

Commercial Specialist Interview Questions

1. Share an experience when you applied new technology or information in your job. How did it help your company?
2. Provide an example of a time when you successfully organized a diverse group of people to accomplish a task.
3. Share an experience you had in dealing with a difficult person and how you handled the situation.
4. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.)
5. Tell me how you organize, plan, and prioritize your work.
6. What are some long-range objectives that you developed in your last job? What did you do to achieve them?
7. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
8. Would you consider analyzing data or information a strength? How so?
9. 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?
10. Share an effective approach to working with a large amount of information/data. How has your approach affected your company?
11. Tell me about the last time you monitored or reviewed information and detected a problem. How did you respond?
12. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?
13. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was

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the impact?
14. Please share an experience in which you presented to a group. What was the situation and how did it go?
15. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?
16. Give me an example of when you thought outside of the box. How did it help your employer?
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. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)
19. 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?
20. 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.
21. Name a time when your advice to management led to an improvement in your company or otherwise helped your employer.
22. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
23. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change? (Make sure the candidate is flexible.)
24. 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.
25. Provide a time when you dealt calmly and effectively with a high-stress situation.

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26. 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.)

27. Provide an example when your ethics were tested.

28. Provide an experience in which you were sensitive to someone's needs or feelings. How did your helpfulness affect your work environment?

29. Share an experience in which your willingness to lead or offer an opinion helped your company.

30. Provide an example of when you were persistent in the face of obstacles.