| 1. What are some long-range objectives that you developed in your last job? What did you do to achieve |
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| them? |
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| 2. What has made you successful in directing administrative departments? |
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| 3. What is the most challenging part of budgeting for you? |
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| 4. 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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| 5. Name a time when your advice to management led to an improvement in your company or otherwise helped |
| your employer. |
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| 6. 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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| 7. 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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| 8. 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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| 9. 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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| 10. Provide an example of a time when you successfully organized a diverse group of people to accomplish a |
| task. |
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| 11. What is the key to success when communicating with the public. |
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| 12. Share an experience you had in dealing with a difficult person and how you handled the situation. |
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| 13. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the |
| candidate has open lines of communication.) |

| 14. Tell me how you organize, plan, and prioritize your work. |
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| 15. Share an experience when you applied new technology or information in your job. How did it help your |
| company? |
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| 16. Give me an example of when you thought outside of the box. How did it help your employer? |
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| 17. 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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| 18. Would you consider analyzing data or information a strength? How so? |
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| 19. 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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| 20. Share an effective approach to working with a large amount of information/data. How has your approach |
| affected your company? |
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| 21. Tell me about the last time you monitored or reviewed information and detected a problem. How did you |
| respond? |
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| 22. 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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| 23. 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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| 24. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges |
| and results? |
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| 25. 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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| 26. Please share an experience in which you successfully taught a difficult principle or concept. How were you |
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| able to be successful? |
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| 27. Share an experience in which you successfully coordinated with others. How about a coordination effort |
| that was not as successful? |
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| 28. Provide an example when you were able to prevent a problem because you foresaw the reaction of another |
| person. |
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| 29. 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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| 30. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was |
| the impact? |
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| 31. Please share an experience in which you presented to a group. What was the situation and how did it go? |
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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. 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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| 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? |
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| 35. 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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| 36. 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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| 37. Share an experience in which your willingness to lead or offer an opinion helped your company. |
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| 38. 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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| 39. Provide an example when your ethics were tested. |
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| 40. Name a time when your patience was tested. How did you keep your emotions in check? |
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| 41. 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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| 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.) |
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| 43. 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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| 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. Describe a time when you successfully persuaded another person to change his/her way of thinking or |
| behavior. |
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| 46. 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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| 47. Share your experience evaluating the performance of staff. |
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| 48. Provide an example of when you were persistent in the face of obstacles. |
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| 49. Share an experience in which your attention to detail and thoroughness had an impact on your last |
| company. |
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| 50. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change? |
| (Make sure the candidate is flexible.) |

| 51. Share a method you have found effective in advising students. |
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| 52. Tell me about your experience recruiting, hiring, training, and/or terminating personnel. |
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| 53. Name a time when your creativity or alternative thinking solved a problem in your workplace. |
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| 54. 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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| 55. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed? |
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| 56. Share your experience recruiting and selecting students. What methods have you found most effective? |
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| 57. Provide a time when you dealt calmly and effectively with a high-stress situation. |
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| 58. Tell me about your last experience planning and/or controlling a budget and producing financial reports. |
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| 59. What method have you found most effective in teaching courses? |
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| 60. 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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| 61. Share an experience in which your consultation with a governmental angency helped you to ensure conformance at your institution. |
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| 62. What methods have you found most effective in coordinating teaching and room assignments? How have you effectively ensured optimum use of buildings and equipment? |
| you effectively ensured optimum use of buildings and equipment: |
| 62. Tall me about the last annique you developed What math a de did you was? |
| 63. Tell me about the last curricula you developed. What methods did you use? |
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| 64. Share an effective method you have used to produce and distribute university publications. |

| 65. Share an experience in which your research has helped you establish effective policies and procedures. |
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| 66. Share an experience in which you effectively assisted staff. |
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| 67. Share an experience in which your participation in a committee activity helped your institution. |
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| 68. Share a method you have found effective for procuring grants. |
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| 69. What method have you found most effective for promoting a university? How does participating in events |
| and developing partnerships compare with this method? |
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| 70. Tell me about a time when you respresented your institution. |
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| 71. Tell me about a registration policy you developed. |
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| 72. Describe a method you have found effective for encouraging participation in fundraising activities. |
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| 73. Share an experience in which you counseled with a student who had a difficult misconduct report. |
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| 74. What is the key to a successful budget? |
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| 75. Share an experience in which you successfully planned and promoted a university activity. |
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| 76. Describe an experience in which you successfully directed a scholarship, fellowship, or loan program. |
| What made you successful? |
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| 77. Tell me about the last admission requirements or course credit policies you formulated in a conference |
| with academic staff. What methods were effective in formulating the policies? |
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| 78. Share an experience in which you successfully audited a difficult account. |
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| 79. Describe an experience in which you managed facilities effectively. What techniques did you use which |
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| helped your success? |
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| 80. Describe a time when you successfully provided personal assistance to a coworker or patron. |
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