SAMPLE BEHAVIORAL INTERVIEW QUESTIONS

**Decision Making and Problem Solving**
- Give me an example of a time when you had to be quick in coming to a decision.
- Tell me about a difficult decision you’ve made in the last year.
- Describe how you would handle a situation if you were required to finish multiple tasks by the end of the day, and there was no conceivable way that you could finish them.

**Leadership**
- What is the toughest group that you have had to get cooperation from?
- Have you ever had difficulty getting others to accept your ideas? What was your approach? Did it work?

**Motivation**
- Give me an example of a time when you went above and beyond the call of duty.
- Describe a situation when you were able to have a positive influence on the action of others.

**Communication**
- Tell me about a situation when you had to be assertive in order to get a point across that was important to you.
- Describe a situation where you had to work with someone that you did not like.

**Interpersonal Skills**
- What have you done in the past to contribute toward a teamwork environment?
- Describe a recent unpopular decision you made and what the result was.

**Planning and Organization**
- How do you decide what gets top priority when scheduling your time?
- What do you do when your schedule is suddenly interrupted? Give an example.

**Other Behavioral Questions**
- Give a specific example of a policy you conformed to with which you did not agree.
- Give me an example of an important goal which you had set in the past and tell me about your success in reaching it.
- Describe a situation in which you were able to use persuasion to successfully convince someone to see things your way.
- What irritates you about other people, and how do you deal with it?