

Common Interview Questions – Major Specific

Common Interview Questions - Management

Management General:

- When do you seek advice from others when making decisions?
- What kind of work culture do you think increases moral and employee motivation?
- How do you communicate expectations to team members?
- How do you formulate plans when working on projects?
- How do you delegate tasks to your team members?
- What is the process you typically follow to make decisions?

Business Analytics:

- What is the difference between a functional requirement and a system requirement?
- Describe the different parts of an SQL statement.
- Explain/define "Weighted Average."
- How would you deal with a stakeholder who was insisting that a complex process would be the ideal solution to an existing problem?
- Why did you choose to study business analytics? What made you passionate about the field?

Human Resources:

- When you have an overwhelming amount of work due by the end of the day, and there is no way to get it all done, how do you manage your time?
- Describe your ideal work environment.
- Tell me about a time where you were forced to make a tough decision and how did you handle the outcome?
- How would you address an unethical situation?
- Tell me about a time when you did not follow policy or had to deviate from policy.
- What do you believe is the role of the HR department in relation to the mission, vision, and strategies of the business?
- Based on your knowledge of our company, what kind of perspective or value do you think our HR department strives to bring to the company and how do you fit into this idea?

Project Management:

- How do you handle a team member who isn't productive?
- How do you go about planning a schedule for a project?
- How do you monitor and manage risks when working on a project?
- Describe all the steps involved from the time of project initiation to project completion.
- How do you ensure your team stays on track to meet project deadlines?
- How should a project manager communicate a failure to their team?

Common Interview Questions - International Business

International Business Specific:

- What appeals to you about International Business?
- Tell me about your international experiences and how they can benefit the company?
- Tell me about a time you had to deal with a language barrier. How did you overcome it?
- Has there ever been a time where you had to adapt to a new environment? How did you handle the transition?
- Based on feedback from others, what do you consider to be your most important developmental needs?
- How up to date are you on international news and trends?

Common Interview Questions - Entrepreneurship

Entrepreneurship Specific:

- How can you make the company better?
- What is the toughest decision you had to make in the last few months?
- What concerns do you have about our company?
- Tell me about a time you had a multitude of work. How did you get through this?
- What were you doing the last time you looked at a clock and realized you had lost track of time?
- Describe a time you felt you were right, but you still had to follow rules and guidelines?
- What business would you like to start?
- What would you do with unlimited resources?

Common Interview Questions - Finance

Finance Specific:

- If you could only pick one, what stock would you pick and why?
- If you were making a decision about a loan, what elements would you consider?
- What information/model would you need to produce an annual forecasting report?
- What do you know about our company, our competition, and our industry as a whole?
- How would you rate your proficiency with Excel?
- What is important to consider when reaching a decision on an investment?
- Describe the process you use to create financial analysis reports.
- Explain the 2 financial models you are most familiar with.
- How do you go about persuading others to your point of view?
- How have you had to adapt to work effectively as part of a team?
- Describe a tough financial analysis problem you faced recently.
- What are the biggest challenges and opportunities that the finance professional faces today?

Common Interview Questions - Economics

Economics Specific:

- How do you value a currency?
- How is inflation adjusted for in trend analysis to make different years comparable?
- What is the multiplier effect and how is it related to the GDP of a country?
- What is an example of a perfectly inelastic good, and why is it such?
- Which global trends will shape the world economy in the next ten years?
- How would you ensure that you effectively communicate economic data to your audience?

Common Interview Questions - Economic Consulting

Economic Consulting Specific:

- What factors can you think of that would determine the price of a can of soda?
- From the perspective of the consumer, do you think a merger can be beneficial, harmful, or both? Why?
- You are conducting analysis on whether two companies are colluding and price-fixing. What types of data would you gather? What types of analysis?
- Tell me about your thesis, an economic project that you undertook, or an economics concept in a way such that I would not need to know anything about economics to understand what you did.
- Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
- Share an experience in which you effectively taught theories, principles, and methods of economics. What techniques did you find most effective?
- Share an effective method you have used to compile, analyze, and report data to explain economic phenomena and forecast market trends. How did you apply mathematical models and statistical techniques?

Common Interview Questions - Accounting

Accounting Specific:

- What is your experience with accounting applications?
- Walk me through a financial statement.
- How can you explain the basic accounting equation?
- Name a few important financial ratios. How are they calculated and what do they tell you about the company's financial position?
- I buy a piece of equipment. Walk me through the impact on the first three financial statements.
- How do you minimize the risk for errors in your work?
- If I had only one statement and wanted to review the overall health of a company, which statement would I use and why?
- What are three examples of common budgeting methods?

Common Interview Questions - Marketing

Marketing General:

- Why are you interested in marketing?
- How familiar are you with our target market?
- What marketing strategies would you consider using for our product?
- Can you describe a marketing project that you successfully planned and executed?
- Are you familiar with any marketing software or programs?
- Can you provide an example of when you had to use your creativity and resourcefulness to meet a difficult challenge?
- Tell me about your personal brand.

Supply Chain:

- Tell about a time that you found a way to improve a process. How did you do it? What impact did this have?
- How have you used presentation skills to sell your ideas?
- Have you ever worked with contracts? Explain your experience.
- How would you build relationships with suppliers here and abroad?
- What is the most important part of planning and inventory management?
- What experience do you have working with suppliers from overseas firms?

Sales:

- What is your approach to handling customer objections?
- What role does social media play in your selling process?
- How do you research prospects before a call or meeting? What information do you look for?
- If you were hired for this position, what would you do in your first month?
- What do you think our company/sales organization could do better?
- When do you stop pursuing a client?
- Sell me something.
- Explain the steps you take, from the beginning of the sales process to the end.

Digital Marketing:

- What digital marketing trends do you see dominating the landscape soon?
- How do you stay current with trends?
- What are some digital marketing tools you have experience with?
- What are some of your favorite marketing tools and platforms?
- What types of content make up an effective digital marketing campaign?