1. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the
situation and outcome?
2. How do you effectively determine logistics or support requirements? Provide an experience.
3. Name a time when your advice to management led to an improvement in your company or otherwise helped your employer.
your employer.
4. Describe an experience in which you identified the educational needs of your students and successfully
developed a way to teach/train them.
5. In your experience, what is the key to developing a good team? (Look for how they build mutual trust, respect, and cooperation.)
6. Provide an example of a time when you successfully organized a diverse group of people to accomplish a task.
7. Share an experience you had in dealing with a difficult person and how you handled the situation.
8. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.)
9. Tell me how you organize, plan, and prioritize your work.
10. Share an experience when you applied new technology or information in your job. How did it help your company?
11. Give me an example of when you thought outside of the box. How did it help your employer?
12. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
13. Would you consider analyzing data or information a strength? How so?

14. 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?
15. Share an effective approach to working with a large amount of information/data. How has your approach affected your company?
16. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?
17. Share an experience in which your ability to consider the costs or benefits of a potential action helped you choose the most appropriate action.
18. 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?
19. Share an experience in which your understanding of a current or upcoming problem helped your company to respond to the problem.
20. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?
21. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)
22. What are some long-range objectives that you developed in your last job? What did you do to achieve them?
23. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results?
24. Please share an experience in which you presented to a group. What was the situation and how did it go?
25. 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?

26. Tell me about the last time you monitored or reviewed information and detected a problem. How did you respond?
27. What is the most challenging part of budgeting for you?
28. 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?
29. Provide an example of when you set expectations and monitored the performance of subordinates. What guidance and direction did you find most effective?
30. Provide an example when your ethics were tested.
31. Share an experience in which your attention to detail and thoroughness had an impact on your last company.
32. Share an experience in which you successfully coordinated with others. How about a coordination effort that was not as successful?
33. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
34. 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.)
35. Share an experience in which you solved a problem for a customer by proposing a logistics solution.
36. Tell me about the last time you oversaw the work of someone else. How did you effectively motivate, develop, and direct the worker(s)?
37. 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.
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 an example of when you were persistent in the face of obstacles.
40. Tell me about a time when you successfully directed the work of logistics analysts or a similar group.
What methods led to your success?
41. 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.)
42. Provide a time when you dealt calmly and effectively with a high-stress situation.
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. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change?
(Make sure the candidate is flexible.)
46. 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.
others. Share a time when you had to take corrective action.
47. Share an experience in which your willingness to lead or offer an opinion helped your company.
48. How do you ensure effectiveness of logistical processes?
49. Name a time when your creativity or alternative thinking solved a problem in your workplace.
50. Name a time when your patience was tested. How did you keep your emotions in check?
51. Describe logistic metrics, internal analysis tools, or key performance indicators which you have developed.

Name a successful method you used.
52. Provide an effective method you have used to maximize plant or distribution center efficiency. Share an experience.
53. Describe a piece of technology or information which you developed for effective and efficient support of a product, equpiment, or a system. Name a successful method which you used.
54. What is the state of the documentation you maintain? What would you like to improve upon?
55. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task.
56. Provide a time when you improved transportation efficiency. How did your knowledge of technology lead to this improvement?
57. Share an experience in which you successfully reduced costs or improved a process in logistics. How did you identify the need for improvement?
58. Share an experience in which your diligence of inspecting equipment, structures, or materials helped you identify a problem or the cause of a problem.
59. Share an experience in which you accurately developed a cost estimate, forecast, or cost model. What methods led to your success?
60. Share an effective method you have used to develop specifications for equipment, tools, facility layouts, or material-handling systems.
61. Tell me about your experience preparing logistic strategies and coceptual designs for production facilties. Name an effective method you have used to be successful.
62. Share an experience in which you successfully solved an issue using logistics modeling techniques.
63. Tell me about the last logistics study or analysis you conducted. How did your study improve or benefit

your company?
64. Describe an operating process which you effectively streamlined. How did you identify the need for improvement?
65. Share an experience in which you designed a comprehensive supply chain which successfully minimized environmental impacts or costs.
66. Provide an experience in which your ability to actively find ways to help people improved your company or your own work ethic.
67. Please share an experience in which you successfully taught a difficult principle or concept. How were you able to be successful?
68. What factors do you consider when determining the feasibility of designing or modifying facilities?
69. Share an effective method you have used to ensure maximal efficiency of product recycling, reuse, or final disposal.
70. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior.
71. Provide an experience in which you were sensitive to somone's needs or feelings. How did your helpfulness affect your work environment?
72. 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?
73. 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.)
74. 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.)

75. Share an experience in which you accurately predicted the impact of changing circumstances. What
methods led to your success?
76. Provide a time when your review of transportation or logistics reports helped you improve efficiency or
minimize the environmental impact of logistics activities in your company.
77. Share an experience in which you conducted a test of a product, service, or process and successfully
improved the quality or performance.
78. Describe a time when you successfully serviced, repaired, calibrated, or tested a device that operates
mainly by electronic principles.
79. Provide an effective method you have used to determine the best logistical distribution or transportation
functions.
80. Tell me about the last plant distribution center which you designed with good results. Which methods led
to your success?
81. Tell me about a time when you successfully determined the cause of an operating error at your company
and solved the problem.
82. Describe a time when you were able to select the best tool to do a job. How did you use reasoning skills to
make the best choice?
83. What is the key to a successful budget?