



Behavioral Interviewing Questions

BUSINESS KNOWLEDGE:

Knows how business works; demonstrates knowledge of current business practices and future trends. Knows the competition.

1. What do you predict for your industry/competition in the next 18 months and why?
2. Describe your experience with both short- and long-range business planning.
3. What are the major factors impacting your business?
4. What global indicators drive your business?
5. In your current role, what is the interaction or impact of your responsibilities on R&D, marketing, budget, finance, and other areas of the business?
6. How do you engage your customers?
7. Describe a situation where you successfully articulated the value proposition of a specific aspect of the business (or a product, idea, etc.).
8. How have you leveraged technology to advance your department, business unit, or company?
9. How does your company make money? What are some of the variables that need to be aligned for this to happen?
10. What are some of the reasons your customers buy your products or services?

