

Are you looking for a permanent or temporary job? See page 205.

Are you married? See page 190.

Are you willing to go where the company sends you? See page 136.

Are you willing to take calculated risks when necessary? See page 177.

Can we check your references? See page 144.

Can you give me an example that didn't work out so well? See page 166.

Can you take instructions without feeling upset or hurt? See page 206.

Can you work under pressure? See pages, 141, 173.

Define cooperation. See page 160.

Describe a difficult problem you've had to deal with. See page 143.

Describe a situation where your work or an idea was criticized. See page 151.

Describe how your job relates to the overall goals of your department and company. See page 136.

Do you consider yourself a natural leader or a born follower? See page 157.

Do you have a degree? See page 77.

Do you have any questions? See page 148.

Do you like routine tasks/regular hours? See page 206.

Do you make your opinions known when you disagree with the views of your supervisor? See page 156.

Do you pay attention to detail? See page 169.

Do you plan to have children? See page 190.

Do you prefer working with others or alone? See page 156.

Do you think grades should be considered by first employers? See page 208.

Do you think people in your occupation should be paid more? See page 229.

Explain your role as a group or team member. See page 156.

Give me an example of a method of working you have used. See page 165.

Have you done the best work you are capable of doing? See page 138.

Have you ever been asked to resign? See page 149.

Have you ever been fired? See page 145.

Have you ever been refused a salary increase? See page 226.

Have you ever had any financial difficulties? See page 179.

Have you ever had difficulties getting along with others? See page 207.

Have you successfully worked with a difficult person? See page 185.

How did you get your last job? See page 185.

How did you get your summer jobs? See page 203.

How did you pay for college? See page 205.

How did your boss get the best out of you? See page 155.

How do you feel about your progress to date? See page 138.

How do you get along with different kinds of people? See page 152.

How do you handle rejection? See page 180.

How do you handle tension? See page 145.

- How do you interact with people at different levels? See page 164.*
- How do you manage to interview while still employed? See page 158.*
- How do you organize and plan for major projects? See page 140.*
- How do you take direction? See page 150.*
- How does this job compare with others you have applied for? See page 148.*
- How have you benefited from your disappointments? See page 166.*
- How interested are you in sports? See page 155.*
- How long have you been looking for another position? See page 145.*
- How long would it take you to make a contribution to our company? See page 139.*
- How long would you stay with the company? See page 138.*
- How many hours a week do you find it necessary to work to get your job done? See page 140.*
- How many other jobs have you applied for? See page 148.*
- How much are you looking for? See page 227.*
- How much are you making? See pages 75, 225.*
- How much do you need to support your family? See page 226.*
- How much do you want? See pages 75, 227.*
- How much experience do you have? See page 77.*
- How much will it take to get you? See page 227.*
- How old are you? See page 189.*
- How well do you feel your boss rated your job performance? See page 154.*
- How will you be able to cope with a change in environment? See page 178.*
- How would you define a conducive work atmosphere? See page 156.*
- How would you define your profession? See page 178.*
- How would you evaluate me as an interviewer? See page 185.*
- I'd be interested to hear about some things you learned in school that could be used on the job. See page 205.*
- [Illegal interview questions] See pages 188–190.*
- I'm not sure you're suitable for the job. See page 186.*
- In hindsight, what have you done that was a little harebrained? See page 160.*
- In what areas do you feel your supervisor could have done a better job? See page 154.*
- In what ways has your job changed since you originally joined the company? See page 148.*
- In what ways has your job prepared you to take on greater responsibility? See page 147.*
- In your last job, how did you plan to interview? See page 165.*
- In your last job, what were some of the things you spent most of your time on, and why? See page 147.*
- People from your school or major never work out here. What makes you different? See page 205.*
- Rate yourself on a scale of one to ten. See page 152.*
- See this pen I'm holding? Sell it to me. See page 177.*
- Tell me about a time when you experienced pressure on the job. See page 173.*
- Tell me about a time when you put your foot in your mouth. See page 181.*
- Tell me about an event that really challenged you. See page 164.*
- Tell me about the last time you felt anger on the job. See page 153.*
- Tell me about the problems you have living within your means. See page 176.*
- Tell me about yourself. See page 152.*
- Tell me a story. See page 159.*
- Tell me how you moved up through the organization. See page 140.*
- Tell me why you have been with one company so long without any appreciable increase in rank or salary. See page 176.*
- Were you ever dismissed from your job for a reason that seemed unjustified? See page 147.*
- What area of your skills or development do you want to improve at this time? See page 176.*
- What are some of the problems you encounter in doing your job? See page 183.*
- What are some of the things about which you and your supervisor disagreed? See page 154.*

What are some of the things that bother you? See page 153.

What are some of the things you find difficult to do? See page 184.

What are some of the things your supervisor did that you disliked? See page 154.

What are the broad responsibilities of a _____? See page 136.

What are the reasons for your success in this profession? See page 134.

What are you looking for in your next job? See page 142.

What are you making now? See page 225.

What are your biggest accomplishments? See page 140.

What are your future vocational plans? See page 204.

What are your outstanding qualities? See page 141.

What are your pet hates? See page 153.

What are your qualifications? See page 139.

What are your salary requirements? See page 227.

What aspects of your job do you consider most crucial? See page 136.

What can you do for us that someone else cannot do? See page 142.

What college did you attend, and why did you choose it? See page 204.

What did you dislike about your last job? See page 137.

What did you like about your last job? See page 137.

What difficulties do you have tolerating people with different backgrounds and interests than yours? See page 160.

What do you feel is a satisfactory attendance record? See page 183.

What do you hope to be earning two to five years from now? See page 228.

What do you know about our company? See page 208.

What do you think determines progress in a good company? See page 208.

What do you think of your current or last boss? See page 151.

What have you done that shows initiative and willingness to work? See page 206.

What have you done that shows initiative? See page 154.

What have you learned from jobs you have held? See page 138.

What have your other jobs taught you? See page 159.

What interests you least about this job? See page 182.

What interests you most about this job? See page 141.

What is an adequate reward for your efforts? See page 224.

What is the least relevant job you have held? See page 137.

What is the most difficult situation you have faced? See page 153.

What is the worst thing you have heard about our company? See page 178.

What is your current salary? See page 225.

What is your energy level like? Describe a typical day. See page 135.

What is your general impression of your last company? See page 183.

What is your greatest strength? See page 141.

What is your greatest weakness? See page 174.

What is your salary history? See page 225.

What kind of decisions are most difficult for you? See page 175.

What kind of experience do you have for this job? See page 135.

What kind of people do you find it difficult to work with? See page 185.

What kind of people do you like to work with? See page 184.

What kind of salary are you worth? See page 228.

What kind of things do you worry about? See page 153.

What levels are you most comfortable with? See page 164.

What makes this job different from your current or last one? See page 148.

What personal characteristics are necessary for success in your field? See page 156.

What qualifications do you have that will make you successful in this field? See page 207.

What religion do you practice? See page 189.

What type of decisions did you make on your last job? See page 144.

What type of position are you interested in? See page 207.

What was the last book you read? How did it affect you? See page 144.

What was the last movie you saw? How did it affect you? See page 144.

What was there about your last company that you didn't particularly like or agree with? See page 182.

What was your salary progress on your last job? See page 225.

What were some of the minuses on your last job? See page 184.

What were you making on your last job? See page 225.

What would you do when you have a decision to make and no procedure exists? See page 166.

What would you like to be doing five years from now? See page 139.

What would you say about a supervisor who was unfair or difficult to work with? See page 157.

What would you say if I told you your presentation was lousy? See page 187.

What would your references say? See page 143.

What's your idea of how industry works? See page 207.

When do you expect a promotion? See page 159.

When you joined your last company and met the group for the first time, how did you feel? See page 165.

Which of the jobs you have held have you liked least? See page 204.

Who else have you applied to? See page 148.

Why aren't you earning more at your age? See page 178.

Why did you leave your last job? See page 182.

Why do you feel you are a better _____ than some of your coworkers? See page 158.

Why do you think you would like this type of work? See page 207.

Why do you want to leave your current job? See page 182.

Why do you want to work here? See page 135.

Why have you changed jobs so frequently? See page 181.

Why should I hire an outsider when I could fill the job with someone inside the company? See page 179.

Why should I hire you? See page 142.

Why were you fired? See page 146.

Why were you out of work for so long? See page 180.

With hindsight, how could you have improved your progress? See page 175.

Would you be willing to take a drug test as a condition of employment? See page 243.

Would you like to have your boss's job? See page 151.

Wouldn't you feel better off with another firm? See page 187.

You have a doctor's appointment that conflicts with an emergency meeting. What do you do? See page 158.

You have been given a project that requires you to interact with different levels within the company. How do you do this?

See page 164.