

**Interview Questions Answers** 

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## **About Interview Questions Answers**

**Interview Questions Answers . ORG** is an interview preparation guide of thousands of Job Interview Questions And Answers, Job Interviews are always stressful even for job seekers who have gone on countless interviews. The best way to reduce the stress is to be prepared for your job interview. Take the time to review the standard interview questions you will most likely be asked. These interview questions and answers on First BanCorp will help you strengthen your technical skills, prepare for the interviews and quickly revise the concepts.

If you find any **question or answer** is incorrect or incomplete then you can **submit your question or answer** directly with out any registration or login at our website. You just need to visit <u>First BanCorp Interview Questions And Answers</u> to add your answer click on the *Submit Your Answer* links on the website; with each question to post your answer, if you want to ask any question then you will have a link *Submit Your Question*; that's will add your question in First BanCorp category. To ensure quality, each submission is checked by our team, before it becomes live. This <u>First BanCorp Interview</u> preparation PDF was generated at **Wednesday 29th November, 2023** 

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Best Of Luck.

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## Question - 1:

What motivates you?

#### Ans:

I've always been motivated by the challenge - in my last role, I was responsible for training our new recruits and having a 100% success rate in passing scores. I know that this job is very fast-paced and I'm more than up for the challenge. In fact, I thrive on it.

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#### Question - 2:

Would you like doing repetitive work?

#### Ans:

Why not, I am not only doing a repetitive work but also earning but also getting a good salary by the company In First BanCorp. And second thing is interesting in the life till we are not interested.

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## Question - 3:

Did you get on well with your last manager?

## Ans:

A dreaded question for many! When answering this question never give a negative answer. "I did not get on with my manager" or "The management did not run the business well" will show you in a negative light and reduce your chance of a job offer. Answer the question positively, emphasizing that you have been looking for a career progression. Start by telling the interviewer what you gained from your last job In First BanCorp

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## Question - 4:

Explain a time when you did not get along with your coworker?

## Ans:

I used to lock heads with a fellows. We disagreed over a lot of things - from the care of civilians to who got what shifts to how to speak with a victim's family. Our personalities just didn't mesh. After three months of arguing, I pulled her aside and asked her to lunch. At lunch, we talked about our differences and why we weren't getting along. It turns out, it was all about communication. We communicated differently and once we knew that, we began to work well together. I really believe that talking a problem through with someone can help solve any issue.

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## Question - 5:

How do you deal with pressure or stressful situations?

## Ans:

Choose an answer that shows that you can meet a stressful situation head-on in a productive, positive manner and let nothing stop you from accomplishing your goals. A great approach is to talk through your go-to stress-reduction tactics (making the world's greatest to-do list, stopping to take 10 deep breaths), and then share an example of a stressful situation you navigated with ease.

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## Question - 6:

How well do you know this industry?

## Ans:

Two things businesses need to pay attention to in their industries are what their competition is doing and the customers. You may not always agree with your competitors but it is important to be aware of what changes they are making. Very well. I have been in the industry for over 6 years.

#### Question - 7:

How would you be an asset to us In First BanCorp?

#### Ane-

Think again about the job specification and the skills needed for this role In First BanCorp. Have a paragraph prepared highlighting how you will be able to do the job and what you can bring to the team. It goes without saying that this paragraph should be positive.

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## Question - 8:

Suppose there are three light switches outside a room. Inside is a single light bulb, controlled by one of the three switches. You need to determine which switch operates the bulb. You can turn the switches on and off as many times as you wish (they are all off to begin with), but may only enter the room once. There is no one there to help you. The door to the room is closed, and there are no windows, so you cannot see inside. How can you discover which switch operates the bulb?

#### Ans:

Do the following steps:

- \* 1. Turn ON two switches, and leave one OFF.
- \* 2. Wait a few minutes.
- \* 3. Turn one switch from ON to OFF. One is now ON and two are OFF
- \* 4. Enter the room. If the light is ON, it is controlled by the switch you left ON. If the light bulb is OFF, touch it. If it is warm it is controlled by the switch you turned ON and OFF. If it is cold, it is controlled by the switch you never turned on.

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## Question - 9:

What are your salary requirements In First BanCorp?

#### Ans:

The #1 rule of answering this question is doing your research on what you should be paid by using site like Global Guideline. You'll likely come up with a range, and we recommend stating the highest number in that range that applies, based on your experience, education, and skills. Then, make sure the hiring manager knows that you're flexible. You're communicating that you know your skills are valuable, but that you want the job and are willing to negotiate.

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## Question - 10:

What do you already know about our company?

#### Ans:

Good reputation of a large home grown company that has various departments and product

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## Question - 11:

What have you done to reduce costs, increase revenue, or save time?

## Ans:

Even if your only experience is an internship, you have likely created or streamlined a process that has contributed to the earning potential or efficiency of the practice. Choose at least one suitable example and explain how you got the idea, how you implemented the plan, and the benefits to the practice.

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## Question - 12:

Why were you fired?

## Ans:

OK, if you get the admittedly much tougher follow-up question as to why you were let go (and the truth isn't exactly pretty), your best bet is to be honest (the job-seeking world is small, after all). But it doesn't have to be a deal-breaker. Share how you've grown and how you approach your job and life now as a result. If you can position the learning experience as an advantage for this next job, even better.

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## Question - 13:

Do you have good computer skills?

## Ans:

It is becoming increasingly important for medical assistants to be knowledgeable about computers. If you are a long-time computer user with experience with different software applications, mention it. It is also a good idea to mention any other computer skills you have, such as a high typing rate, website creation, and more.

View All Answers

## Question - 14:

How do you handle stressful situations?

## Ans:

By remaining calm, weighing out all my options and executing a plan to get the situation resolve .

View All Answers

## Question - 15:

How many square feet of pizza are eaten in the United States each month?

#### Ans:

This is a classic guesstimate question where you need to think aloud. And so first off you round the U.S. population to 300 million people (it's actually about 315 million but rounding will be much easier and your interviewer will not score you lower for rounding). Then estimate how many people eat pizza. A decent educated guess is two out of every three people, or 200 million. Now let's say the average pizza-eating person eats pizza twice a month, and eats two slices at a time. That's four slices a month. If the average slice of pizza is perhaps six inches at the base and 10 inches long, then the slice is 30 square inches of pizza. So, four pizza slices would be 120 square inches (30 times 4).

Since one square foot equals 144 square inches (12 times 12), let's assume that each person who eats pizza eats one square foot per month. Since there are 200 million pizza-eating Americans, 200 million square feet of pizza are consumed in the U.S. each month. To summarize: 300 million people in America, 200 million eat pizza, average slice of pizza is six inches at the base and 10 inches long or 30 square inches, average American eats four slices of pizza a month, four pieces times 30 square inches equals 120 square inches (one square foot is 144 square inches), so let's assume one square foot per person, and thus one square foot times 200 million people equals 200 million square feet of pizza a month.

View All Answers

#### Question - 16:

How much do you expect to get paid In First BanCorp?

#### Anc.

For this be prepared and research salary to find out what similar positions are paying in your area before you go to the interview. Try to find this information out before giving your salary expectations. You can and should provide a range instead of an exact number. But again, don't say any numbers you're not comfortable with because if the employer offers you a salary at the lowest end of your range, you don't have much to negotiate with when it comes to getting a higher salary.

View All Answers

## Question - 17:

How would you motivate your team members to produce the best possible results?

#### Ans:

Trying to create competitive atmosphere, trying to motivate the team as a whole, organizing team building activities, building good relationships amongst people.

View All Answers

#### Question - 18:

How would you rate your communication and interpersonal skills for this job In First BanCorp?

#### Ans:

These are important for support workers. But they differ from the communication skills of a CEO or a desktop support technician. Communication must be adapted to the special ways and needs of the clients. Workers must be able to not only understand and help their clients, but must project empathy and be a warm, humane presence in their lives.

View All Answers

## Question - 19:

Tell me something about your family background?

## Ans:

First, always feel proud while discussing about your family background. Just simple share the details with the things that how they influenced you to work in an airline field.

View All Answers

## Question - 20:

What is your biggest achievement?

## Ans:

Quality work to be is about doing work to the require or set standard, which is very important when it comes to warehouse operations.

View All Answers

## Question - 21:

What is your greatest weakness In First BanCorp? What are you doing to improve it?

## Δns:

I believe my biggest weakness In First BanCorp is wanting to help anyone I can help. What I mean is I am willing to take on task that are not my job. I want to learn all I can. However, that has helped me get promoted or even asked to help in times of need in other department. I have been know as the "go to person" when help is needed.

View All Answers

## Question - 22:

Where do you see yourself professionally five years from now In First BanCorp?

## Ans

Demonstrate both loyalty and ambition in the answer to this question. After sharing your personal ambition, it may be a good time to ask the interviewer if your ambitions match those of the company.

View All Answers

## Question - 23:

Why do you want to work In First BanCorp for this organisation?



#### Ans:

Being unfamiliar with the organisation will spoil your chances with 75% of interviewers, according to one survey, so take this chance to show you have done your preparation and know the company inside and out. You will now have the chance to demonstrate that you've done your research, so reply mentioning all the positive things you have found out about the organisation and its sector etc. This means you'll have an enjoyable work environment and stability of employment etc everything that brings out the best in you.

View All Answers

## Question - 24:

How do you keep each member of the team involved and motivated?

#### Δns·

Many managers mistakenly think that money is the prime motivator for their employees. However, according to surveys by several different companies, money is consistently ranked five or lower by most employees. So if money is not the best way to motivate your team, what is? Employees' three most important issues according to employees are:

- \* Respect
- \* A sense of accomplishment
- \* Recognition

View All Answers

#### Question - 25:

How do you think I rate as an interviewer?

#### Ane:

I think you did fine. I'm sure you've conducted a lot of interviews, and it's probably second nature for you now. Thanks for taking the time to meet with me today. I'm sure you have a lot of things you have to juggle every day.

I'd say you rate at least ten out of ten. The questions you asked seemed spot on. I can tell you guys are working hard to find the perfect applicant for the job. I'm glad I could meet with you.

View All Answers

## Question - 26:

What problems have you encountered at work?

#### Δns·

Wow, do we have problems! Where do I begin? Well, most of the problems are internal, just people not working well with each other. I have one person on our team who is a real problem, but it seems like management is afraid to do anything about it. So we all end up having to do extra work to cover for this person, who just doesn't work. We all say that he's retired in place. I think he's just holding on until retirement in a couple years. But he's a real problem. I complain about it--a lot--but nothing ever seems to get done. I've even written negative reviews about the person, hoping he will get canned, but it doesn't happen. I can't wait for him to retire.

View All Answers

## Question - 27:

What was the most important task you ever had?

## Thora are to

Ans:

There are two common answers to this question that do little to impress recruiters:

\* 'I got a 2.1'

\* 'I passed my driving test'

No matter how proud you are of these achievements, they don't say anything exciting about you. When you're going for a graduate job, having a degree is hardly going to make you stand out from the crowd and neither is having a driving licence, which is a requirement of many jobs.

View All Answers

## Question - 28:

What type of salary are you looking for?

## Ans

This can be a very tricky question as the individual asking it is probably digging for something other than a simple answer to the question. We recommend that you don't immediately respond to the question directly. Instead, say something like, "That a difficult question. What is range for this position?" More often than not the interviewer will tell you. If the interviewer insists on direct answer you may want say that it depends on the details of the job - then give a wide salary range.

View All Answers

## Question - 29:

How long do you want to work for us if we hire you?

## Ans:

Here being specific is probably not the best approach. You may consider responding, "I hope a very long time." Or "As long as we're both happy with my performance."

View All Answers

## Question - 30:

Did you consider yourself a team player?

## Ans

Of course you're a team player - who isn't. But a simple yes probably isn't the response the interviewer is looking for. Be ready to provide specific example of how you've worked as part of a cohesive team to get things accomplished and how you've focus on team performance rather than individual performance. Make sure not to

brag as this will make it appear as that you're more concerned about your own performance and accomplishments than those of the team.

View All Answers

## Question - 31:

Have you ever you have been in a position In First BanCorp where you've had to fire someone? How did you feel about that experience?

#### Ane:

Be very thoughtful about your answer. This is a very serious matter for most companies and requires a very serious answer. You need to express that you will do it when it is the right thing to do but you don't want to give the impression that you're callus to the process. Don't forget that firing is not the same as laying someone off - it typically is for the direct benefit of the company.

View All Answers

#### Question - 32:

Did the salary we offer attract you to this job?

#### Ans:

The interviewer could be asking you this question for a number of reasons. Obviously, the salary is an important factor to your interest in this job, but it should not be the overriding reason for your interest. A good answer to this question is, "The salary was very attractive, but the job itself is what was most attractive to me."

View All Answers

## Question - 33:

Why do you want to leave your current company In First BanCorp?

#### Ans:

Bad Answer: Complaining about or blaming their former job, boss or colleagues. Also, having no good reason.

Good answer: One that focuses on the positives about why the job they're applying for offers them better learning or career opportunities, chances for advancement, aligns more closely to their long term goals, or is a better fit for them.

View All Answers

#### Question - 34:

Tell me why do you want this job In First BanCorp?

#### Ans:

Bad Answer: No solid answer, answers that don't align with what the job actually offers, or uninspired answers that show your position is just another of the many jobs they're applying for.

Good answer: The candidate has clear reasons for wanting the job that show enthusiasm for the work and the position, and knowledge about the company and job.

View All Answer:

## Question - 35:

Top 13 Situational Interview Questions In First BanCorp:

## Ans:

Situational interviews In First BanCorp are similar to behavioral interview questions - but they are focused on the future, and ask hypothetical questions, whereas behavioral interview questions look at the past.

The advantage is that employers can put all candidates in the same hypothetical situations, and compare their answers.

- 1. What would you do if you made a strong recommendation in a meeting, but your colleagues decided against it?
- 2. How you would handle it if your team resisted a new idea or policy you introduced?
- 3. How would you handle it if the priorities for a project you were working on were suddenly changed?
- 4. What would you do if the work of an employee you managed didn't meet expectations?
- 5. What would you do if an important task was not up to standard, but the deadline to complete it had passed?
- 6. What steps would you take to make an important decision on the job In First BanCorp?
- 7. How would you handle a colleague you were unable to form a positive relationship with?
- 8. What would you do if you disagreed with the way a manager wanted you to handle a problem?
- 9. What would you do if you were assigned to work with a difficult client In First BanCorp?
- 10. What would you do if you worked hard on a solution to a problem, and your solution was criticized by your team?
- 11. How would you handle working closely with a colleague who was very different from you?
- 12. You're working on a key project that you can't complete, because you're waiting on work from a colleague. What do you do?
- 13. You realize that an early mistake in a project is going to put you behind deadline. What do you do?

View All Answers

## Question - 36:

You have a project due in one hour but a more important emergency that affects business needs to be fixed immediately, what do you do?

## Ans:

Focus on the issue that impacts the business most first.

View All Answers

## Question - 37:

You notice there are too many non productive internal meetings being held, what do you do?

## Ans

Reach out to your boss and let him know that first you value his leadership and organization but that you are being overwhelmed with the amount of non productive internal meetings.

## View All Answers

#### Question - 38:

You are not given the tools you need to be successful. How would you change that In First BanCorp?

#### Ans:

State a business case to your manager / leader as to why you need the tools and make the request for them.

View All Answers

#### Question - 39:

Tell me about a difficult decision you've made in the last year In First BanCorp?

#### Δns·

We all have difficult decisions in our lives. Show how you were able to arrive at it and then how you decisively acted.

View All Answers

## Question - 40:

Describe a time when you anticipated potential problems and developed preventive measures?

#### Ans:

The key here is to show that you were proactive. How did you find out about the potential problems? How did you address it quickly?

View All Answers

#### Question - 41:

What type of mentors do you seek out and why?

#### Ans:

Think of your top 3 mentors and what attributes they exhibit that you want to emulate. Common attributes include passion, desire, will, leadership, ability to influence others, intelligence.

View All Answers

## Question - 42:

What are three positive characteristics you wish you had?

## Ans:

The key here is to be honest about your wish list but then to describe how you plan on developing or growing those characteristics so that it becomes a reality. For example, I wish I had a stronger work ethic and I am reading a book right now about how to instill a better discipline around getting work done efficiently.

View All Answers

## Question - 43:

What is the most important lesson / skill you've learned from school?

## Ans:

Think of lessons learned in extra curricular activities, in classes that had a profound impact on your personal development. For example, I had to lead a team of 5 people on a school project and learned to get people with drastically different personalities to work together as a team to achieve our objective.

View All Answers

## Question - 44:

How do you feel about this company's vision?

## Ans:

First find out where the company envisions itself in 3-5 years. If you can't find the vision of the company, that's probably a big question mark on the company itself. Once you do, identify how those company's visions align to your personal values and goals and then articulate how tightly correlated that is to the interviewer. For example - this company wants to be the #1 provider of green technology in the world and I feel strongly about that vision because we've got a chance to collectively impact the world to become a greener society and save our clients at the same time!

View All Answers

## Question - 45:

What type of extracurricular activities are you a part of?

## Ans:

Discuss the clubs / activities you were in, share a personal story about why you enjoyed it and then describe how it's helped shape you to be who you are today. For example, I enjoyed rock climbing because it taught me the value of practicing hard at a sport to become skilled in it. I bring this same diligence to my work approach today as well.

View All Answers

## Question - 46:

How do you feel about giving back to the community?

## Ans:

Describe your charitable activities to showcase that community work is important to you. If you haven't done one yet, go to www.globalguideline.com - charitable

work is a great way to learn about other people and it's an important part of society - GET INVOLVED!

View All Answers

## Question - 47:

What are your thoughts on social media for this role?

#### Δns·

Without a doubt, social media is becoming more and more pervasive in our jobs. You should stress that social media is not appropriate for personal use at work. However, if the company embraces social media in certain departments (for example marketing), then you may want to discuss how you could use it for work (as long as it applies to your role).

View All Answers

## Question - 48:

How do you inspire others to be better?

#### Anc.

First, the key to inspiring others it to first understand what their goals and objectives are. Once you understand what people want, you can inspire them with a vision that aligns to what they care about. People generally care about having purpose, being successful (and being recognized for it), contributing in a meaningful way, and financial rewards (to a degree) and much more. Then once you understand what people set as goals, you can inspire them through 1:1 pep talks, a presentation to multiple people and so forth.

View All Answers

#### Question - 49:

How would you define success?

#### Δns.

Success is defined differently for everybody. Just make sure the parameters are defined by you with regards to work life balance, financial gain, career growth, achievements, creating meaningful work / products and so forth. If you can clearly articulate what it means to you that is a strong answer.

View All Answers

## Question - 50:

How do you act when you encounter competition?

#### Ans:

This question is designed to see if you can rise the occasion. You want to discuss how you are the type to battle competition strongly and then you need to cite an example if possible of your past work experience where you were able to do so.

View All Answers

## Question - 51:

Give me an example of when you competed hard and won?

## Ans:

You can reference many different areas here when discussing a story of where you won in competition: Work experience (ideal), sports, clubs, classes, projects.

View All Answers

## Question - 52:

How open are you to relocation?

## Ans:

If you're not, then say you're not. Don't lie about it just to get the job. There's no point if you won't move for the job anyway and lying is unethical. If you are open to relocation In First BanCorp, let them know which areas you'd be willing to relocate to.

View All Answers

## Question - 53:

What are your thoughts about working from home?

## Ans:

This is a new policy some companies are adopting. If the company you are interviewing for allows for it, then you should be thankful for the flexibility and convenience yet state that working from home is a privilege that you would honor. The key point you want to make is that you would still be able to focus and be just as productive working at home.

View All Answers

## Question - 54:

Give me an example of how you handled pressure at work In First BanCorp?

## Ans:

The company is looking to see if you can handle pressure well. Share with them an example where you were able to stay calm during a pressure filled situation (perhaps it was a deadline, or there was an emergency with a customer occurring). Discuss the situation, your reaction and steps you took to resolve it and the outcome.

#### Question - 55:

What techniques and tools do you use to keep yourself organized In First BanCorp?

#### Ane.

Utilizing a calendar, having a notebook with your "to do" list, focusing on your top 3 priorities each and every day, utilizing a systematic way of storing documents on your computer (like box.net)

View All Answers

## Question - 56:

If you had to choose one, would you consider yourself a big-picture person or a detail-oriented person?

#### Ans:

Both are important. You need to stress that. However, if you could only choose one, ask yourself In First BanCorp - do you like to be "in the weeds" with your work, or do you want to be the one painting the vision?

View All Answers

## Question - 57:

Was there a person in your career who really made a difference?

#### Ans:

If you can't think of one, you need to get a mentor QUICKLY! Mentors can come in the form of peers, family members, co-workers, management / leaders at a company and so on.

View All Answers

#### Question - 58:

What do you ultimately want to become?

#### Ans:

Do you want to be an entry level worker In First BanCorp? Do you want to be a leader? Do you want to be an entrepreneur? Do you want to be a philanthropist? Do you want to be in middle management? Ask yourself these questions to figure it out.

View All Answers

## Question - 59:

What are the qualities of a good leader In First BanCorp? A bad leader?

## Ans

A good leader provides constructive criticism, motivates and inspires, coaches the mentee to be successful with their set of skills, and encourages them to push themselves. A bad leader only cares about his/her own interests and does not look out for the success of his/her staff.

View All Answers

## Question - 60:

Do you think a leader should be feared or liked?

## Ans:

Liked. You want to work harder for people that inspire and motivate you. Fear only lasts for so long.

View All Answers

## Question - 61:

What kind of car do you drive?

## Ans:

The only time this might matter is if the job requires a certain type of car because of the responsibilities. For example, if you need to load a lot of construction materials into your car, you'll probably need a truck.

View All Answers

## Question - 62:

How would you go about establishing your credibility quickly In First BanCorp with the team?

## Ans:

Fully understand my responsibilities, work hard and exceed expectations, learn as much as possible, help others as much as possible, understand what my teammates' goals and needs are, be on time, and gain a mentor.

View All Answers

## Question - 63:

What do you see yourself doing within the first 30 days of this job?

## Ans

Typically the first 30 days are designed for you to learn as much as possible In First BanCorp. Work hard to get to know your teammates, how they work together, and how you can make the biggest impact.

### Question - 64:

Does your boss know you're here today?

#### Anc

Usually, you probably haven't told your boss for obvious reasons. So it's ok to say that they do not. You don't want to upset the balance at your current job after all and nothing is guaranteed in an interview. The interviewer should understand this stance.

View All Answers

## Question - 65:

How do you continue learning on a daily basis? Why is continuous improvement necessary In First BanCorp?

#### Ans:

You can learn on the job, through books and magazines, through social networks, blogs, seminars, mentors and so on. Continuous improvement is important because the one thing in life that is constant is change. And you have to continue to push yourself day in and day out to be the best.

View All Answers

## Question - 66:

Do you work better on a team, with just one partner, or alone?

#### Ans:

Ideally you can handle all three well, but you may have a personal preference for one or a few. The key is to make sure you understand what the job is looking for and to pair your answer with that (assuming it's true)

View All Answers

#### Question - 67:

How does your present position differ from past ones?

## Ans:

Describe the difference with regards to responsibilities, culture, team, career opportunity, and the work itself.

View All Answers

## Question - 68:

How did you become interested in this field/industry?

## Ans:

Describe how you've come to develop a passion or interest in this industry and use variables like "culture, people, vision, career development, and the work itself" to define your choice

View All Answers

## Question - 69:

Why did you select the University \_\_\_\_\_?

## Ans

Discuss the academic program, the extracurricular program(s), the school spirit, the quality of your peers, and the professors.

View All Answers

## Question - 70:

Are you aggressive?

## Ans:

If you are, describe it through a story / experience that you had. If you aren't, then explain why you're not. If the job role asks for you to be aggressive/not aggressive and you're the opposite of it, explain how you would develop that characteristic.

View All Answers

## Question - 71:

How will you approach learning this "new" job In First BanCorp?

## Ans:

Interview peers and leaders/managers, read industry news, practice the skill sets needed, absorb information on the job as much as possible.

View All Answers

## Question - 72:

Name five characteristics that describe you?

## Ans

Here are a few you could choose from:

Hard working, strong willed, persistent, intelligent, adept, amicable, friendly, collaborative, eager, humble.

View All Answers

## Question - 73:



Who has been an inspiration for you?

Cite your role models (possible examples could be your parents, people successful in the industry, world leaders, etc)

View All Answers

## Question - 74:

When was the last time something upset you at work? What did you do?

Almost everyone has an emotional moment related to work at some point - you're not alone. The key is to learn why you reacted that way and to focus not on the problem but HOW to resolve it. Another key component is to be aware of your emotional response so that you can learn to control it in the future in a calm way. View All Answers

## Question - 75:

How do you ensure all of your work gets accomplished in a productive manner?

The key is to prioritize what's important in your work and to stay organized to accomplish the tasks. A strong work ethic also helps.

View All Answers

## Question - 76:

Do you know anyone working with this organization?

## Ans:

if they t. It would be great if you did - then you could potentially use them as a referral if they thought highly of you.

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