

## Interview Questions

### **1. What are your strengths and weaknesses?**

My strengths are that I am honest, sincere to my work, punctual, and quick learner. To be modest I feel I have good communication skills and the gift of gab, so I can convince people quicker than others. I feel one of my greatest weakness is that I expect these qualities from others too, and for the same reasons at times I am let down.

### **1. What are your goals?**

Well... Currently I would say my short term goal is to get a stable job and grow bigger and better as the company grows ....And my long-term goal would be to be recognized in the field in which I am working and to be known by people for my contribution towards work and become part of the success of my company.

### **2. Explain how you would be an asset to this organization?**

I want to grow with the company, contribute to its success. After my research about the company and the job I have applied for I feel I have the required capabilities, skills and qualifications much needed for the job. I don't say I know everything but I have the foundation to learn the job requirements faster. My dedication and motivation are great factors in achieving the company goals. Make me a part of your company, and I will prove to be an asset contributing to the success of this organization.

### **3. What was the toughest decision you ever had to make?**

The toughest decision in my life was a time when I had to chose between my personal and professional life. That time I was undergoing my education and had to work on part time basis to sponsor my education. Unfortunately with very limited resources in hand, I had to part with my family and live in isolation. I can still recall those days when I used to regret my decision and at the same time keep myself motivated for a good career.

### **4. Why do you want to work at our company?**

I have been going through the company's website from time to time, and based on the research I've done, this company is an industry leader in \_\_\_\_\_, I found some impressive information about future goals and projects you have planned. I was also impressed with the founders' backgrounds and the current financial statements. I see great future for the company and therefore I will have a secured job here. Everyone wants to be with the winner so do I. This is the company I've been looking for, a place where my qualifications, experience and skills can be put to use and make things happen better for the company and me.

### **5. How much salary do you expect?**

I am not looking for great salary. I want to increase my knowledge and skills with a salary that is as per company norms and which fulfils all my necessary needs.

**6. Where do you see yourself five years from now?**

Hmmm...I hope to see myself in a position to maintain success in my life and leading the company in the path of earning profits.

OR

I see myself as hard working successful employee irrespective of what position I'm holding at that time where no one want to loose me at any cost and at any moment. But surely if given an opportunity by you today, I will put my 100% to achieve that position and become an effective asset of the company.

**7. Do you have any questions for me?**

Sir, I have one question....If I come up with new ideas for betterment of my company, will this company encourage me?

OR

Thank for sir for giving me an opportunity. Sir, could I know what are the qualities generally you think while selecting a person in your company? And sir how can you estimate one's personality in this short period of time?

**8. Why have you been out of work so long?**

Example: I was working as a sales manager at Alhazira group for some years after which I wanted to pursue my MBA. I started a small trading business for survival. Now, after successfully completing my course, I am here to give my best to this organization.

**9. What was the toughest challenge you have ever faced?**

I haven't faced anything tough upto now, everything seems to easier when you start to work on it, it is tough until you have started it.

**10. What changes would you make if you came on board?**

Sir/Ma'am, may be there are so many experienced persons in board. May be they know something better than me. So I respect their ideas. There is much difference between changing and updating. Where changing results in good outcome with bad, updating results more productivity and innovative thoughts. So I will update the process if needed when I came on board.

**11. How do you handle success & failure?**

Success and failure go parallel in one's life. Speaking in this context, hmmm..... I firmly believe that one should never let success get into the head. At the same time, one should be strong enough to not let failure get into the heart.

**12. How would you describe yourself?**

I am an efficient and organized person who likes to take things as it comes. It would be wrong to say that I am a perfectionist, but given a task, I like to do it as perfectly as possible!

**13. What strategies would you use to motivate your team?**

## GDPI Workshop

Being a leader I should know the strengths and weaknesses of each and every employee under me. By capitalizing on the strengths of the respective employees and reminding him or her about it, from time to time, I can motivate them. I also feel that by providing constant and concrete feedbacks to employees who are not working up to his/her potential and giving small tips for betterment in a friendly manner also helps in this regard. Apart from these, I believe that monetary incentives really help to motivate employees in the sales department to a great extent. So *if my company permits*, I may use this weapon also! ;)

### **14. Do you prefer to work independently or on a team?**

Being a versatile person, I am comfortable in working whatever the situation and position require i.e. either as a member of the team or independently. Independent work is desirable at times as it gives an opportunity to manage your own time and also you have a chance to show all your talents and skills. Team work is different because you get to learn certain values and skills and try to accept others' opinions. I somehow love the feeling of team spirit and unity!