1. Provide an example of a time when you successfully organized a diverse group of people to accomplish a
task.
2. What factors do you consider when preparing site plans, specifications, and cost estimates for land
development? Share an experience.
3. What is the most challenging part of budgeting for you?
4. Name a time when your advice to management led to an improvement in your company or otherwise helped
your employer.
5. Provide an example of when you set expectations and monitored the performance of subordinates. What
guidance and direction did you find most effective?
6. In your experience, what is the key to developing a good team? (Look for how they build mutual trust,
respect, and cooperation.)
7. What is the key to success when communicating with the public.
8. Share an experience you had in dealing with a difficult person and how you handled the situation.
9. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the
candidate has open lines of communication.)
10. Share an experience in which you oversaw the assembly, fabrication, construction, maintenance, or
modification of equipment. How did you communicate to the staff what you wanted?
11. Tell me how you organize, plan, and prioritize your work.
12. What are some long-range objectives that you developed in your last job? What did you do to achieve
them?
13. Share an experience when you applied new technology or information in your job. How did it help your
company?

14. Give me an example of when you thought outside of the box. How did it help your employer?
15. Tell me about an experience in which you analyzed information and evaluated results to choose the best
solution to a problem.
16. Would you consider analyzing data or information a strength? How so?
17. 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?
18. Share an effective approach to working with a large amount of information/data. How has your approach
affected your company?
19. Share an example of a time you had to gather information from multiple sources. How did you determine
which information was relevant?
20. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the
situation and outcome?
21. Tell me about your last experience recruiting, interviewing, or hiring an employee. What techniques did
you find most effective in finding the right person for the job?
22. 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?
23. Tell me about the last time you monitored or reviewed information and detected a problem. How did you
respond?
24. Please share an experience in which you presented to a group. What was the situation and how did it go?
25. Share an experience in which conferring with clients or other personnel heoped you in your work.
26. Share an experience in which you successfully coordinated with others. How about a coordination effort

that was not as successful?
27. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?
28. Provide an example when your ethics were tested.
29. Tell me about a time when your ability to analyze needs and product requirements helped you create an effective design or make an informed decision to benefit your company.
30. Share an experience in which your attention to detail and thoroughness had an impact on your last company.
31. Share an effective method you have used to find new work opportunities.
32. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
33. Provide an experience in which your inspection of landscape work helped you to effectively ensure compliance to specifications or advise clients or personnel.
34. 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?
35. Name a time when your creativity or alternative thinking solved a problem in your workplace.
36. Provide a time when you dealt calmly and effectively with a high-stress situation.
37. 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.)
38. 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.)

39. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change? (Make sure the candidate is flexible.)
40. Share an effective method you have used to compile and analyze data relevant to your plans. Provide an experience.
41. Describe a graphic representation or drawing of plans you prepared which you were happy with. How about one you were unhappy with?
42. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed?
43. Share an experience in which your ability to consider the costs or benefits of a potential action helped you choose the most appropriate action.
44. Provide an example when you were able to prevent a problem because you foresaw the reaction of another person.
45. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)
46. Name a time when your patience was tested. How did you keep your emotions in check?
47. Describe an experience in which you identified the educational needs of your students and successfully developed a way to teach/train them.
48. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results?
49. Provide an experience in which your ability to actively find ways to help people improved your company or your own work ethic.
50. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior.

51. Share an experience in which your willingness to lead or offer an opinion helped your company.
52. Provide an example of when you were persistent in the face of obstacles.
53. Tell me about the last time you oversaw the work of someone else. How did you effectively motivate,
develop, and direct the worker(s)?
54. Share an experience in which your understanding of a current or upcoming problem helped your company to respond to the problem.
55. 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.)
56. 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.
57. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task.
58. 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.)
59. Provide an experience in which you were sensitive to somone's needs or feelings. How did your helpfulness affect your work environment?
60. Share an experience in which your diligence of inspecting equipment, structures, or materials helped you identify a problem or the cause of a problem.
61. Share a time when you successfully used scientific rules or methods to solve a problem at work.
62. Share an experience in which you used appropriate sustainable materials in a landscape design. How did you identify the opportunity for use of these materials? What factors did you consider when selecting materials?

63. Describe a system you successfully designed and/or integrated to harvest rainwater or to use
gray/reclaimed water.
64. Provide an effective method you have used to minimize water consumption in your landscaping.
65. Provide an experience in which you successfully collaborated with an architect or other professional. How
did you effectively maximize aesthetic features or improve energy efficiency?
66. Please share an experience in which you successfully taught a difficult principle or concept. How were you
able to be successful?
67. 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.)