

General & Behavioral Interview Questions

1. Tell me a little about yourself? = 60 second resume.
2. Explain briefly how the information you learned in school is related to this job.
3. What types of duties interest you the most?
4. Describe a time when you made a mistake. How did you handle it?
5. Have you ever disagreed with a policy/procedure? How did you handle this?
6. Describe two examples of effective decisions you have made in the last six months.
7. Provide an example of a difficult problem you have recently solved.
8. How do you track progress on projects for which you are responsible?
9. How do you interact with difficult people?
10. What attracted you to seek employment at this Company?
11. Why should we consider hiring you?
12. What are your short/long-term goals?
13. What do you consider to be your greatest strength/weakness?
14. Why do you think you would be an asset to the company?
15. How well do you work under pressure?
16. How do you feel about working overtime?
17. Would you be willing to relocate to one of our branch offices? Would you be willing to travel?
18. What motivates you?
19. What is your definition of success?
20. Do you prefer to work alone, or as part of a team?
21. How do you get along with your peers?
22. How good are you at motivating people?
23. What newspapers do you read?
24. What were the last three books you read?
25. How do you spend your leisure time?
26. What kinds of problems do you enjoy solving?
27. Are you willing to take a series of personality tests?
28. Do you have management ability? Describe.
29. Define success/failure.

30. Have you done any volunteer work? What?
31. Why did you choose your major/college/career path?
32. Which college classes did you like best/least? Why?
33. Which classes did you like best/least? Why?
34. Do your grades accurately reflect your ability?
35. Who are your role models?
36. Were you financially responsible for any portion of your college education?
37. What do you know about our company/product/service?
38. Have you ever quit a job? Why?
39. Describe your ideal job.
40. Do you prefer large or small companies? Why?
41. Do you prefer a structured or loosely structured environment? Why?
42. What software programs are you most familiar with? And your hardware experience?
43. Have you ever spoken to a group of people? How large?
44. Give me an example of a situation or position in which you worked under pressure. How did you handle the pressure?
45. Tell me about a situation in which you displayed leadership ability.
46. In your opinion, what is the industry's biggest problem?
47. What important trends do you see in our industry?
48. Where is the greatest growth potential in our industry?
49. How long would it take you to make a meaningful contribution to our company?
50. How long would you stay with this company?
51. Wouldn't you be happier in a larger/smaller company?
52. Describe a few situations in which your work has been criticized.
53. What is your greatest potential area for contributing to our company?
54. Name five unique contributions you can make to our company.
55. Which is more important to you, money or the position?
56. What kind of relationship should exist between managers and their supervisees?
57. What do you look for in a job?
58. Are you a competitive person?
59. How many hours per week do you think someone should spend on the job?
60. Have you received any other offers?

61. Are you interviewing anywhere else?
62. Is there anything that would prohibit you from making extensive travel?
63. Are there any accommodations that need to be made for you to fully perform your job?
64. What salary range do you have in mind?
65. How would you sell me on my company or product?
66. Give an example of when you have had to convince other members of a team to do something, and how you did it?
67. Describe a challenging situation and how you addressed it?
68. Give me an example of a time when...
69. You were especially hard working.
70. You were proud of your ability to cope.
71. You were adaptable.
72. A good boss motivated you.
73. You were creative.
74. You were able to accept change.

Additional questions can be found in the “How to Interview Effectively” Guide. ([link](#))



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