| 1. What is the most challenging part of budgeting for you?  |
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|   |
| 2. Name a time when your advice to management led to an improvement in your company or otherwise helped       |
| your employer.  |
|   |
| 3. 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?  |
|   |
| 4. Provide an example of when you set expectations and monitored the performance of subordinates. What        |
| guidance and direction did you find most effective?   |
|   |
| 5. Describe an experience in which you identified the educational needs of your students and successfully     |
| developed a way to teach/train them.  |
|   |
| 6. In your experience, what is the key to developing a good team? (Look for how they build mutual trust,      |
| respect, and cooperation.)  |
|   |
| 7. Provide an example of a time when you successfully organized a diverse group of people to accomplish a     |
| task.   |
|   |
| 8. Share an experience you had in dealing with a difficult person and how you handled the situation.          |
|   |
| 9. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the |
| candidate has open lines of communication.)   |
|   |
| 10. Tell me how you organize, plan, and prioritize your work.   |
|   |
| 11. What are some long-range objectives that you developed in your last job? What did you do to achieve       |
| them?   |
|   |
| 12. Share an experience when you applied new technology or information in your job. How did it help your      |
| company?  |
|   |
| 13. Give me an example of when you thought outside of the box. How did it help your employer?                 |

| 14. 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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| 15. Would you consider analyzing data or information a strength? How so?   |
|  |
| 16. 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? |
|  |
| 17. Share an effective approach to working with a large amount of information/data. How has your approach affected your company?   |
|  |
| 18. Tell me about the last time you monitored or reviewed information and detected a problem. How did you respond?   |
|  |
| 19. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?                                    |
|  |
| 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 you identified strengths and weaknesses of alternative solutions to problems. What was the impact?  |
|  |
| 22. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)   |
|  |
| 23. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?   |
|  |
| 24. 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? |
|  |
| 25. 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?             |

| 26. Provide an example when your ethics were tested.   |
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| 27. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the                             |
| candidate is dependable.)  |
|  |
| 28. Please share an experience in which you presented to a group. What was the situation and how did it go?                            |
|  |
| 29. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change?                                  |
| (Make sure the candidate is flexible.)   |
|  |
| 30. Please share an experience in which you successfully taught a difficult principle or concept. How were you                         |
| able to be successful?   |
|  |
| 31. Share an experience in which you successfully coordinated with others. How about a coordination effort that was not as successful? |
| that was not as successful?  |
|  |
| 32. Share an experience in which your attention to detail and thoroughness had an impact on your last company.                         |
|  |
| 33. Share an experience in which you successfully planned and coordinated activity on a project, adhering to                           |
| project plans.   |
|  |
| 34. Share an experience in which your ability to consider the costs or benefits of a potential action helped you                       |
| choose the most appropriate action.  |
|  |
| 35. 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.)   |
|  |
| 36. Share an experience in which your diligence of inspecting equipment, structures, or materials helped you                           |
| identify a problem or the cause of a problem.  |
|  |
| 37. Tell me about the last time you oversaw the work of someone else. How did you effectively motivate,                                |
| develop, and direct the worker(s)?   |

| 38. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges  |
|--|
| and results?   |
|  |
| 39. Provide an example when you were able to prevent a problem because you foresaw the reaction of another     |
| person.  |
|  |
| 40. Share an experience in which your understanding of a current or upcoming problem helped your company       |
| to respond to the problem.   |
|  |
| 41. Tell me about a time when you developed your own way of doing things or were self-motivated to finish      |
| an important task.   |
|  |
| 42. What backup, security, and user help systems are you familiar with? Share an experience in which you       |
| successfully managed one of these systems.   |
|  |
| 43. Provide an experience in which you were sensitive to somone's needs or feelings. How did your              |
| helpfulness affect your work environment?  |
|  |
| 44. Share an experience in which your willingness to lead or offer an opinion helped your company.             |
|  |
| 45. Tell me about the last organizational goals, policies, or procedures which you developed and/or            |
| interpreted.   |
|  |
| 46. Provide an experience in which you successfully developed computer information resources, including        |
| data security and control, strategic computing, and disaster recovery.   |
|  |
| 47. Name a time when your creativity or alternative thinking solved a problem in your workplace.               |
|  |
| 48. Name a time when your patience was tested. How did you keep your emotions in check?                        |
|  |
| 49. 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.)  |

| 50. What are some strategies you use to be aware of technological advances?                                   |
|---|
|   |
| 51. Share an experience in which you were able to assess computing needs and system requirements by           |
| consulting with users, management, vendors, and technichians. How did this help you to meet those needs?      |
|   |
| 52. Share an example of when you established and accomplished a goal that was personally challenging. What    |
| helped you succeed?   |
|   |
| 53. Provide and experience in which you met with a department head, manager, supervisor, vendor, etc. to      |
| solicit cooperation or resolve a problem.   |
|   |
| 54. Tell me about the last time you provided technical support for user.                                      |
|   |
| 55. 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.)                                   |
|   |
| 56. Tell me about your last experience recruiting, hiring, training, or supervising staff.                    |
|   |
| 57. What have you found is the best way to assign and review the work of programmers and other employees?     |
|   |
| 58. Share an experience in which your direction of the daily operations of a department, including analyzing  |
| workflow, establishing priorities, developing standards, and setting deadlines, helped your company.          |
|   |
| 59. Tell me about a system chart or program which you approved prior to implementation and about a system     |
| chart or program which you rejected. What were the differences between the two charts/programs?               |
|   |
| 60. Provide an experience in which you successfully controlled an operational budget.                         |
|   |
| 61. Explain a data processing proposal you evaluated recently, which helped you to assess the feasibility and |
| requirements of a project.  |
|   |
| 62. Please share an experience in which you recommend an improvement in the technology of your                |
| organization, which helped your company.  |

| 63. Tell me about the last operational or project progress report you prepared or reviewed.                   |
|---|
|   |
| 64. Provide a time when you dealt calmly and effectively with a high-stress situation.                        |
|   |
| 65. 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.  |
|   |
| 66. Provide an experience in which your ability to actively find ways to help people improved your company    |
| or your own work ethic.   |
|   |
| 67. Describe a time when you successfully persuaded another person to change his/her way of thinking or       |
| behavior.   |
|   |
| 68. Provide an example of when you were persistent in the face of obstacles.                                  |
|   |
| 69. 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.)                                       |
|   |
| 70. Describe a time when you successfully serviced, repaired, calibrated, or tested a device that operates    |
| mainly by electronic principles.  |
|   |
| 71. What is the key to a successful budget?   |
|   |
| 72. 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.)  |
|   |
| 73. Describe a time when you successfully provided personal assistance to a coworker or patron.               |
|   |
| 74. Tell me about a time when you successfully determined the cause of an operating error at your company     |
| and solved the problem.   |
|   |
| 75. Share an experience in which you conducted a test of a product, service, or process and successfully      |
| improved the quality or performance.  |

| 76. What is the key to success when communicating with the public.  |
|---|
|   |
| 77. Tell me about some of your most recent computer programming projects.                                       |
|   |
| 78. Describe a time when you successfully serviced, repaired, or tested a machine or device that operates       |
| mainly by mechanical principles.  |
|   |
| 79. Provide an example of a project you worked on that demonstrates your programming abilities. What was        |
| your role in the project?   |
|   |
| 80. 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?   |
|   |