



Guide on Interview Questions

Informational Interview Questions

1. Tell us about your experience as it relates to the role of _____.
2. Why are you interested in this company?
3. What are you looking for in your next opportunity?
4. What is your ideal job?

Behavioral Interview Questions

1. Provide us with an example of a time when you made a change to a business process that resulted in a positive impact?
2. Tell us about how you worked effectively under pressure?
3. Share an example of how you were able to motivate employees or co-workers to get something done?
4. Tell us about a time when you exceeded your manager's/client's expectations?
5. Tell us about a time when you had a disagreement with a colleague and what did you do? And what about a disagreement with management?

Technical Questions

1. What kind of financial reports did you prepare for the management team?
2. How would you explain [a relevant technology] to someone with limited tech skills?
3. What is [a relevant technology name, process], and how is it used?

Case Study Interview Questions

1. Company XYZ is experiencing stagnant growth and losing profit with inefficient processes. How will you convince them that our product will be of value to them? Please write out your process below.