

## Area Field Person Interview Questions

1. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?
2. Tell me about your last experience preparing purchase orders, soliciting bid proposals, and/or reviewing requisitions for goods/services.
3. What is the most challenging part of budgeting for you?
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. Share an experience when you applied new technology or information in your job. How did it help your company?
8. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
9. Share an effective approach to working with a large amount of information/data. How has your approach affected your company?
10. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?
11. Share an experience in which your ability to consider the costs or benefits of a potential action helped you choose the most appropriate action.
12. Share an experience in which your understanding of a current or upcoming problem helped your company to respond to the problem.
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. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)
16. In your experience, what is the key to developing a good team? (Look for how they build mutual trust, respect, and cooperation.)
17. What is the key to a successful budget?
18. 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.
19. Would you consider analyzing data or information a strength? How so?
20. Tell me about the last time you monitored or reviewed information and detected a problem. How did you respond?
21. Give me an example of when you thought outside of the box. How did it help your employer?
22. Provide an example when your ethics were tested.
23. 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?
24. 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?
25. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior.
26. 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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27. 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.)

28. Describe methods you use to examine and learn about products, services, and prices.

29. Provide an example of a time when you successfully organized a diverse group of people to accomplish a task.

30. Share an experience in which your attention to detail and thoroughness had an impact on your last company.