| 1. Share an experience you had in dealing with a difficult person and how you handled the situation. |
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| 2. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome? |
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| 3. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant? |
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| 4. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.) |
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| 5. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact? |
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| 6. Please share an experience in which you presented to a group. What was the situation and how did it go? |
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| 7. Provide an example when your ethics were tested. |
| 8. Share an experience in which your attention to detail and thoroughness had an impact on your last company. |
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| 9. Provide an example of when you were persistent in the face of obstacles. |
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| 10. Share an experience in which you prepared invoices, shipping documents, and/or contracts. |
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| 11. How do you balance cooperation with others and independent thinking? Share an example. (Try to determine if the candidate has a cooperative attitude or is otherwise good-natured.) |
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| 12. Provide an experience in which you resolved a difficult customer complaint. |
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| 13. Name a time when your patience was tested. How did you keep your emotions in check? |
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| 14. Share a time when you willingly took on additional responsibilities or challenges. How did you successfully meet all of the demands of these responsibilities? (Make sure the candidate is a self-starter and |

| can demonstrate some initiative.) |
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| 15. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task. |
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| 16. Provide a time when you dealt calmly and effectively with a high-stress situation. |
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| 17. Share an experience in which you directed departments in the preparation and shipment of orders. What methods made you successful? |
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| 18. Provide an effective method you have used to sell additional merchandise/services to customers. |
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| 19. Provide an experience in which your ability to actively find ways to help people improved your company or your own work ethic. |
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| 20. Share an experience in which you computed total charges for merchandise, services, and/or shipping. |
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| 21. What is the state of your files and records? What is something you would like to improve? |
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| 22. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed? |
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| 23. Share an experience when you applied new technology or information in your job. How did it help your company? |
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| 24. Provide an effective method you have used to keep inventory records up to date. |
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| 25. Provide an experience in which conferring with other personnel and departments helped you to expediate and/or trace shipments. |
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| 26. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.) |
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| 27. Share an effective method you have used to recommend merchandise/services to meet customers' needs. Provide an experience. |

| 28. Share an effective approach to working with a large amount of information/data. How has your approach affected your company? |
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| 29. Share an effective method you have used to ensure that outgoing work complies with customers' specifications. |
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| 30. Describe an experience in which your ability to work well with others and reconcile differences helped your company or employer. (Make sure the candidate knows how to negotiate.) |
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| 31. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior. |
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| 32. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change? (Make sure the candidate is flexible.) |
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| 33. Share an experience in which personal connections to coworkers or others helped you to be successful in your work. (Make sure candidate works well with others.) |
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| 34. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.) |
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| 35. Provide an example when you were able to prevent a problem because you foresaw the reaction of another person. |
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| 36. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem. |
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| 37. Share an experience in which your understanding of a current or upcoming problem helped your company to respond to the problem. |
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| 38. Share an experience in which your willingness to lead or offer an opinion helped your company. |
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| 39. Share an experience in which you calculated and compiled order-related statistics and prepared reports for |

| management. What methods made you successful? |
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| 40. What factors do you consider when recommending types of packaging and labeling for orders? |
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| 41. Tell me how you organize, plan, and prioritize your work. |
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| 42. Share an experience in which you successfully coordinated with others. How about a coordination effort |
| that was not as successful? |
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| 43. Name a time when your creativity or alternative thinking solved a problem in your workplace. |
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| 44. Provide an experience in which you were sensitive to somone's needs or feelings. How did your |
| helpfulness affect your work environment? |
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| 45. What have you found to be the best way to monitor the performance of your work and/or the work of |
| others? Share a time when you had to take corrective action. |
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| 46. Would you consider analyzing data or information a strength? How so? |
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| 47. Share an experience in which your ability to consider the costs or benefits of a potential action helped you |
| choose the most appropriate action. |
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| 48. Provide a time when you were able to identify a complex problem, evaluate the options, and implement a |
| solution. How did the solution benefit your employer? |
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| 49. Tell me about the last time you monitored or reviewed information and detected a problem. How did you |
| respond? |
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