| 1. Give me an example of when you thought outside of the box. How did it help your employer? |
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| 2. What is the state of the databases you maintain? What is one thing you are trying to improve upon? |
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| 3. Name a time when your advice to management led to an improvement in your company or otherwise helped your employer. |
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| 4. Share an experience you had in dealing with a difficult person and how you handled the situation. |
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| 5. 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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| 6. Tell me how you organize, plan, and prioritize your work. |
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| 7. What are some long-range objectives that you developed in your last job? What did you do to achieve them? |
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| 8. Share an experience when you applied new technology or information in your job. How did it help your company? |
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| 9. 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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| 10. Would you consider analyzing data or information a strength? How so? |
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| 11. Share an effective approach to working with a large amount of information/data. How has your approach affected your company? |
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| 12. 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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| 13. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact? |
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| 14. Provide an example of a time when you successfully organized a diverse group of people to accomplish a |
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| task. |
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| 15. 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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| 16. 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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| 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? |
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| 18. 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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| 19. Tell me about the last time you monitored or reviewed information and detected a problem. How did you |
| respond? |
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| 20. 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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| 21. Provide an example when your ethics were tested. |
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| 22. Share an experience in which your attention to detail and thoroughness had an impact on your last |
| company. |
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| 23. 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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| 24. Describe an experience in which you identified the educational needs of your students and successfully |
| developed a way to teach/train them. |
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| 25. Provide an example of when you set expectations and monitored the performance of subordinates. What |
| guidance and direction did you find most effective? |

| 26. Share a time when you willingly took on additional responsibilities or challenges. How did you |
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| 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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| 27. 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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| 28. 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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| 29. 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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| 30. 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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| 31. Provide an example of when you were persistent in the face of obstacles. |
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| 32. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.) |
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| 33. Share an example of when you established and accomplished a goal that was personally challenging. What |
| helped you succeed? |
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| 34. 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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| 35. Provide a time when you dealt calmly and effectively with a high-stress situation. |
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| 36. 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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| 37. Please share an experience in which you presented to a group. What was the situation and how did it go? |
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| 38. Name a time when your creativity or alternative thinking solved a problem in your workplace. |
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| 39. Name a time when your patience was tested. How did you keep your emotions in check? |
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| 40. Share an effective method or system you have used or developed to ensure accuracy of vendor payments. |
| Provide an experience. |
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| 41. Describe reports you have recently prepared. What is one thing you are trying to improve in your reports? |
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| 42. Share an experience in which your willingness to lead or offer an opinion helped your company. |
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| 43. Share an experience in which conferring with a logistics management team helped you determine an |
| effective method for optimizing service levels, maintaining supply-chain efficiency, or minimizing cost. |
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| 44. Share an effective method you have used to monitor the flow of vehicles or inventory. |
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| 45. Provide an effective method you have used to track product flow. |
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| 46. Share an experience in which you effectively improved a logistics process. How did your recommendation |
| benefit your company? |
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| 47. Describe an analytic method you have found extremely effective in your work of understanding, |
| predicting, and/or controlling logistics operations and processes. |
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| 48. How do you effectively ensure maximum efficiency and minimum cost? |
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| 49. Describe an effective model which you developed. How did it help you in your work? |
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| 50. What is the most challenging part of budgeting for you? |
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| 51. Share an effective method you have used to ensure receiving, storage, shipping, and inventory integrity. |
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| 52. What is the state of the records you maintain? What is one thing you would like to improve upon? |

| 53. Provide an experience in which your analysis of logistics data benefited your company. What methods made you successful? |
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| 54. Describe a database you developed or maintained which accurately helped determine the most economical modes of transportation. |
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| 55. How do you ensure that pricing structures reflect logistics costing? |
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| 56. Share an experience in which your revision of an operating procedure improved a logistics process in your company. |
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| 57. Share an experience in which your communication with or monitoring of service providers helped you be successful in your work. What methods did you use? |
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| 58. Describe an effective method you have used to identify developments in logistics. Share an experience in which your knowledge benefited your company. |
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| 59. Share an experience in which you reorganized a shipping schedule which successfully consolidated a load, maximized vehicle usage, or limited the movement of an empty vehicle. How did you identify the need to reorganize the schedule? |
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| 60. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results? |
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| 61. 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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| 62. How do you effectively identify opportunities for inventory reductions. Provide an experience. |
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| 63. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior. |
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| 64. Share an experience in which you successfully coordinated with others. How about a coordination effort |

| that was not as successful? |
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| 65. Share an experience in which your determination of packaging requirements helped your company. |
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| 66. 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.) |
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| 67. Provide an experience in which you improved operational efficiency by routing a driver in real time. Describe the methods and technology you used. |
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| 68. 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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| 69. Share an effective method you have used to sale or lease excess storage or transport capacity. |
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| 70. Provide an example when you were able to prevent a problem because you foresaw the reaction of another person. |
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| 71. Please share an experience in which you successfully taught a difficult principle or concept. How were you able to be successful? |
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| 72. How do you effectively make transportation decisions with lower environmental impact. What factors do you consider when comparing carriers/suppliers? |
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| 73. 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? |
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| 74. Tell me about the last time you oversaw the work of someone else. How did you effectively motivate, |
| develop, and direct the worker(s)? |
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| 75. Share an experience in which your diligence of inspecting equipment, structures, or materials helped you identify a problem or the cause of a problem. |
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| 76. Share an experience in which you conducted a test of a product, service, or process and successfully |

| improved the quality or performance. |
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| 77. Provide an experience in which your ability to actively find ways to help people improved your company or your own work ethic. |
| or your own work curic. |
| 78. 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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