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Sample Behavioral Interview Questions

- Describe a time when you were faced with a stressful situation that demonstrated your coping skills.
- Give me an example of a time you set a goal and were able to meet or achieve it
- Tell me about a time when you had too many things to do and you were required to prioritize.
- What is your typical way of dealing with conflict? Give me an example
- Tell me about a difficult decision you have made in the last year.
- Give me an example when you took initiative and took the lead
- Describe a situation in which you were able to use persuasion to successfully convince someone to see things your way
- Give me a specific example of a time when you used good judgment and logic in solving a problem
- Tell me about a time you used your presentation skills to influence someone's opinion
- Give me a specific time in which you had to conform to a policy in which you did not agree
- Please discuss an important written document you were required to complete
- Tell me about a time in which you had to go above and beyond the call of duty in order to get the job done
- Give me an example of a time that you had to make a split second decision
- 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 recent situation in which you had to deal with a very upset customer or coworker
- Give me an example of a time in which you motivated others
- Tell me about a time you delegated a project effectively
- Give an example of a time you used fact-finding skills to solve a problem
- Tell me about a time 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 unpopular decisions
- Describe a time you set your sights too high (or too low)