

INTERPRET MEANING FROM YOUR INTERVIEW

1. The goal here is to go beyond what we heard in the interview. As a first step, go through your interview summaries in the “Capture Your Interview” templates and pick **the three most surprising findings** you had. Write them in the boxes below:

a.

b.

c.

2. Explain why these three findings are surprising or interesting to you. In other words, tell your peers why you picked them:

3. Take a look at each statement and ask yourself: what could be a motivation or a hidden need behind it? Remember, there is no right or wrong, so try out different interpretations. Write your interpretation of each finding in the boxes below:

Hmmm!
I wonder if this means..

