



# Behavioral Interviewing Questions

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## STRATEGIC SKILLS:

**Focuses on the big picture to identify trends and create opportunities.**

1. Describe a time you were part of a team that was developing a strategy.
2. Talk about a time you were implementing a strategy and had to revise it or change direction.
3. What is the most strategic program you have implemented during the past 12 months?
4. How do you use data in your strategic planning?
5. What are two strategic forces impacting your industry? How do you address these in your role?
6. How do you go about identifying opportunities and roadblocks?
7. With regards to your current organization, what are two or three unique business differentiators that shape \_\_\_\_\_ (fill in the blank, i.e., marketing, HR, engineering, finance).

