



OFFICE OF
CAREER EDUCATION

Behavioral Interview Questions

(304) 696-2370 | career@marshall.edu

Behavioral interview questions are those asked by interviewers which must be answered by relating an example of something you have done (a behavior) to the question asked. Examples of behavioral questions are listed below.

- Describe a situation in which you were able to use persuasion to successfully convince someone to see things your way.
- Describe a time when you were faced with a stressful situation that demonstrated your coping skills.
- Give me a specific example of a time when you used good judgment and logic to solve a problem.
- Give me an example of a time when you set a goal and were able to meet or achieve it.
- Tell me about a time when you had to use your presentation skills to influence someone's opinion.
- Give me a specific example of a time when you had to conform to a policy with which you did not agree.
- Please discuss an important written document you were required to complete .
- Tell me about a time when you had too many things to do, and you were required to prioritize your tasks.
- Give me an example of a time when you had to make a split decision.
- 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.
- Tell me about a time you were able to successfully deal with another person, even if that individual may not have personally liked you (or vice versa).
- Give me an example of a time when you tried to accomplish a task and failed.
- Give me an example of when you showed initiative and took the lead.
- Tell me about a recent situation in which you had to deal with a very upset customer or co-worker.
- Give me an example of a time when you motivated others.
- Tell me about a time when you delegated a project effectively.
- Give me an example of a time when you used your fact-finding skills to solve a problem.
- Tell me about a time when 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 an unpopular decision.
- Tell me about a time you had to fire a friend.
- Describe a time when you set your sights too high (or too low).