have any special requirements or needs to be met by this project?
- * Can you show me an example something like what you have in mind?
- * Who will be my contact for this project?
- * How available are you (or the contact) to answer questions during the course of the project?
- * If necessary, will I have access to (your website/company-specific information/etc.)? (Choose one.)
- * Is it necessary to have any special (equipment/software) to complete this project? (Choose one.)
- * Do you envision any potential problems with this project?

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Question # 28

Can you meet the deadline of DATE?

Answer:-

If your project is time sensitive this should be one of the first questions to ask. Remember you're trying to weed out every candidate who isn't a good fit. If you know you need a website done by next month then be clear about that.

And if the prospect answers this with, "Maybe" ask them to please tell you, "Yes" or "No." Maybe doesn't cut it. And you don't want to maybe count on this guy to screw up your project. It's pretty simple... "Yes I can meet the deadline" or "No, I can't."

Also remember to be clear about time of day you expect it delivered and which time zone you're in. If your freelancer is in Portland, OR and you live in London that's an eight hour difference. So end of business day Thursday in London would be 5:00am in Portland.

A side note here: the good freelancers are typically booked out at least one month. So if you're looking for quality work I'd giving yourself plenty of time to find a good freelancer. The freelancer who has nothing scheduled for the next week makes me wonder, "Why not?"

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Question # 29

What do you like to do outside of work as Freelance?

Answer:-

Many employers believe that people who are passionate about interests outside the office typically perform better on the job. Hiring managers want to know what drives you - whether it's mentoring kids or making cootie catchers. Who knows, maybe you'll have a hobby or interest in common.

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Question # 30

Out of all of the projects that you have worked on, what project are you most proud of? Why are you most proud of this project?

Answer:-

This question will help you understand how the freelancer works and how you can help the freelancer excel on your project. Pay attention to what the freelancer liked about the project and the style of working. If you can mimic the working environment and add the same sensibility or creativity to your own project, then you are more likely to receive the freelancer's best work.

To follow up, ask the freelancer what they might have changed if they were given more time or if they were able to revisit the project? It is always interesting to see what a freelancer might have done differently on a project whose outcome they already love.

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Question # 31

If we contract you for a project, what will you do on the first day?

Answer:-

This question is less about specific tasks and more about how they approach and prioritize the work.

* Things to listen for: Organization and consistency. Their response should reflect your earlier discussion including their project management skills, understanding of your project, and ability to prioritize.

* Follow-up question: "Given your understanding of the project, are there any potential problems we might run into and how would you address them?" Read More Answers.



Question # 32

Explain what else are you passionate about outside of work?

Answer:-

You're going to be working with this person for a given amount of time, so you should enjoy working with them. Having common or complementary interests make this easier. Get to know what makes your freelancer happy, what they enjoy doing and how they spend their time outside of work. You'll want to hire someone who has a healthy sense of work-life balance so that they don't burnout and have to quit.

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Question # 33

What skills do you possess that you think will be most relevant to this project?

Answer:-

This question is an excellent question because it allows freelancers to share their most valuable skills, but in relation to the scope of your project. Freelancers should be able to describe how they can help you and your project succeed through their skill set.

We like this question because it gives you an opportunity to differentiate between candidates and to see whether or not the freelancer understands what it is that you need in the project. In some cases, you may even learn about new skills that you did not know the freelancer possessed. Ask the freelancer to describe the skills and to detail why those skills would be useful throughout the project.

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Question # 34

Tell me what do you feel are the keys to success when working remotely with a client?

Answer:-

Everyone has a different approach to getting work done, particularly when you aren't working face-to-face. Are your priorities in sync?

* Things to listen for: Communication style. Does their response reflect an understanding of remote work? For example, collaboration, good communication, and accountability can be critical in any freelancer-client relationship. How do they manage these challenges?

* Follow-up question: "What tools do you use to manage your work?" There are many different tools available and you'll want to rely on your freelancer to determine and provide the tools needed to get your work done efficiently

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Question # 35

Are you able to meet the deadline for a project? Can you stick to the timeline?

Answer:-

When you hire a freelancer, you are hiring someone who works on an as-needed basis for a number of clients. It is unlikely that you will be the freelancer's only employer and it is wise to make sure that the freelancer has enough time for your project. If the freelancer wavers while answering this question or is unable to commit to the timeline then you may want to look elsewhere.

With that said, you may find that the top tier freelancers are booked several months in advance. If your deadline can be extended or is not written in stone, then you should consider these freelancers. This is especially true for projects that require freelancers with more than a decade of experience.

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Question # 36

What specific results did you achieve for ABC campaign?

Answer:-

As a freelancer is walking you through specific clients, campaigns or projects they've worked on, ask them to share specific results achieved.

It's one thing to say you worked on a Coca-Cola campaign, thousands of people worked on that campaign. Ask what they did, how they specifically moved the meter. Get them to dig into their experience. Their responses will help determine if they can really achieve the results you're looking for.

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Question # 37

Tell me can you perform well on the project?

Answer:-

If the answer is "no," then perhaps it would be better to part ways sooner rather than later. However, if you know that you can perform well on the project, tell them how and give specific examples of how you have performed on similar projects in the past.

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Question # 38

Tell me how would you describe your design style?

Answer:-

In addition to revealing your approach to creative work, your answer can show how you view yourself, how you think others perceive you and where you think you fit within an organization. How you describe your style - quirky, clean, bold - also can help hiring managers determine if your design aesthetic will complement (or clash with) the company's branding.

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Question # 39

Explain how do you typically measure your results?

Answer:-

You're not looking for specific tools here, but rather how the freelancer sets KPIs - how they determine what's most important to measure when working on a project.



The best answer is going to say something like "it depends on your goals, but in the past I have..." and then they break into specific examples of KPIs determined, how they set benchmarks and how they measured against them. Read More Answers.

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Question # 40

Tell me what do you think of our marketing/creative materials?

Answer:-

Hiring managers want to know that you have done your research and are familiar with their work - and that you have an educated opinion. Share your honest thoughts clearly, tactfully and succinctly.

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Question # 41

Tell me, has a client ended a relationship abruptly - if so, why?

Answer:-

Before you ask for references, get a sense of the relationships that haven't worked out for a freelancer. Try to not judge if a client wasn't seeing the results they wanted, as you never know what their expectations were like. Instead, look for how the freelancer explains the situation and if they learned any lessons from. Look for someone who's always able to take a lesson or action item from an experience.

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Question # 42

Can you show your work samples?

Answer:-

Always be prepared with a portfolio of your best and most relevant work for each specific project. When you show the work samples, consider providing additional ideas of how you could do something differently that would be better suited for the project.

Question # 43

What is included in your price? How do you charge clients?

Answer:-

This is a necessary question because all freelancers charge differently and utilize different pricing structures. You need to know if revisions or changes to the project will require additional payment if the project is a fixed price job. You also need to be aware of how hourly pricing will work if the job is going to be billed hourly. Discussing the approximate costs for projects and expectations on pricing from both sides can lead to a more harmonious working relationship.

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Question # 44

Are you able to meet the deadline?

Answer:-

If a client is asking if you can meet the deadline, the project is probably pretty time sensitive. Answer clearly with a "yes" or a "no," and provide reasons as to why you can or cannot meet the deadline.

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Question # 45

What do other people say about working with you?

Answer:-

Be honest and provide positive examples of how you work with others. With this question, it would be useful to have a few recommendations from prior clients or other freelancers you have worked with in the past.

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Question # 46

What are your main sources for industry news?

Answer:-

Managers want to know that you're up on industry trends and that you draw inspiration from multiple sources. In addition to trade publications that focus on your area, don't forget to mention any creativity-oriented websites, blogs and social media accounts you follow.

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Question # 47

What do people like most about working with you?

Answer:-

This is a fun question because it can throw freelancers for a loop and make them really think about what to say. The way that other people describe you also says a lot about you. Most freelancers will have an idea of what people would say about them based on their own self-awareness of their behavior at work. If you can, call or email the freelancer's list of references to see if what they say about the freelancer matches up with the freelancer's response to this question.

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Question #48

What is the benefit of the project?

Answer:-

For the most part, the client knows what the benefit is. However, they want to see if you know and if you can meet the project demands. Tell them truthfully what the benefits are and show them how you can make each one a reality.

Read More Answers. Question # 49

What tech tools do you use on a daily basis?

Answer:-

This interview question demonstrates your willingness to stay sharp. Are you up on the latest technologies? Hiring managers are looking to gauge how strategically you approach your work as well as whether the company can support your equipment needs. Read More Answers.

Question # 50

What is your working process?

Answer:-

Clients are interested in freelancers who have a work process that is both effective and efficient. Without a process, it is easy for clients to assume that a freelancer is unorganized and will not meet the needs of the project. Define your work processes as best you can to the potential client, and let them know you are confident enough to make decisions but also understand when questions need to be asked.

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