



Behavioral Interviewing Questions

INFLUENCING:

Presents information in a way that causes others to listen, considers alternate forms of accomplishing goals, and takes action to achieve goals.

1. Describe a successful situation in which you persuaded others to follow your lead or accept your suggestion. Why do you think you were effective?
2. How do you influence your team to achieve the desired results?
3. What are the two or three characteristics of your communication or leadership style that allow you to positively influence others?

