

Interview questions

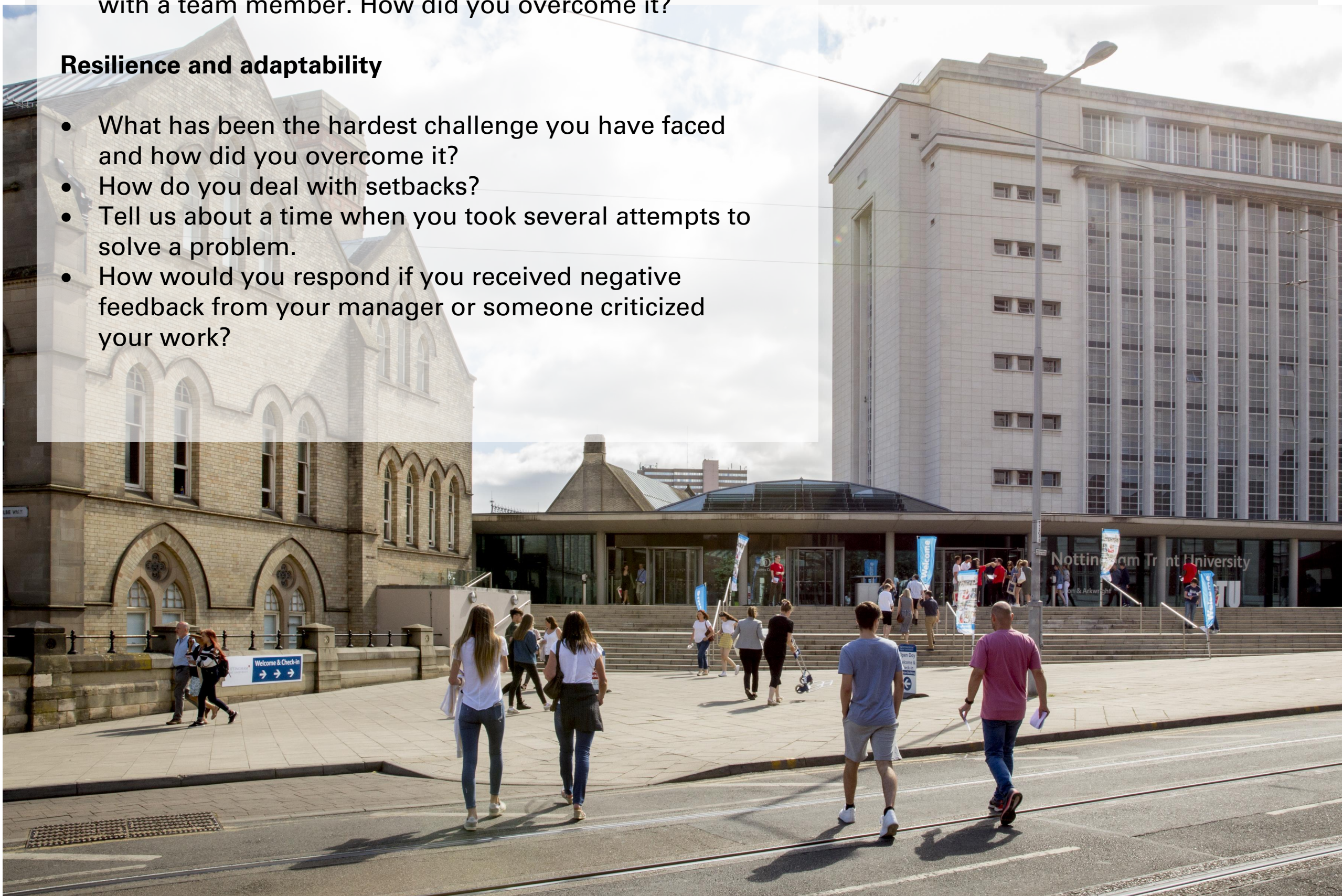
Employability

Teamwork and communication / influencing and persuasion

- In your opinion, what makes a team work well together?
- Give me an example of when you used good communication skills to help you achieve an objective.
- Tell me about a time when you had to change your communication style for different audiences.
- Tell me about a time when you have persuaded someone else to do something they did not want to do.
- Tell me about a time when you had to work with a difficult person.
- How would you manage conflict in the workplace?
- What would you do if a team member disagreed with you on the best action to take?
- Tell me about a time when you had a disagreement with a team member. How did you overcome it?

Resilience and adaptability

- What has been the hardest challenge you have faced and how did you overcome it?
- How do you deal with setbacks?
- Tell us about a time when you took several attempts to solve a problem.
- How would you respond if you received negative feedback from your manager or someone criticized your work?



Employability

Commercial awareness

- What do you know about our company?
- What are some of the biggest challenges facing us over the next few years?
- Who are our competitors?
- How do our products compare to our competitors'?
- If I gave you £10,000 to invest in a project/new product in the next three months, what would it be and why?
- What would you do if a client complained about the service received?
- What would you do if you were managing a project and there was a delay?
- Where do you believe our industry/profession will be in 10 years' time?
- What do you hope to gain from this role, if you should be successful?

Time management/ organisation/ prioritisation

- How do you manage your time and prioritise tasks?
- Tell me about a time when you have had to juggle different tasks.
- What would you do if you were scheduled to attend some training, but a piece of urgent work popped up?
- Do you work well under a tight deadline?
- How do you handle pressure?

Other

- Why did you choose to study <degree subject>?
- Tell me something about yourself which is not mentioned in your CV or cover letter.

