

Questions Commonly Asked

Most of us make two mistakes when we are being questioned in an interview. First, we fail to listen to the question. We proceed to answer a question that was not asked or to give out a lot of superfluous information. Second, we attempt to answer questions without preparation. Not even the most skilled debater can answer questions off the cuff without damaging his or her chances of success. Bottom line...**BE PREPARED!**

1. Tell me about yourself.
2. What is your greatest strength?
3. What is your biggest weakness?
4. What are you looking for in a position?
5. What do you know about our company?
6. Why do you want to work for us?
7. Why do you want to work in this industry?
8. Why do you want sales?
9. What motivates you?
10. Why should we hire you? What sets you apart from others?
11. What qualities do you think a top sales representative possesses?
12. Why are you leaving your current company? Past companies?
13. Where else are you interviewing?
14. What is your biggest achievement?
15. What is your biggest failure? What did you learn from it?
16. Why did you select your college or university?
17. What motivated you to choose your major?
18. What are your goals over the next 3 years? 5 years? 10 years?
19. What do you see yourself doing in 5 years? What position do you see yourself in?
20. How much money do you want to make this year? 3 years? 5 years?
21. In your current or past positions, what features did you like the most? Least?
22. What would be your ideal job?
23. If you had your choice of companies, where would you go?
24. How do you define success?
25. What do you think it takes to be successful in our company?
26. How do you spend your spare time?
27. Will you relocate? Does relocation bother you?
28. How do you think those that know you describe you?
29. Give an example of a time you had a conflict with a co-worker and how you handled it.
30. Did you every work for a manager you didn't care for? What did you do about it?
31. Describe the relationship that should exist between a supervisor and sub-ordinates.

32. Give me a specific example of a time when you dealt with a disgruntled customer.
33. Tell me about an important goal you set for yourself in the past and how you achieved it.
34. Give me an example of a particular difficult time you had to be persuasive in order to get your ideas across.
35. Tell me about a time when you worked really hard for something over a period of time and did not get it?