



Behavioral Interviewing Questions

CLOSING:

Moves others to a decision; asks for action.

1. Describe a situation in which you used persuasion to successfully convince someone to see things your way.
2. Describe a situation where you asked the customer for an order.
3. When a sale is stalled, what actions do you take?
4. Give me an example of a time when you were coaching an employee for improvement and determined the need to move to termination.
5. Give me an example of a time when a meeting went off track. What did you do to get it back on track?
6. What have you found to be effective strategies to close a sale?

