| 1. Share an experience you had in dealing with a difficult person and how you handled the situation. |
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| 2. Tell me how you organize, plan, and prioritize your work. |
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| 3. 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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| 4. Share an effective approach to working with a large amount of information/data. How has your approach |
| affected your company? |
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| 5. 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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| 6. Share an experience in which you made an effective negotiation for the transport of goods with a shipping |
| or freight company. |
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| 7. Tell me about the last time you monitored or reviewed information and detected a problem. How did you |
| respond? |
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| 8. Please share an experience in which you presented to a group. What was the situation and how did it go? |
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| 9. Provide an experience in which you prepared manifests of weight of baggage, mail, or freight and number |
| of passengers and transmitted data to destinations. |
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| 10. Share an experience in which your attention to detail and thoroughness had an impact on your last |
| company. |
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| 11. 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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| 12. 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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| 13. Describe an experience in which you effectively determined methods of shipment and prepared bills of |

| lading, invoices, and other shipping documents. |
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| 14. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact? |
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| 15. Provide an example when your ethics were tested. |
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| 16. 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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| 17. 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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| 18. Share an experience in which you accurately estimated freight and/or postal rates. |
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| 19. 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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| 20. Provide an experience in which you successfully traced a lost shipment. |
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| 21. Provide an example of when you were persistent in the face of obstacles. |
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| 22. Share your experience loading and unloading delivery trucks. |
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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 experience in which you effectively installed straps, braces, and padding to prevent shifting and |
| damage during shipment. |
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| 25. Provide an experience in which you notified consignees, passengers, and customers of the arrival of freight/baggage and arranged for delivery. |
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| 26. 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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| 27. What is the state of your records of goods shipped, received, and stored? What is something you would like to improve? |
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| 28. Provide a time when you dealt calmly and effectively with a high-stress situation. |
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| 29. 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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| 30. Share an experience in which you coordinated and supervised the activities of workers. What methods made you successful? |
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| 31. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results? |
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| 32. Name a time when your patience was tested. How did you keep your emotions in check? |
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| 33. 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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| 34. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed? |
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| 35. Share an experience in which you effectively advised a client on a transportation or payment method. |
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| 36. 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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| 37. Name a time when your creativity or alternative thinking solved a problem in your workplace. |
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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. Provide an experience in which you successfully arranged insurance coverage for goods. |
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| 40. Would you consider analyzing data or information a strength? How so? |
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| 41. 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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| 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. Provide an example when you were able to prevent a problem because you foresaw the reaction of another person. |
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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. Share an effective method you have used to ensure completeness of loads and even distribution of weight. |
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| 46. 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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| 47. Provide an experience in which you effectively resolved a problem with a shipment by contacting a vendor or claims adjustment department. |
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| 48. Give me an example of when you thought outside of the box. How did it help your employer? |
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| 49. 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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| 50. 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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| 51. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.) |
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| 52. 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? |
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| 53. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior. |
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| 54. What are some long-range objectives that you developed in your last job? What did you do to achieve them? |
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| 55. 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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| 56. Please share with me an example of how you helped coach or mentor someone. What improvements did you see in the person's knowledge or skills? |
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| 57. Provide an example of a time when you successfully organized a diverse group of people to accomplish a task. |
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| 58. Provide an example of when you set expectations and monitored the performance of subordinates. What guidance and direction did you find most effective? |
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| 59. In your experience, what is the key to developing a good team? (Look for how they build mutual trust, respect, and cooperation.) |
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