

Party Plan Sales Consultant Interview Questions

1. What is the key to success when communicating with the public.
2. Share an experience you had in dealing with a difficult person and how you handled the situation.
3. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
4. 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.)
5. Describe the methods you have used to effectively persuade customers to purchase products or use services.
6. Please share an experience in which you presented to a group. What was the situation and how did it go?
7. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?
8. Share an effective method you have used to keep working areas neat and orderly.
9. Provide an experience in which providing samples, coupons, brochures, or other incentives helped you to persuade people to buy products.
10. What is the state of your records of demonstration-related information? Name one thing you would like to improve.
11. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior.
12. Name a time when your patience was tested. How did you keep your emotions in check?
13. Share an experience in which you set up and arranged a display area to effectively attract attention of prospective customers.
14. Provide an example when your ethics were tested.

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15. Share an experience in which your attention to detail and thoroughness had an impact on your last company.

16. Provide a time when you dealt calmly and effectively with a high-stress situation.

17. Provide an experience in which you suggested a specific product purchase to meet a customer's needs.

18. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.)

19. Share an experience in which you visited trade shows, stores, community organizations, or other venues to demonstrate products and to answer questions.

20. Share an experience in which you successfully identified an interested and qualified customer to provide with more information.

21. Tell me about the last time you monitored or reviewed information and detected a problem. How did you respond?

22. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change? (Make sure the candidate is flexible.)

23. Provide an experience in which practicing a demonstration helped you to ensure that it would run smoothly.

24. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task.

25. Provide an experience in which you effectively trained demonstrators to present a company's products or services. What methods made you successful as a trainer?

26. Provide an experience in which you were sensitive to someone's needs or feelings. How did your helpfulness affect your work environment?

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27. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?

28. Share an experience in which you prepared a presentation to effectively target a specific audience.

29. Provide an experience in which learning about competitors' products and/or consumers' interests and concerns helped you to answer questions or provide applicable and complete information.

30. Tell me how you organize, plan, and prioritize your work.

31. Describe an effective product or service improvement which you recommended to your employer.

32. Share an effective method you have used to research products to be presented to prepare for demonstrations.

33. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?

34. Provide your experience contacting businesses and civic establishments to arrange for the exhibition and selling of merchandise.

35. Tell me about the methods you use to provide product information.

36. 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.

37. Provide an example of when you were persistent in the face of obstacles.

38. Share an experience when you applied new technology or information in your job. How did it help your company?

39. 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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40. Describe your experience working as part of a team of demonstrators to accommodate large crowds.

41. Share an experience in which you successfully coordinated with others. How about a coordination effort that was not as successful?

42. 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.)

43. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed?

44. Provide an example when you were able to prevent a problem because you foresaw the reaction of another person.

45. Share an experience in which you successfully developed lists of prospective clients. What methods or resources did you use?

46. Provide an experience in which your ability to actively find ways to help people improved your company or your own work ethic.

47. Give me an example of when you thought outside of the box. How did it help your employer?

48. Name a time when your creativity or alternative thinking solved a problem in your workplace.

49. Share an experience in which your willingness to lead or offer an opinion helped your company.

50. Tell me about an effective article or pamphlet which you wrote about a product.

51. In your experience, what is the key to ensuring your company was compliant with all laws, regulations and standards that were applicable to your area of responsibility?

52. Share an experience in which your understanding of a current or upcoming problem helped your company

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to respond to the problem.

53. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)

54. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results?

55. Share an experience in which you used new training skills, ideas, or a method to adapt to a new situation or improve an ongoing one. (Look for the candidate's ability to learn.)

56. Tell me about a recent experience you've had working with your hands.