

SAMPLE BEHAVIORAL BASED INTERVIEW QUESTIONS

- Describe a situation in which you were able to use **persuasion** to successfully convince someone to see things your way.
- Describe a time when you were faced with a **stressful situation** that demonstrated your coping skills.
- Give me a specific example of a time when you used **good judgment and logic** in solving a problem.
- Give me an example of a time when you **set a goal** and were able to meet or achieve it.
- Tell me about a time when you had to use your presentation skills to **influence someone's opinion**.
- Give me a specific example of a time when you had to **conform to a policy** with which you did not agree.
- Please discuss an important **written document** you were required to complete.
- Tell me about a time when you had to go **above and beyond the call of duty** in order to get a job done.
- Tell me about a time when you had too many things to do and you were required to **prioritize your tasks**.
- Give me an example of a time when you had to make a **split second decision**.
- What is your typical way of **dealing with conflict**? Give me an example.
- Tell me about a time you were able to successfully **deal with another person** even when that individual may not have personally liked you (or vice versa).
- Tell me about a **difficult decision** you've made in the last year.
- Give me an example of a time when something you tried to accomplish and **failed**.
- Give me an example of when you showed **initiative** and took the lead.
- Tell me about a recent situation in which you had to deal with a very **upset customer** or co-worker.
- Give me an example of a time when **you motivated others**.
- Tell me about a time when you **delegated a project** effectively.
- Give me an example of a time when you used your **fact-finding skills** to solve a problem.
- Tell me about a time when you **missed an obvious solution** to a problem.
- Describe a time when you **anticipated potential problems** and developed preventive measures.
- Tell me about a time when you were forced to make an **unpopular decision**. Please tell me about a time you had to fire a friend.
- Describe a time when you **set your sights too high** (or too low).

SOURCE: http://www.quintcareers.com/sample_behavioral.html