

Weight Loss Consultant interview questions

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What to expect

Interviews for Weight Loss Consultant roles typically focus on your ability to assess clients, build rapport, and design effective plans. Employers want to see that you can motivate clients and handle sensitive conversations with empathy.

- **Process:** Questions about how you assess clients, create plans, and track progress, to check your practical approach.
- **Behavioural:** Questions asking for examples from your experience, to see how you have handled real client situations.
- **Scenario:** Hypothetical client challenges that test your judgement and problem-solving under pressure.
- **Technical:** Questions about tools, apps, and your knowledge of nutrition and exercise principles.
- **Client-facing:** Questions on rapport building, empathy, and managing difficult conversations with clients.
- **Safety:** Questions on when to refer clients to other health professionals and how you work within your scope.

The process often starts with a phone screen covering your background and approach. If successful, you may attend a face-to-face interview with a practical component, such as a case study or role-play with a mock client. A final interview with the practice manager or owner may follow.

1. Walk me through how you assess a new client and develop their weight loss plan.

Why they ask

This process question reveals your structured approach and whether you cover all key areas: health history, lifestyle, goals, and plan design.

How to structure your answer

Walk through each step in order: initial assessment, goal setting, plan development, and review. Be specific about what you ask and why.

Example answer

"First, I conduct a thorough assessment including current weight, health history, lifestyle habits, and any medical conditions. I ask about their goals and previous attempts at weight loss. Then I develop a personalised plan that includes nutrition guidance and physical activity recommendations. I explain the plan clearly and set achievable milestones. I also discuss how we will monitor progress and adjust as needed."

2. Tell me about a time you helped a client who was struggling to stay motivated.

Why they ask

This behavioural question shows your coaching skills and ability to adapt support to individual needs.

How to structure your answer

Use the STAR method: describe the situation, the task, the action you took, and the result.

Example answer

"A client kept skipping her evening walks because she was too tired after work. I listened to her concerns and we brainstormed alternatives. She decided to try morning walks instead, and I helped

her set a reminder on her phone. She found that walking in the morning gave her more energy for the day, and she stuck with it. Her weight loss picked up again, and she felt more in control.”

3. A client follows your plan perfectly but stops losing weight after a few weeks. How do you handle this?

Why they ask

This scenario question tests your judgement and ability to reassure and problem-solve with a client.

How to structure your answer

Acknowledge the plateau, assess possible causes, adjust the plan, and know when to refer. Keep the tone supportive.

Example answer

“First, I would reassure the client that plateaus are normal and not a sign of failure. Then I would review their food and activity logs to check for any changes in portion sizes or incidental activity. I might suggest adjusting calorie intake slightly or increasing physical activity. If there are no obvious causes, I would recommend they see their GP to rule out medical issues. Throughout, I would keep the conversation positive and focus on non-scale victories like energy levels and how clothes fit.”

4. What tools or apps do you use to track client progress, and how do you use them?

Why they ask

This technical question checks your familiarity with common platforms and how you use data to support clients.

How to structure your answer

Name the tools, describe how you use each one, and explain the benefit for the client.

Example answer

“I regularly use MyFitnessPal and Cronometer for food logging, as they help clients see their nutrient intake. I also use Cliniko for appointment scheduling and client records, so I can track progress over time. For remote clients, I use Zoom for consultations. I also use Excel to create simple charts that show weight trends, which can be motivating for clients.”

5. How do you handle a client who becomes emotional or defensive when discussing their weight?

Why they ask

This client-facing question assesses your empathy and ability to de-escalate and maintain trust.

How to structure your answer

Show empathy first, then listen without judgement, and refocus on small steps. Avoid pushing.

Example answer

“I would acknowledge their feelings and reassure them that it’s okay to feel frustrated. I would listen without judgement and then gently refocus on small, achievable steps. I might share that many clients feel this way and that we can work together to find a plan that feels manageable. I would avoid pushing and instead ask what they feel ready to change.”

6. When would you refer a client to another health professional?

Why they ask

This safety question ensures you understand your scope of practice and prioritise client wellbeing.

How to structure your answer

Identify red flags such as medical conditions, eating disorders, or mental health concerns, and state that you would refer to a GP or dietitian.

Example answer

"If a client has a medical condition such as diabetes, heart disease, or an eating disorder, I would refer them to their GP or an accredited dietitian. I would also refer if they experience unexplained weight loss or gain, or if they have significant mental health concerns. I always work within my scope of practice and prioritise client safety."