The University of Scranton ~ Office of Career Services

Interview Questions

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Interview Questions – By Major

Career / Job Interview Question Index (http://www.job-interview.net)

<u>Accounting</u> Engineering

First Job Information Technology

Marketing Personnel Sales Teaching

Interview Questions for Banking/Investment Banking

- Why this company in particular? Why banking?
- Give me an example of team interaction.
- How do people negatively perceive you?
- Explain PE ratios.
- Given 10 million dollars, how would you invest?
- What have been the DOW trends in the last few weeks?
- Tell me about a situation where you made a mistake and had to live with the consequences.
- Tell me about a situation where when you were first presented with a problem, you had absolutely no idea how to approach it. How did you eventually solve the problem?
- Tell me about a situation where you attempted to improve something and you were met with resistance. How did you handle the situation?
- What do you think it takes to be successful in investment banking?
- What do you think investment bankers do everyday?
- Describe a situation in which you used quantitative skills to solve a problem.
- Sell me this XYZ object.
- Recommend a stock to me.
- What sources of information do you read on the investment banking industry?
- What do you think of the way the government treats insider traders?
- Has the investment banking industry been represented fairly in the press?
- What are your strengths in business analysis?

- How would you describe your "target market?"
- How would you describe your competitive advantages?
- What do you want to know about a new customer before opening/accepting a deposit account?
- How are deposit accounts insured and to what dollar limits?
- Under what circumstances have or would you close a customer's checking account?
- What borrower conditions, if present, would guarantee that a loan application would be rejected?
- What are the significant factors that influence how long it takes for you to approve a loan application?
- What audit services must be purchased by loan customers?
- One of my "trusted advisors" is a CPA. Will you accept an audit report from his firm? Why or why not?
- How do you calculate deposit account service charges?
- How do you calculate loan interest?
- What computer software programs do you use?
- How do you safeguard the personal information you must gather from me in order to be my banker?

Interview Questions for Counseling and Human Services Majors

- ♦ What counseling theory do you follow?
- ♦ How would you describe your counseling style?
- ◆ Do you prefer individual or group counseling/
- ♦ Do you have experience using any assessment tools?
- What role does confidentiality play in a counseling relationship?
- What professional counseling skills do you possess that need further development?
- What type clients are you least comfortable working with?
- Under what circumstances would you discuss student counseling concerns with parents?
- Describe your background, experiences, and any positions held that relate to this counseling position?
- ♦ What personal and professional growth steps have you been involved in during the past two years? Please mention books read and workshops / classes attended.
- ♦ What do you feel is the most important contribution you can give to a counselor-client relationship?
- Give us two adjectives which would describe your strengths and two that would describe your weaknesses.
- ♦ Which extra-curricular activities and/or sports do you feel qualified to teach. Give us any background information that you feel would help.
- ♦ Tell us any other information which would help us in our assessment of your qualifications for this position.

Interview Questions for Education Majors

- Describe yourself, your background and why you are interested in being a teacher?
- What was the nicest thing that happened to you during student teaching?
- What characteristics do you possess that will make you a successful teacher?
- What are some of the ways you got your students to participate during student teaching?

- What is most important when presenting new information to students?
- During student teaching what gave you the most satisfaction?
- Could you help with extra-curricular activities?
- Are you willing to relocate?
- What are you looking for in a starting salary?
- What are you looking for in a school district?
- Of what importance is the amount of money this district spends for each child?
- How do you feel about tracks and levels?
- Why do you think you deserve this job?
- When did you decide you wanted to be a teacher?
- During student teaching, were you in a heterogeneous or homogenous classroom?
- What classroom management theory did you use in student teaching?
- How do you motivate students who you know are capable?
- What is the most important thing you can bring to a teaching position?
- Do you want your students to understand the material first or be on page by March?
- Where do you want to be 10 years from now?
- Where do you think you will make a mark in the field of education?
- How do you teach values in a classroom?
- How often were you late for class?
- When were homework assignments given?
- What subject and what grade are you most comfortable teaching?
- Why would we be glad if we hired you?
- Who are you?
- Where do you come from?
- And where are you going to?
- What grades do you want to teach and why?
- How do you handle power in the classroom?
- What discipline methods did you use during student teaching?
- Give me an example of the rules or procedures you would have in your classroom.
- Do you use cooperative learning when you were teaching?
- How do you monitor when students are helping each other?
- When putting students in groups, how do you monitor whether or not the higher level students is being challenged?
- Are you aware of how teacher expectations can affect student performance?
- Other than paper/pencil tests, what kinds of assessments do you use?
- Why should we hire you?
- What is outcome based education?
- What is inclusion?
- What is main streaming?
- Do teachers have to pay attention to individual student differences?
- As an elementary teacher, what kind of reading programs would you use?
- What have you read lately?
- How would you grow professionally while working here?
- What, if any, education publications do you read?
- Would you be comfortable with teachers evaluating each other's classroom performance?
- What do you do in your spare time?
- What do you have to offer children as an elementary education teacher?
- What are the two most important things you learned at the University of Scranton?
- What sport would you like to coach?
- Do you use standardized tests or write your own?

- How do you get quiet/shy students to participate in class?
- What is unique about you?
- What qualities do you have that will help with teaching?
- What would you change about the educational system?
- How would you bring cultural diversity to the classroom?
- Are you aware of teacher sexual bias in the classroom?
- What do you see as the most pressing concerns in the field of education today?
- Why should I hire you?

Some situational interview questions (AAEE Job Search Handbook)

- Some of your students always finish their assignments early. How would you deal with the free time that they have?
- How would you work with students who perform below grade level, especially those form disadvantaged socio-economic backgrounds?
- How would you use teacher aides and parent volunteers?
- A student is consistently late to your class. How do you handle this situation?
- What would you do, or how would you treat a student who refused to do the work you assigned?
- How would you handle a student who continually "acted up" in your class?
- You know that a staff member has been talking behind your back about what he or she sees as your ineffective teaching methods. What would you do?

Social Studies

• What area of social studies is the most exciting? challenging?

Mathematics

- What level of Math are you comfortable in?
- Do you find Math exciting?
- How could you bring your excitement for math into a classroom?
- What does the word stadium mean to mathematics?

English

- Where do you find writing on a scale of importance to the average person?
- Is there a connection between writing and thinking?
- Should an English teacher have a background in logic, reasoning, and critical thinking?
- How do you feel about Reader's Theater (acting out what is being read aloud)?

Interview Questions for Finance Majors

- Tell me about the CAPM (Capital Asset Pricing Model).
- Describe what you believe to be the future of the derivatives market.
- How would you go about selling the idea of a derivatives hedge to a prospective client?
- Two retail banks have different return rates on their loan portfolios, although default rates are similar. What might explain the difference?
- Why would the cap rate on a Holiday Inn be the same as the Plaza Hotel?
- How can you convince your client that the "higher yield" bond does not really give a higher yield?
- What is the relationship between the forward and spot interest rate?
- How would you value a hotel in Minnesota if you only had one day to look around?
- Tell me about some projects you initiated. What prompted you to begin them?
- How do you gather information to solve problems? Give me an example.

- What do you think you do best?
- Describe your greatest accomplishment and your greatest failure.
- The banking industry has gone through many changes recently with many mergers and acquisitions. Why would you want to work for such a volatile industry?
- Do you agree with charging fees for services such as teller transactions (accounts, MAC, cashing checks)?
- What would you say to someone who said banking services are overpriced?
- Do you have any credit cards? Would your credit report reflect a positive credit rating?

Interview Questions for Health Administration Majors

- Define health care.
- Is health care a right or a privilege?
- What are some advantages and disadvantages of our present national health care system?
- Do you believe the United States should have a free health care system? If so, what are your thoughts on the funding for this system?
- A successful health care administrator needs to possess what personal and professional qualities?
- How do you feel about all direct care health professionals being tested for drug use or AIDS?
- How would you handle patients who use the emergency room as a doctor's office?
- What do you believe has caused the rise in health care costs?
- What is managed care?
- What is the difference between Medicaid and Medicare?

Interview Questions for Human Resource Majors

- Tell me about yourself.
- Why did you choose to attend the University of Scranton?
- Why did you choose to major in Human Resources?
- Is your grade point average a fair indication of your academic abilities?
- What was your favorite class and why?
- What was your least favorite class and why?
- What are you hoping to gain by doing an internship with our organization?
- How would you handle conflicts between your school schedule and a surprise, rush job here?
- Tell me about your role in extracurricular activities? How many hours do you spend weekly on those commitments?
- You may hear things at this internship site that must remain confidential. Can you give me an example of situations where you have had to observe strict confidentiality?
- What can you bring to an internship position with our organization?
- How many hours are required for this internship?
- What type supervisor would you prefer to work with?
- What area of human resources most interests you?
- Is there an area of human resources that you dislike?
- What are your strengths and weaknesses?
- What do you see as a pressing concern in the field of human resources today?
- What are your career goals?
- Why should we hire you?

Interview Questions for Law Enforcement

- What interested you in the position?
- What have you done to prepare yourself for the position?
- Do you think that you are a leader? If yes, give us an example.
- Why do you want to be a police officer?
- What qualities do you possess which would be assets to our police department?
- Are you concerned about the level of danger in this position?
- If you are walking down the street and someone punches you from behind how likely are you to punch back?
- If you are walking down the street in your own neighborhood and someone punches you from behind how likely are you to punch back?
- You're riding in a patrol car with your supervisor, he pulls over, parks and goes into a grocery store. Here you can see he is well known by the owner and customers. What would you do if he took four watermelons and put them into his trunk, yet you didn't see him pay for them.
- Did you ever use drugs?
- Did you ever break the law?
- Do you think police officers should periodically go through mandatory drug testing?
- Would you give a relative a speeding ticket?
- If you were parked, observing traffic and you saw three vehicles pass you all apparently speeding who would you stop?
 - o First vehicle an elderly couple
 - o Second vehicle two African American males
 - Third vehicle a friend of yours
- Do you believe the criminal justice system is effective today?
- Tell me about your greatest achievement.
- Tell me about a frustrating situation you were in recently and how you dealt with it.
- Have you ever spoken to a large group of people? How large? Tell us about it.
- What have you done to prepare for this position?
- What skills do you have that would benefit our agency?
- What are your greatest strengths for this job? Limitations?
- What traits are needed by good law enforcement officers?
- What appeals most to you about entering law enforcement?
- In what ways would our agency benefit from hiring you?
- What do you offer that your competition for this position cannot?
- How would you rate your communication skills and what have you done to improve them?
- Everyone has prejudices. What are some of yours?
- Everyone has certain likes and dislikes. What kind of people do you like? Dislike?
- How are you in dealing with stressful situations? Give an example.
- What approach do you take in getting your people to accept your ideas or department goals?
- What classes did you like the most? Least? Why?
- Would you consider yourself educated? Why?
- Did your formal education prepare you for this career? Why?
- Do you have plans to continue your education? If not, why?

Interview Questions for Management Consulting

- Discuss two experiences with specific tasks in which you felt a sense of achievement and accomplishment.
- Discuss a time you had a conflict within a group and how it was resolved.

- ♦ Why consulting?
- What makes you distinguishable from other candidates?
- What are you most proud of?
- In consulting, you must work on a diverse array of projects. Are you too focused on one subject or could you be interested in everything?
- Tell me about when you were a leader. Would you do anything differently?
- Tell me about something you have really enjoyed doing.
- Give me an example of a time you worked in a team. Did you face any obstacles?
- Give me an example of a problem you have faced and how you overcame it.
- What do you think management consultants do everyday?
- Give me an example of a situation in which you analyzed and solved a problem. How did you do it?
- How would you describe your way of solving problems?

Interview Questions for Marketing Majors

- Interviewer picks up a paperweight and says, "Sell me this."
- If you were to introduce a new product into a foreign market, what are some of the factors you would first study in that country?
- You need more shelf space in a store. How do you convince the store manager to give it to you?
- Give me an example of how you demonstrated initiative. What were the results?
- Rank the important characteristics for brand management.
- Why do you want to get into marketing?
- Have you applied to any other areas apart from marketing?
- How well do you cope under pressure?
- Give me an example of how you convinced someone to do something that they were not too keen on doing.
- Are you open to traveling and/or relocating?
- Would you describe yourself as competitive?
- What would be your first actions if we were to hire you?
- Which of our products / services most appeal to you and why?
- What makes you think that a degree in marketing will get you a job with us?
- What do you realistically believe to be your earning potential?
- What experience have you had in marketing that qualifies you for this position?
- Tell me about a time when you had to handle a morale issue with your staff.
- Give me an example of a marketing strategy you've used.

Interview Questions for Mathematics Majors

- What were the best aspects of your mathematics major program?
- What were the worst aspects of your mathematics major program?
- What changes would you suggest to improve the mathematics major program?
- Has your mathematics major program enabled you to
 - o Identify a mathematics problem
 - o Characterize solutions to it
 - Develop procedures for arriving at solutions
 - o Possess the technical skill to carry out a solution
- Has your mathematics major enabled you to

- o Read and understand mathematical writing
- o Write and communicate mathematics in a clear and understandable fashion
- Has your mathematics major program enabled you to understand proofs of correctness of mathematical results.

Teaching

- ♦ How would you approach teaching basic-level math courses, like pre-calculus or calculus?
- What do you think of calculus reform and/or teaching technology
- ♦ How would you describe your teaching style?
- What distinguishes your teaching from those of your peers?
- ♦ What salary are you looking for?
- ♦ What do you see yourself doing in the next five years?

Interview Questions for a Nursing Major

- Why this hospital?
- Tell me about a time when you had to handle a highly stressful situation.
- Tell me about a time when you had a confrontation with a coworker or boss.
- Tell me about a time when you went above and beyond the call of duty for a patient.
- Why did you choose nursing?
- Why do you want to work for us?
- What courses did you like best / least? Why?
- What qualities do you have that will benefit this organization?
- Where do you see yourself five years from now?
- How long do you expect to work for us?
- How do you feel about shift work?
- What have you done that shows initiative?
- How do you feel about taking orders from another person?
- What type of person do you find difficult to get along with?
- What is your personal philosophy of nursing?
- What do you see as your strengths and weaknesses?
- How would you deal with the parent who is not happy with the care of his / her child?
- A child does not want to take their medication. What do you do?
- What would you say to a mother who is fearful of a procedure scheduled for their child?
- What transferable skills do you bring to this hospital?
- What are your two greatest accomplishments, nursing and non nursing?
- If you have a patient and a Resident is attempting a lumbar puncture for the fourth time; the patient is in pain, what will you do?
- As a new graduate you are accomplishing many things on the unit; two of the older nurses come to you to tell you to slow down because you are making them look bad. What will you do?
- Finish this statement: When I am stressed I ...
- You are just given your patients for the day; you hardly have any time. What will you do to get organized?
- You are 4 months out of school and a team leader. You've made your assignment for the day and one LPN refuses to accept the assignment. What will you do?
- What is your best nursing skill?
- What skill in nursing do you need to work on?
- What are you personal strengths?
- What do you think is your personal weakness?
- Did you ever have one of your assigned patients die?

- How do you think you would affect the unit you work on?
- What if you are put on a unit you feel uncomfortable on? What will you do?
- Short range goals? Long range goals?
- What are the 4 key components in the nursing process?
- Define a nursing diagnosis.
- Have you had experience supervising a LPN or Staff Nurses?
- A nurse "bad mouths" the hospital; it affects morale. What do you do?
- Describe the ideal nurse manager.
- Situation. Dr. is upset and did not get lab results from previous shift. How would you handle this?
- Are you prepared to relocate?
- Situation: You find patient X in respiratory distress. Describe what you would do.
- Describe an influential case or situation in your nursing career.
- Give a patient diagnosis and then describe nursing diagnosis relevant to that situation.
- How would you define teamwork?
- What would you do if... if you are an RN and you wanted dressing change done a certain way and LPN was asked to do it and states, "I have been working here over twenty years and I have been doing it my way." What would you do?
- What are your interests?
- What shifts are you interested in?
- Why do you want to work on this unit?
- Why did you choose this profession?
- What do you plan to do in five years?
- What can you offer this unit?
- Where do you feel you need further guidance?
- What are your strengths and weaknesses?
- What would your ideal nursing position be?
- Describe the philosophy of the hospital.
- What do you feel that this hospital can do to benefit you?
- What kind of unit do you want to work on?
- What shifts have you worked?

Interview Questions for Occupational Therapists

- If you were asked to give one recommendation to your department to improve the program for upcoming students, what would it be? Why?
- What qualities do you feel are most crucial for success in this profession?
- Describe a difficult situation you have encountered in a clinical environment? How did you resolve it?
- What would you say is your greatest accomplishment? What has been your greatest disappointment?
- What do you believe is your greatest strength? What is your greatest weakness?
- Give an example of teamwork and what your role was in the group.
- What are some of the most important issues emerging in the field of OT? How will these issues affect your career?
- Which areas of OT are you most interested in? Why?
- Is there a client group you would be uncomfortable treating?
- Describe your favorite OT experience during your Level I placement.
- What organizational problems did you see during your Level I placement? How would you address those problems as an employee?

- What types of challenges do you anticipate working in this clinical setting?
- If you receive two job offers, what criteria will you use to make a choice?
- Why are you interested in this facility?
- To sum it up, what is special about you? Why should you be hired over the other people I have already interviewed?
- How would your colleagues describe you?
- What attracted you to OT?
- What is the unique role of the OT?
- What is the role of the OT in the MDT (multi disciplinary team) and what is the role of the OTA?
- What are your strengths and weaknesses?
- How would you define OT?
- A 70 year old man with a hip replacement what would your intervention include?
- How do you deal with stress?

Interview Questions for Pharmaceutical Sales

- What is your perception of a typical day for a pharmaceutical representative?
- What do you think is the most challenging aspect of a pharmaceutical representative?
- You are given a territory and a list of physicians to call on. How would you organize and prioritize your call schedule?
- If I was your manager, what is the best way to coach/mentor you to success? What qualities should a successful manger possess? Describe the relationship that should exist between the supervisor and those reporting to him or her?
- How do you think you would get a physician to switch to your drug?

Interview Questions for a Physical Therapist

- What can you contribute to the field of PT?
- What communication skills are important to a PT?
- What ethical standards will you promote in your work as a PT?
- What skills and strengths do you possess that are essential to being a good PT?
- What observation in a PT setting has had the most influence on your decision to become a PT?
- With what population do you anticipate wanting to work with?
- There are many health and helping related careers you could pursue. Why are you particularly interested in PT?
- Describe some of your most challenging and enjoyable observations.

Interview for a Resident Assistant

- What should be the role of an RA?
- How would you handle a depressed student?
- What activities do you think students are interested in?
 - ♦ Specifically freshman, sophomores
- What signs would indicate a student at risk of dropping out?
- What were your areas of concern as a freshman?
- What is your philosophy on discipline?

Interview Questions for School Counselors

- In this position you will be working closely with a variety of departments and teams within the college. Can you give an example of a time that you worked in a team and how you contributed to the team environment?
- What would you say are your strengths? And weaknesses?
- How do you see the word "leader" fitting in to your role as a counselor?
- What is the counseling theory that you most closely follow?
- What is the most creative and innovative counseling technique you have used?
- How would you divide your time between meeting the immediate needs of the students and keeping up with the paperwork?
- How will you evaluate your programs to meet (a) current state standards (b) standards of best practice for a comprehensive guidance and counseling program and (c) the ASCA National Model for School Counseling Programs?
- How would you handle an irate parent?
- How would handle a passive parent?
- How would you handle a large group of students having attendance problems?
- How do you see yourself fitting in with counselors who have many years experience as veteran teachers?
- How would you fit in with a large staff?
- What do you think is the most important characteristic of a counselor?
- What do you see as the role of a counselor in a school this large?
- What do you know about our school that you would consider a strength? A weakness?
- What makes you want to work at _____ school?
- What is it that you like about working with (grade level) school students?
- What is something new you could bring to our program?
- Are you opposed to working above and beyond school hours to get the job done?
- Are you opposed to working at night for functions such as college night, senior night, etc?
- What technology applications do you see being useful in your work?
- What might your professional development plan look like?
- What do you think the role of the counselor is in preventing school violence?
- What practical experiences have you had that make you feel capable of being a counselor?
- What experiences have you had in working with special education students?
- What can you provide that is different from a social work, school psychologist, or mental health counselor?
- When considering ethical standards and school policies, how would you handle a conflict between the two?
- What do the most recent state standardized test result indicate about this school district and this school; and what is your role regarding standardized testing?
- How does a school counselor assist with the implementation of ESL in-building programming?
- Describe how you would implement small group counseling/ guidance lessons?
- Because time is a scarce resource in schools today and because of a strong push for improved standardized test scores, best educational practices suggest that in-class guidance lessons not take away from classroom instructional minutes. How will you address this issue as a school counselor?
- What has you experience been in working with students of color & LGBT?
- What is your experience with parenting programs? Describe past interactions with parents in home visits.
- How do you handle conflict with a colleague, parent, administrator?

- What does a good home visit look like?
- How do you feel about writing letters of recommendation?
- How do you keep yourself organized? Discuss how you multitask.
- Can we ask you a question in Spanish, and can you respond likewise?
- What influenced you to be a school counselor?
- Why did you apply to our district?
- What is the role of the school counselor in relation to teachers, parents, administrators and other counselors?
- What do you see as the main role of a school counselor?
- Who is / are your role models?
- Have you had much interaction with parents during your internships?
- What has been your toughest counseling experience?
- How would your colleagues describe you?
- How would your supervisor describe you?
- How would your students describe you?
- What do you feel has best prepared you to be a school counselor?
- How do you intend on getting to know the students in your caseload when / if your hired?
- How will you get to know your seniors (in regards to letters of recommendation)?
- What contributions can you make to our school?
- What would you do for a student entering the district mid year?
- How would you assist that student in getting situated?
- How would you deal with a college bound student that was applying to schools out of their reach?
- What conferences have you attended?
- What kind of relationship do you have with your students?
- Are you familiar with academic intervention services?
- Are you familiar with 504 accommodation plans?
- How do you stay up to date with the constant changing of graduation requirements?
- What separates you from all the other applicants?
- Have you sat in on any committee meetings? If yes, which ones?
- Would you be interested in heading any extracurricular activities?
- What does counseling mean to you?
- How would you deal with communication in regards to a divorced set of parents?

What would you do if...

- One of your students told you she was pregnant?
- You suspected one of your students is being abused?
- One of your students tell you they are being abused?
- A student requests a teacher change because he/ she doesn't like them?
- A parent requests you to switch their child's teacher?
- A student requests to be in the same lunch period as their friend?
- You suspect one of your students is abusing drugs /alcohol?
- One of your students admits to being sexually active?
- One of your student's parents is terminally ill?
- Your student does not get into their number one college choice?
- One of your students wants to drop out of high school?
- You over hear the makings of a fight that is about to happen?
- One of your seniors is not going to graduate?
- A parents asks to meet with you at 5:00 because that is the only time they can get off of work?

- You see one of your students in town?
- One of your students continues to fail a subject in each quarter?
- You have a faculty member's child in your caseload?
- One of your students talks to you about wanting to kill themselves?
- One of your students told you he/she is gay?

-Compiled in Spring 2007 by Erin Sullivan, Intern