

## SITUATIONAL/BEHAVIORAL INTERVIEW EXAMPLES

1. Tell me about yourself
2. Why do you want to work for (Company)?
3. Why should (Company) hire you?
4. What do you know about (Company)?
5. Explain why you would be an asset to (Company).
6. What are your greatest weaknesses?
7. How long would you expect to work for (Company) if hired?
8. Do your skills match this job or another more closely?
9. If you were hiring for this position, what would you look for in a candidate?
10. Tell me about a suggestion you made that led to improvements in your company.
11. Can you tell me about the last time you took initiative at work? What did you do?
12. Describe a situation when you were able to meet a tight deadline at work. How did you prioritize your tasks and schedule?
13. Can you describe a goal you have achieved? What steps did you take?
14. Can you tell me about a time when you were able to complete a task or project successfully without supervision or support?

15. What were some challenges you faced on your last job? How did you handle these challenges?
16. Can you give an example from your work experience that shows your analytical abilities?
17. Can you describe a time when you had to be able to develop a working relationship quickly with someone?
18. Do you think you are overqualified for this position?
19. Tell me about a time when you helped resolve a dispute between others.
20. Would you rather stick with the plan, or go with the flow?
21. What is the difference between teamwork and a results-oriented team? How honest are you on scale of 1-5?
22. Do you have certain core beliefs? What are they?
23. Are you better at leading others or being part of a team?
24. What is most important to you? Work, People, or Ethics?
25. Do you like to work??
26. What is a common misconception about you?
27. You are faced with one product that you can sell in bulk with pricing flexibility and another product that has no pricing flexibility but it is a higher ticket item. You can only sell one of the two forever which one do you sell and why?
28. Explain how you would get buy-in from various business units with different agendas without impacting the project time line?
29. What does service mean to you?