

Suggested Interview Questions

Presented by J.W. Owens



Suggested Interview Questions

1. Tell me about your toughest negotiation
2. Tell me about a time you handled a dispute with a Customer?
3. What do you do when you feel the sale slipping away from you?
4. How many failures will stop you from trying any more?

Suggested Interview Questions

5. Tell me about a time when you took a risk.
6. Who are your best and worst current Customers and why?
7. Tell me about a time when you almost lost a client and had to turn it around.
8. What does your current company do which results in lost clients?

Suggested Interview Questions

9. Have you ever negotiated

- a grade change in school (if young)

- for additional resources to complete or to facilitate a project?

10. What is the biggest negotiation you have won or lost?

Suggested Interview Questions

11. How do you tell when to stop negotiating/bargaining and move on?
12. How do you handle selling to people you dislike?
13. Do you think there was a time that you gave up too soon?
14. Tell me about a time you put together a proposal.

Integrity Questions

1. Have you ever had to tell a Customer something that wasn't true to save the sale?
2. What are the most important balances to maintain?
3. Tell me about a time when you thought a peer went back on a deal.

Integrity Questions

4. What do you do when you are blocked from achieving something?
5. Have you ever violated a policy to get something for a Customer?
6. Do you always act in line with your beliefs?

Challenging Questions

1. How do you get up to date information on clients/prospects and what do you do with it?
2. Give me an example and lead me through your decision making process on a personal financial decision (or a biz one-but many don't have a work related one).

Challenging Questions

3. What percent of what you know do you generally pass on to Customers?
4. Tell me about a time when you delivered bad news well or not so well.
5. What are a couple of your larger mistakes?

Red Flags

- Left previous job without adequate notice
- Can't isolate specific work achievements
- Fails to be courteous to your office staff
- Late for more than one interview
- Didn't learn much about previous employer's business
- No verifiable references

Red Flags

- Must travel too far to work
- Over qualified to the extent that boredom is likely
- Independently wealthy, unless up for top job
- Reveals confidential information about former employer
- Lacks enthusiasm

Red Flags

- Angry about prior employment
- Didn't find out much about your company
- Takes too long to consider the offer
- Bad-mouths former employer

Suggested Interview Questions

This is a series of Training for your
Management, Sales & Office TEAM

Good Selling !



J.W. Owens - 561-372-5922
results.jwowens@gmail.com



Disclaimer: The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning J.W. Owens. The Company makes no representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein. In addition, the information contains white papers, presentation from others, industry material, public or shared information from others and J.W. Owens that may reflect the his current views with respect to future events and performance. This presentation does not constitute an offer or invitation to purchase or subscribe or to provide any service or advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or decision in relation thereto.