

International Trade Specialist Interview Questions

1. Give me an example of when you thought outside of the box. How did it help your employer?
2. Share an effective method you have used to help companies determine their position in the marketplace.
3. Name a time when your advice to management led to an improvement in your company or otherwise helped your employer.
4. Share an experience you had in dealing with a difficult person and how you handled the situation.
5. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.)
6. Tell me how you organize, plan, and prioritize your work.
7. What are some long-range objectives that you developed in your last job? What did you do to achieve them?
8. Share an experience when you applied new technology or information in your job. How did it help your company?
9. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
10. Would you consider analyzing data or information a strength? How so?
11. Share an effective approach to working with a large amount of information/data. How has your approach affected your company?
12. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?
13. 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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14. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)
15. Provide an example when your ethics were tested.
16. Share an experience in which your ability to consider the costs or benefits of a potential action helped you choose the most appropriate action.
17. What state are your reports in? What is one thing you would like to improve?
18. Share an experience in which your attention to detail and thoroughness had an impact on your last company.
19. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?
20. Please share an experience in which you presented to a group. What was the situation and how did it go?
21. 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.)
22. 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?
23. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
24. 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.)
25. Provide an example of when you were persistent in the face of obstacles.
26. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed?

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27. Provide an experience in which your analysis of a competitor's prices and methods benefited your company.

28. Describe the methods you use to accurately identify potential markets and factors affecting product demand.

29. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task.

30. Provide a time when you dealt calmly and effectively with a high-stress situation.