



# Behavioral Interviewing Questions

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## NEGOTIATING:

**Works to identify and understand interests of all parties. Determines major objectives to be accomplished. Aims for best solution through collaboration and/or compromise. Balances desire to meet own needs with desire to maintain relationships.**

1. How does negotiation play into your everyday work? Provide examples.
2. How do you compromise in negotiations? Give an example of when this was effective.
3. Describe your labor relations negotiating/bargaining experience.
4. What makes an effective negotiator?
5. When don't you negotiate? Why?

