Frequently Asked Questions

Understanding of the industry and the company:
1. Why do you want to work in this industry?
2. What do you think are the important trends in this business?
3. Why do you want to work for XYZ Company?
4. What do you know about our company, business, problems, trends, etc.?
5. What other companies in this industry are you interviewing with?

Personal and Career Goals:
6. What are your goals and expectations?
7. Where do you expect to be in one, three or five years?
8. How would you describe yourself? (Variation: How would your friends describe you?)
9. What accomplishments are you most proud of?
10. How would you respond to this?
   a) I’m the type of person who loves to win… or,
   b) I’m the type of person who hates to lose.
11. What is the greatest personal challenge you have faced in the last several years?
12. What do you enjoy doing in your leisure time?
13. Do you like to travel? Would you be willing to relocate and/or travel if your employer required it?
14. Would you describe yourself as a team player or do you prefer to work independently?

Skills and Achievements:
15. What are your strengths and weaknesses?
16. What skills do you have to offer?
17. Why did you choose this college to attend, and how did you do here?
18. Did you have any leadership roles here at college and, if so, what did you learn from them?
19. What language skills do you have?
20. What computer skills do you have?
21. What is the one accomplishment you are most proud of in your life? (Variation: What is the one accomplishment you are most proud of here at college?)
Work, Internship and Volunteer/Community Service Experiences:
22. What was the most enjoyable job or internship you ever had, and why?
23. What learning experience stands out most in your mind from your work or internship experience?
24. What skills could you bring to this company from your work experience?
25. May we contact your former employer to ask about you?
26. Have you ever done volunteer work or community service? Tell me about it.

Behavioral Questions (These questions are designed to help the interviewer understand “how you operate”, especially under stress or difficult circumstances.)
27. Describe a time when you really had to sell your point of view to others, like your fraternity/sorority/social group. How did you go about it and what was the outcome?
28. Describe a time when you were very frustrated or very conflicted, and tell me how you dealt with it.
29. Describe a time when you felt that you were treated very unfairly and tell me how you dealt with it.
30. What is the most important personal challenge that you have faced in your life/here at college? How did you deal with it?
31. Describe a time when you had to deal with a person who was under a lot of stress. How did you go about it?

Case Questions (These questions are designed to help the interviewer gain a better understanding of how well you reason. They are not necessarily looking for the exact answer.)
32. Approximately how many diapers are used in the United States every day?
33. You are playing ping pong outside and the ball falls into a small hole, too small to get your hand in. How could you get the ping pong ball out?
34. You are driving a truck and you come to a bridge that the truck won’t quite fit under. You just need one more inch to clear it. How could you continue your journey?

Questions Which You Can Ask:
1. Can you tell me about the management style and the culture of this company?
2. What would you say are the primary differences between this company and your major competitors? (It may be helpful to name a few competitors.)
3. Do people here tend to work in teams or are they expected to work independently?
4. What are the primary “drivers” of this organization? Does it tend to be marketing driven, financially driven, R&D driven, sales driven?
5. What type of people best fit in at this company?
6. What does it take to be successful here?
7. What type of training program do you have here?
8. What opportunities does the company provide to further one’s education and job related knowledge? (Tuition reimbursement, career/training seminars, etc.)
9. What are the major opportunities and problems that you think this department and this company face in the next few years?
10. What do you like most about working for this company?