

## Effective Interview Questioning

If you don't know what it is you are looking for in a candidate, you'll never know when you've found it. Relying less on a "gut instinct" and more on factual information can help ensure a positive match. What are the primary abilities and characteristics you need for successful performance in this role? What questions will you ask throughout the interview to assess those abilities and characteristics?

### Possible Competencies:

Strategic Thinking	Work Effectiveness	Leadership Skills
Dependability/Reliability	Administrative Skills	Sales Abilities
Customer Service Skills	Technical Abilities	Interpersonal Abilities
Adaptability	Stress Tolerance	Problem Solving
Self-Responsibility	Live Sales Presentations	Flexible Travel Schedule

Core Competency Needed (Be as Specific and Measurable as Possible):	Questions to ask regarding this competency: