



Sample Interview Questions

This is a broad list of questions you might be asked in a basic, behavioral interview. These are usually either the questions you are asked in preliminary interviews or the first half of a lengthier session. Take time to go through the questions and see if you can jot down a couple of notes for each one, perhaps a story when appropriate. Remember to use the STAR method (Situation, Task, Action, Result) when answering questions that ask for an example.

General Questions

1. Tell me about yourself.
2. Why did you apply for this opportunity?
3. Why do you want this job?
4. What is your greatest strength?
5. What is your greatest weakness?
6. Are your grades a strong representation of your ability to perform in the workplace?
7. Why did you choose your major?
8. Do you plan on pursuing a graduate degree?
9. Where do you see yourself in five years?
10. Whom do you admire and why?
11. Provide five adjectives that best describe you.
12. How would your friends describe you?
13. If I were to review your Facebook account or complete a Google search of you, would I find any inappropriate content?
14. What type of work environment do you prefer?
15. What type of management style do you prefer?
16. How would you describe your ideal job?
17. What type of team allows you to thrive professionally?
18. How do you establish credibility with someone your own age or older?
19. If I were to speak with your supervisor at _____, what would be the best things he/she would tell me about you? What would be an area of improvement he/she would share?
20. What publications and social media do you review on a daily basis for news updates?
21. If you could choose one thing to do over again, what would you choose and why?

Behavioral Questions

1. When plans do not go your way, how do you handle it?
2. Describe a situation that required you to work with a difficult individual.
3. How would you respond to a customer question when you are unsure of the answer?
4. Provide an example of your leadership skills.
5. What have you done to build strong teams?



6. Describe a time when you went above and beyond the call of duty.
7. Provide an example of a time when you offered a solution to a difficult problem.
8. When have you had competing demands on your time and how did you handle them?
9. How have you handled a difficult working relationship?
10. Name a particularly demanding goal that you have achieved.
11. What personal traits make you stand out for this role?
12. Tell me about an accomplishment for which you feel a tremendous sense of pride.
13. Describe your problem-solving approach.

Company-Specific Questions

1. Why should we hire you for this position?
2. What is the mission of our organization and who are our clients/customers?
3. Describe our organization's culture.
4. Are you willing to commit to our organization for two years?
5. What would you do during your first week to stand out?
6. Do you have to believe in a product to sell it?
7. When you prepared your application, what was one area that concerned you?
8. How do you feel about sacrificing your personal life for the demands of this position?
9. Are you open to travel? Are you open to relocation? What are your top 3 cities?
10. What is your minimum salary requirement for this position?
11. What challenges do you think our firm/organization/company faces?
12. On a scale of 1-10, rate how qualified you are for this opportunity.
13. Do you have any questions for me?