



# Behavioral Interviewing Questions

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## FINANCIAL KNOWLEDGE:

**Understands how organizations make money and the impact of his/her own role; connects how it can impact profit and loss; exercises sound judgment in decision-making regarding expenditures.**

1. Describe your experience with both short- and long-range financial planning.
2. What are the major factors impacting your business?
3. How does your company make money? What are some of the variables that need to be aligned for this to happen?
4. What impacts your profits the most? Your losses?
5. What process do you use to make sure that you are making sound judgments in decision making regarding expenditures?
6. To what financial metrics are you held accountable? Why and how are they measured?

