



## SOUTHWESTERN careerservices

### TOP 50 INTERVIEW QUESTIONS

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#### TA SALES

1. How do you take pride in your work?
2. How do you keep learning outside the office?
3. Do you feel you are growing within your field?
4. How do you measure the quality of your work?
5. Describe how you work under tight deadlines—
6. At what point are you confident that a project has been thoroughly and successfully completed?
7. How do you prioritize projects?
8. How do you generally solve problems?
9. Where do you see yourself in 3, 5, and/or 10 years from now?
10. What drives and motivates you?
11. What kind of decision maker are you?
12. When have you had to be empathetic? /How would you rate your emotional quotient or “EQ”?
13. How do you want people to see you?
14. How do you feel about losing? When was the last time you lost?
15. Do you like multi-tasking or working on one project at a time?
16. Would you consider yourself more analytical or conceptual?
17. Would you describe yourself as a technical person or a people person?
18. Do you need or want to be successful?

19. How do you work smart?
20. How do you go about learning new things in your field?
21. What are some of your current professional goals?
22. Where is your passion in work?
23. How competitive are you? Does competition motivate you?
24. How would you describe your communication skills?
25. How would you describe your ego? Strong? Healthy? Poor?
26. What does leadership mean to you? What are the differences between a leader and a manager?
27. What type of role do you play in a team?
28. How have you improved communication with your peers, managers, peers and clients?
29. What kind of people motivate you?
30. How do you manage different personalities on a team?
31. How do you motivate others to meet deadlines?
32. How do you keep things from falling through the cracks?
33. What does a strong work ethic mean to you?
34. Describe a time when you haven't been your best
35. What do you wish you were better at? Are you working to improve it? How?
36. In the last 5 years how have you improved yourself professionally?
37. Why are you interested in this company? How does it fit with your goals and aspirations?
38. How can this company best utilize your skills? How can you add value?
39. What tradeoffs are you making to come to this company?
40. What type of things do you need to have in your next job to make a move?
41. Why should we hire you? (Persuade me.)

42. Give me an example of how you had to take on a tough project and make it a success
43. Walk me through a situation where you had to overcome an obstacle
44. Tell me about a time when you had to be resourceful to finish a project on time
45. Describe a time when you had to take a project from inception to fruition
46. Describe a time when you stood up for something you believed in and were met with resistance
47. What would you do if your team made a decision that negatively impacted your business or a client?
48. What has been your most significant professional and personal accomplishment?
49. Take me through a time when you had to be creative to solve a problem
50. Share with me how you accomplished a challenging project. Why was it a challenge?