

Executive International Business Job Interview Questions And Answers



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Executive International Business Interview Questions And Answers Guide.

Question - 1:

What Are You Reading?

Ans:

I ask candidates what books and blogs they are currently reading. Learning what someone reads provides you with great insight into his personality, passions and dreams.

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Question - 2:

How do you explain your job success?

Ans:

Be candid without sounding arrogant. Mention observations other people have made about your work strengths or talents.

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Question - 3:

Is Money the No. 1 Motivator?

Ans:

What salary would you pay yourself if you were me? I love this question because you can get an idea if they are only money-motivated, or if they're joining the team for the right reasons.

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Question - 4:

What Would You Change?

Ans:

What is the one thing you would change about the company if you could today? I love to ask this question to find out how much they've thought about my business. The answer isn't super important. What is important is that it is thoughtful.

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Question - 5:

What books and blogs are you currently reading?

Ans:

Learning what someone reads provides you with great insight into their personality, passions, and dreams.

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Question - 6:

How Would You Pitch Our Service?

Ans:

If you are hiring at the executive level, no matter the function, you need people you feel can represent the business as well as you do. Have them pitch the company to you as if you are in a sales meeting, and you'll get a sense as to whether you'll feel comfortable with them in an outside-facing role.

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Question - 7:

What brought you here?



Ans:

It helps me identify the journey and their sense of the situation from the get go. Most people who are trying to impress you will be more than happy to give you a syllabus of their credentials as to why. But the gems are usually the ones that answer with something simple and impactful like, "Let me show you why..."

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Question - 8:

What are your communication skills like?

Ans:

I generally like to question his or her communication skills. If someone's going to join my organization immediately in a senior role, they have to know how to effectively communicate with myself, their colleagues, and direct reports. This is a must if they're joining my company as an executive.

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Question - 9:

When did you have to resolve conflict among your subordinates?

Ans:

Conflict resolution is a valuable skill. With downsizing, mergers, and problems in corporate management, this could be your winning ticket. Put yourself in the interviewer's shoes to know what interpersonal issues are current stumbling blocks at the company. Then come up with an experience of your own that parallels the company's.

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Question - 10:

What Are We Doing That Resonates With You?

Ans:

What we do every day and what we try to accomplish for our customers is unique to other accounting companies out there. We are trying to change the value proposition of accounting for businesses in general -- so it is important for us to know our team is in the same boat. Besides being technically capable for their positions, we want to know that every team member sees the same vision we see.

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Question - 11:

Teach me something I don't already know?

Ans:

A good friend of mine informed me of a brilliant question that is asked from the top heads at Google during the hiring process. The candidate is asked some iteration of, "teach me something I don't already know." The candidate then has to quickly think of something unique on the spot to teach that will effectively portray their intellect and personality.

[View All Answers](#)

Question - 12:

What Inspires You? What Are Your Hobbies?

Ans:

In a startup, it's important to connect with people beyond their skills, and understand their drivers. We ask what inspires them in life -- a person, quote, book or mission. If they haven't thought about this, they lack a sense of depth we require in our employees to get behind our company mission. I also like to know their hobbies to truly get to know them as people, not just employees.

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Question - 13:

Where Do You See Yourself in One Year?

Ans:

Where to from here? Entrepreneurs are constantly a growing community, always looking for bigger and brighter days. Some are success-driven, others are money-driven and, for most, it's a little of everything. Understanding their vision will help determine where they will take the company a year from now to get themselves to where they want to be (similar to a dream within a dream).

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Question - 14:

Why Do You Work?

Ans:

As a purpose-based executive search firm, we interview people for executive roles every day. Y Scouts tries to understand the interviewee's purpose during the first phase of the executive interview. The majority of the questions we ask can be traced back to the simple question, "Why do you work?" Their reasons must align closely with a company's purpose if they're going to be leading the company.

[View All Answers](#)

Question - 15:

What salary range are you seeking?

Ans:

It is to your advantage if the employer tells you the range first. Prepare by knowing the going rate in your area, and your bottom line or walk-away point. One



possible answer would be: "I am sure when the time comes, we can agree on a reasonable amount. In what range do you typically pay someone with my background?"

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Question - 16:

Why Are You Wrong for This Role?

Ans:

Anyone who has made it to an interview with our company will have been recommended by someone who knows Modify well. We do not hire from cold calls -- interviewees are strong candidates. At that stage, we want to make sure they are humble, yet confident. Ideally, they share grand visions for our brand and are hesitant only because they have big goals.

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Question - 17:

Tell Us Tell Me What Is Your Dream Job?

Ans:

Too many founders make hiring about themselves and their companies. Your job, as a founder, is to provide a fertile ground for your team to grow and evolve as people and professionals. If a candidate's idea of personal success isn't in alignment with the trajectory of your company, it's not a good fit. By all means, make them love your company and mission, but make the job about them, not you.

[View All Answers](#)

Question - 18:

Why did you leave your last company?

Ans:

At high levels, issues that relate to personality and temperament become more important than they might otherwise. The recruiter wants to know if you will fit in with the client company. The recruiter may also be fishing for signs of conflict that indicate a potential personality problem.

Be honest and straightforward, but do not dwell on any conflict that may have occurred. Highlight positive developments that resulted from your departure, whether it was that you accepted a more challenging position or learned an important lesson that helped you to be happier in your next job.

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Question - 19:

Can you please tell me in your own words what we do?

Ans:

This question quickly separates individuals who are committed and passionate to our vision from those who are simply looking for a job. We find that our best hires have thoroughly researched us, determined the general and specific impact(s) they could have on the organization, and expressed this to us confidently in their first interview.

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Question - 20:

Why did you leave (are you leaving) your job?

Ans:

If you're unemployed, state your reason for leaving in a positive context: "I managed to survive two rounds of corporate downsizing, but the third round was a 20 percent reduction in the workforce, which included me." If you are employed, focus on what you want in your next job: "After two years, I made the decision to look for a company that is team-focused, where I can add my experience."

[View All Answers](#)

Question - 21:

How many and what types of networks are you a part of and why?

Ans:

Today's business executive needs to be tapped into something greater than just the four-walls of their office. Social connectivity and involvement with community causes is a key indicator of a candidate who is passionate about their role and wants to be a bigger influencer.

[View All Answers](#)

Question - 22:

Have you ever accomplished something you didn't think you could?

Ans:

The interviewer is trying to determine your goal orientation, work ethic, personal commitment and integrity. Prepare a good example where you overcame difficulties and succeeded. Prove that you're not a quitter.

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Question - 23:

Explain the rationale behind each of your career moves?

Ans:

When hiring someone for a leadership role, I always ask them to start with their graduation from college and explain the rationale behind each of their career moves. Their answer to this question helps me determine if they are a strategic thinker who executes effectively on well-planned goals.



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Question - 24:

What are some important trends in our industry and how do they affect us?

Ans:

Any executive candidate worth his salt will be in touch with the changes in the industry and any upcoming legislation that could change things. This demonstrates passion for the field and a commitment to staying ahead of the curve - two traits that make great leaders.

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Question - 25:

Give me an example of how you built consensus within your team?

Ans:

An effective manager gains buy-in from his staff so that everyone experiences success, both individually and as a group. To respond to this question, you could speak about one of your experiences in morale building, creating incentive programs, or using your fine management style to increase cooperation among your staff.

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Question - 26:

What Are Your 3 Biggest Accomplishments?

Ans:

I ask this because the answers are very telling. First, I can see if they consider all of their successes to be professional or if life experiences factor in. It's also interesting to see what a person considers an accomplishment - is it a time when they set a big goal and reached it? Is it when they can contribute to a team? When they've made a certain amount of money?

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Question - 27:

Ask questions that determine cultural fit?

Ans:

As a firm specializing in CEO branding we focus highly as you can imagine on having "branded hires." Think about your company culture and the brand you are conveying; then ask questions that tell you whether or not the employee is aligned with your brand and culture. There are plenty of talented people out there, however; the key to success is finding the best fits.

[View All Answers](#)

Question - 28:

Tell us why have you applied for this particular job?

Ans:

By asking this question, your future employer is looking for evidence that the job suits you and involves doing things you enjoy. On the other hand, it gives him or her a chance to test your knowledge about the industry as well as the whole organisation. Make sure you have a good understanding of the role and the place you're going to take in the company. Prove to them that your job goes in line with your character and passion.

[View All Answers](#)

Question - 29:

If you knew that another member of the management team was committing fraud, how would you handle this?

Ans:

Candidates at the executive level must be able to perform their jobs with the highest regard to ethical behavior at all times. Sometimes, this means being a whistle-blower. Look for a candidate who holds to high standards and shows a knack for handling a scenario like this with tactfulness and respect for the company.

[View All Answers](#)

Question - 30:

What methodology do you use to evaluate the financial success of a business?

Ans:

Candidates who are well-suited for executive level assignments are astute in matters of finance. They are able to glean information quickly from financial reports and take the appropriate actions to ensure profitability for the business.

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Question - 31:

What do you like/dislike most about your current or last position?

Ans:

The interviewer is trying to determine compatibility with the open position. Be careful; don't say you dislike overtime, like management, or get too detailed. It's safe to say that you like challenges, pressure situations, opportunities to grow, or that you dislike bureaucracy and frustrating situations.

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Question - 32:

Tell me about a creative approach you used to increase profits?



Ans:

There are two ways to increase profits: decrease spending and increase revenue. This question is designed to find out if you're going to bring new profit-making ideas to the company, especially ones that work. So tell about a time when you either cut costs or drove up revenues.

[View All Answers](#)

Question - 33:

Why do you want to work in this field as International Business Executive?

Ans:

Think of a story to tell about how you first became interested in this type of work. Point out any similarities between the job you're interviewing for and your current job. Provide proof that you aren't simply shopping in this interview. Make your passion for your work a theme that you allude to continually throughout the interview.

[View All Answers](#)

Question - 34:

Have you ever had to terminate an employee? If so, why and how did you handle it?

Ans:

Being a manager means making tough decisions sometimes, for the betterment of the company as a whole. An executive level candidate should be comfortable making hiring and firing decisions, and doing so in a legal and ethical manner.

[View All Answers](#)

Question - 35:

What do you do when you are not working?

Ans:

The more senior the position, the more important it is to know about the candidate's qualities that will impact his or her leadership style: is the person well adjusted and happy, or is he or she a company zealot?

Discuss hobbies or pursuits that interest you, such as sports, clubs, cultural activities, and favorite things to read. Avoid dwelling on any political or religious activities that may create conflict with those of the interviewer.

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Question - 36:

When did you have to sell an idea within your company and how did it work out?

Ans:

The employer wants to know how much courage and persuasion you have. Think of a time when you persuaded someone or a group to follow your lead to a successful end. Your experience might have been around a serious business matter, or maybe even a personal interaction that turned into a humorous tale.

[View All Answers](#)

Question - 37:

How has your technical ability been important in accomplishing results?

Ans:

A potential employee needs a strong level of technical competence. Most strong managers have good technical backgrounds. Describe specific examples of your technical abilities, and how you resolved a technical issue.

[View All Answers](#)

Question - 38:

What one best method would you recommend for dealing with difficult clients?

Ans:

In addition to being effective manager of employees, an executive candidate should also be good at facilitating great relationships with clients. When there is a difficult client situation, and there will be often, they must be able to demonstrate the ability to smooth things over and create positive experiences for repeat customers.

[View All Answers](#)

Question - 39:

How long have you been with your current (or former) employer?

Ans:

This is a hot-button question if your résumé reflects considerable job-hopping. Excellent performers tend to stay in their jobs at least three to five years. They implement course corrections, bring in new resources, and, in general, learn how to survive—that's why they are valued by prospective employers.

If your résumé reflects jobs with companies that were acquired, moved, closed, or downsized, it is still viewed as a job-hopper's history. Volunteer and go to events where hiring authorities may be found. Ratchet up your networking to include anything that exposes you to hiring authorities who can get past your tenure issue because now they know you. Your networking efforts have never been so important.

[View All Answers](#)

Question - 40:

What was the toughest budget issue you ever faced? Could you tell me about it?

Ans:

Budget management is a big deal to employers. Before you decide how to answer this question, decide how involved you want to be with the budget on your next job.



If you want to manage a budget, talk about a time when you did a terrific job with the money. If you hate dealing with budgets, tell about a time when you worked with someone else on the budget.

[View All Answers](#)

Question - 41:

Why do you believe you are qualified for this position?

Ans:

Pick two or three main factors about the job and about yourself that are most relevant. Discuss for two minutes, including specific details. You may mention a technical skill, a management skill and/or a personal success story.

[View All Answers](#)

Question - 42:

Do you have experience working with a board of directors and how do you foster relationships at this level?

Ans:

In many companies, there will be a board to content with, made up of investors and partners. Developing positive rapport and relationships can help to ensure the future success and growth of a company. Therefore it's critical to ask candidates how they balance their roles with the goals of a board of directors.

[View All Answers](#)

Question - 43:

What are three positive things your last boss would say about you?

Ans:

It's time to pull out your old performance appraisals and boss's quotes. This is a great way to brag about yourself through someone else's words: "My boss has told me that I am the best designer he has ever had. He knows he can rely on me, and he likes my sense of humor."

[View All Answers](#)

Question - 44:

Tell me about a time when you developed or re-organized a procedure successfully?

Ans:

Here's your chance to look good by talking about one of your favorite achievements. While telling your story, keep in mind what tasks you might be asked to perform at the job you're applying for and highlight anything in your story that relates to your next job.

[View All Answers](#)

Question - 45:

Why don't you tell me about yourself?

Ans:

This question, often the interview opener, has a crucial objective: to see how you handle yourself in unstructured situations. The recruiter wants to see how articulate you are, how confident you are, and generally what type of impression you would make on the people with whom you come into contact on the job. The recruiter also wants to learn about the trajectory of your career and to get a sense of what you think is important and what has caused you to perform well.

Most candidates find this question a difficult one to answer. However, the upside is that this question offers an opportunity to describe yourself positively and focus the interview on your strengths. Be prepared to deal with it.

There are many ways to respond to this question correctly and just one wrong way: by asking, "What do you want to know?" You need to develop a good answer to this question, practice it, and be able to deliver it with poise and confidence.

The right response is twofold: focus on what interests the interviewer, and highlight your most important accomplishments.

[View All Answers](#)

Question - 46:

Describe a situation where you were part of a failed project?

Ans:

If you can't discuss a failure or mistake, the recruiter might conclude that you don't possess the depth of experience necessary to do the job. The recruiter is not looking for perfection. He or she is trying better to understand your level of responsibility, your decision-making process, and your ability to recover from a mistake, as well as what you learned from the experience and if you can take responsibility for your mistakes.

Respond that you'd like to think that you have learned something valuable from every mistake you have made. Then have a brief story ready with a specific illustration.

It should conclude on a positive note, with a concrete statement about what you learned and how it benefited the company.

[View All Answers](#)

Question - 47:

Can you tell me some thing about your greatest weakness?

Ans:

Do not say you have none - this will not sound very credible and might, in fact, make your interviewer believe you are being over-confident. Another rookie mistake is trying to disguise one of your strengths as a weakness, for example:

Well, I'm such a hard worker. Sometimes I really work too hard. I should probably spend more time with my family, because all I do is work... Did I mention I work hard? hmmm... That's because all I do is work, work, work...

You have two alternatives:

Use a professed weakness such as a lack of experience (not ability) on your part in an area that is not vital for the job.

Describe a personal or professional weakness that you've been working on improving. Focus on the steps you have taken to combat it, for example:



I know the people from my team think I'm too demanding. I sometimes tend to drive them pretty hard but I've started reading on the subject some time ago and I'm getting much better at managing them by setting objectives.

[View All Answers](#)

Question - 48:

What can you do for us that other candidates can't?
What makes you unique?

Ans:

This will take an assessment of your experiences, skills and traits. Summarize concisely: "I have a unique combination of strong technical skills, and the ability to build strong customer relationships. This allows me to use my knowledge and break down information to be more user-friendly."

[View All Answers](#)

Question - 49:

When did you initiate a policy or project, and how did your idea affect the organization?

Ans:

Employers love to hear how you affected the bottom line, since it implies that you'll be able to do the same for them. Tell a story that demonstrates that you understand how success is measured in your line of work, and that you're able to achieve it to the satisfaction of your employer.

[View All Answers](#)

Question - 50:

Tell me about a situation where you did not get along with a superior?

Ans:

The wrong answer to this hot-button question is, "I've been very fortunate and have never worked for someone I didn't get along with." Everyone has had situations where he or she disagreed with a boss, and saying that you haven't forces the recruiter to question your integrity. Also, it can send out a signal that the candidate is not seasoned enough or hasn't been in situations that require him or her to develop a tough skin or deal with confrontation. It's natural for people to have differing opinions. When this has occurred in the past, you could explain that you presented your reasons and openly listened to other opinions as well.

[View All Answers](#)

Question - 51:

Are you satisfied with your career to date? What would you change if you could?

Ans:

Be honest. The interviewer wants to know if you'll be happy. Are you willing to make some sacrifices to get your career on the right track? Your degree of motivation is an important selection factor.

[View All Answers](#)

Question - 52:

What is the one thing you would change about the company if you could today?

Ans:

I love to ask this question to find out how much they've thought about my business. The answer isn't super important. What is important is that it is thoughtful.

[View All Answers](#)

Question - 53:

Could you describe a challenging problem you solved and what the long-term result of your solution was?

Ans:

Most of us hate to admit that we have problems, but the truth is that we do. It's how we handle problems that shows our real talent. So dig deep and come up with a time when you either took on a problem and solved it, or you were in the middle of a project and a problem came up unexpectedly.

[View All Answers](#)

Question - 54:

When have you had to represent the company or your department before a group of people?

Ans:

Here's your chance to show where your presentation skills lie. If you love speaking before groups, great-tell about some winning presentations you've done. If you're not really comfortable in front of large groups (not all of us are), refer to a time when you delivered a message to either a small group or to an individual, and don't forget to emphasize the positive result of your presentation.

[View All Answers](#)

Question - 55:

Sales Ability Related International Business Executive Interview Questions:

Ans:

1. How does your sales team rank in the industry?
2. What are the main sales objections you and your sales people face?
3. What closing style do you emphasize for your sales people?
4. How did your group achieve quota during the past year?



5. When you were unable to meet quota in the past, what did you do?
6. How much does sales production vary among your sales people?
7. How long is your sales cycle?
8. How many prospects do your sales people see before a sale is made?

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Question - 56:

Career Stability Of International Business Executive Interview Questions:

Ans:

1. Please explain the reasons behind your various job changes.
2. Do you think you have too many job changes or too few?
3. Were any of your job changes the result of general lay-offs? If so, explain how events unfolded?
4. Have you ever been terminated or been passed over for promotion?

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Question - 57:

Results Focus Based International Business Executive Interview Questions:

Ans:

1. Describe how you exceeded expectations in your current role?
2. What lasting value have you created for your organization?
3. What is the most difficult part of your job?
4. What major challenges do you currently face?
5. Describe an organizational transformation that you led?
6. How do you monitor your staff's day-to-day work progress?
7. Tell me about a very stressful situation that you managed well.
8. Tell me about a situation that you could have managed better.
9. Describe a very successful project you led and how results were measured.
10. On projects that fall behind, how do you get them back on track?
11. What did you do to increase company revenues at your current company?
12. What did you do to reduce expenses at your current company?
13. Can you tell me about your most recent performance review?
14. Are you used to gaining permission for new projects or do you try to move ahead on your own?
15. What types of controls do you use to ensure projects are completed?

[View All Answers](#)

Question - 58:

Personal Ideals Related International Business Executive Interview Questions:

Ans:

1. What do you think about work/life balance?
2. Who are some of your closest friends? What do they do?
3. How would your friends describe you?
4. How much alcohol do you consume?
5. What would you do if you did not need money?
6. What would you have done differently in your life?
7. Would you be able to relocate quickly?
8. Who has inspired you in your life and why?
9. What are your hobbies?
10. What books have you read lately?
11. What did you do for your last vacation?
12. Are you interested in sports?
13. How would you describe your financial situation?
14. What's your opinion on politics (or some other divisive subject)?
15. What work environment is most desirable for you?
16. Could you report to a younger person (or a minority person)?
17. What action do you take when an employee is caught stealing?
18. Tell me about your most frustrating experience over the past year.
19. Describe the ideal organization you would like to work with.
20. What is the proper role/mission of a good manager?
21. What is the proper role/mission of a company in its community?
22. Would you tell a lie for your employer?

[View All Answers](#)

Question - 59:

Communication Skills Related International Business Executive Interview Questions:

Ans:

1. How would your staff rate your communication skills?
2. Can you give me a brief sales pitch for your main product or service?
3. Explain the internal structure of your company and where you are in it?
4. Why does someone buy your product instead of someone else's?
5. Do you participate in creating proposals or other written materials of your company?
6. Are you confident speaking in front of a group?
7. Do you write your own presentations, speeches and articles?
8. When could it be necessary to withhold information from staff members who report to you?



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Question - 60:

Position Specifics International Business Executive Interview Questions:

Ans:

1. What do you know about our company's products and industry?
2. What interests you about the possible position?
3. Do you think you have suitable experience for the role?
4. What do you view as your disadvantages with the position we are interviewing you for?
5. Are you over- or under-qualified for this position?
6. What do you think about working at our company?
7. What have you heard that is negative about our company?
8. What changes would you make if you came on board?

[View All Answers](#)

Question - 61:

People Development Based International Business Executive Interview Questions:

Ans:

1. How experienced are you as a developer of people?
2. Who have you developed who was later promoted?
3. What decisions and activities do you delegate?
4. How much direction and feedback do you require to be successful?
5. How do you develop the untapped potential in your employees?
6. What key skills are required to develop successful managers?
7. What process do you take to address underperforming employees?
8. At what point do you terminate an underperforming employee?

[View All Answers](#)

Question - 62:

Current Job Status Based International Business Executive Interview Questions:

Ans:

1. How difficult will it be for you to leave your current company?
2. Why are you leaving (or did you already leave) this position?
3. Does your employer know you are looking?
4. Where else are you interviewing?
5. Do you have other offers you are considering?
6. What are your career options right now?
7. What references could you give us?

[View All Answers](#)

Question - 63:

Leadership Experience Based International Business Executive Interview Questions:

Ans:

1. Would you classify yourself as a born leader?
2. When was your first leadership experience?
3. Describe your management style.
4. In what ways are you different from other managers?
5. What do you look for in people that you hire?
6. What makes you angry at work?
7. How do you develop morale in the people who report to you?
8. How do you support behaviour that you would like repeated?
9. What is a tolerable number of absentee days from work?
10. How have you gone about reorganizing a department that you led?
11. Describe how you led a team to become more effective.
12. Tell me how you have created a shared purpose among people who initially differed in opinions or objectives.
13. Describe how your last few promotions come about?
14. What is the most likely next progression at your current company?
15. When have you transformed your own role to meet company needs?

[View All Answers](#)

Question - 64:

Compensation Based International Business Executive Interview Questions:

Ans:

1. What is your current compensation and how is it constructed?
2. How is your bonus and/or commission structured?
3. Do you feel your compensation is above or below the market?
4. What are your expectations for future compensation?
5. When did you earn your highest income?
6. What would you like to be earning in 3 years?

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Question - 65:

Relationships Based International Business Executive Interview Questions:

Ans:

1. What defines a good client relationship?
2. How do you build strong client relationships?
3. Tell me about times you built support from people over whom you had no authority.
4. Describe how you go about developing relationships when you are new to an organization.
5. How would you describe your relationship with your boss?
6. How would you describe your relationships with your staff?
7. Are you active in your industry or your community?
8. Are you friends with any of your competitors?
9. Tell me about a situation when your work was severely criticized.
10. What would you do if another manager was harming your results?
11. In what manner do you confront staff whose results are inadequate?
12. What do you say about your boss's "great idea" that you don't think is so great?
13. How do you show you appreciate people as individuals rather than for what they do for you?
14. How do you handle conflict when it comes from your client?
15. Describe a situation where you worked under extreme pressure.
16. What do you do if someone takes credit for ideas that you conceived?
17. Describe a very challenging political situation you dealt with at work.
18. Do you only want to work with A players or do you think there is a place for B players as well?
19. How do you resolve serious conflict when it occurs in your staff?

[View All Answers](#)

Question - 66:

Basic International Business Executive Interview Questions:

Ans:

- * Tell me (us) a little bit about yourself.
- * Why did you choose the career for which you are preparing?
- * Why do you want this position with our company?
- * What is your biggest strength? How have you used that in a work environment?
- * What is your biggest weakness or limitation? How has that affected you in your previous employment?
- * What motivates you?
- * What previous experiences do you have that qualify you for this position?
- * How do you stay organized?
- * What are your five year goals? Ten year goals?
- * What drew you to this position or organization?
- * What do you feel that you contribute most to a work place?
- * Tell me (us) about your biggest accomplishment in life?
- * How do you define success?
- * How would your previous supervisor describe you?
- * How would your previous co-workers describe you?
- * Have you ever been asked to leave a position?
- * What is your ultimate career goal?
- * Which subject(s) did you enjoy most in school?
- * Which subject(s) did you enjoy least in school?
- * Describe your most rewarding experience.

[View All Answers](#)

Question - 67:

Strategic Thinking International Business Executive Interview Questions:

Ans:

1. Are there ways you could have improved your career progress?
2. Have you ever considered starting your own business?
3. How would you evaluate your present firm in its industry?
4. What are the 3 main strategic issues facing your organization?
5. Describe an action you are taking to address a major strategic issue?
6. How would you evaluate your boss and the people you work with?
7. What might you bring to my company that is unique?
8. How have you improved yourself in the past year?
9. What are the main trends in your industry right now?
10. What are the biggest opportunities in your industry?
11. What are the biggest risks to your industry?
12. Describe your main competitors and what they do well?
13. What are your thoughts with: "the customer is always right?"
14. Describe your ideal company and position.
15. Where would you like to be in 5 years?
16. When do you plan to retire?
17. What do you worry about for your business and your career?
18. In what ways might you stand out from your peers?
19. What might your boss say that makes you most valuable?

[View All Answers](#)

Question - 68:

Situational/Behavioral International Business Executive Interview Questions:



Ans:

- * Describe a situation in which you worked as part of a team. What role did you take on? What went well and what didn't?
- * Describe a time when you had to work with an angry or disgruntled customer?
- * Was there an occasion when you disagreed with a supervisor's decision or company policy? Describe how you handled the situation.
- * Discuss a time you had a disagreement with a colleague.
- * Describe a time when you successfully completed a project.
- * Describe a time when you did not successfully complete a project. What did you learn from that experience?
- * Tell me (us) about a time when you had to learn something as you went? What challenges did you face in this situation?
- * Tell me (us) how you handle someone who is not doing their part and having a negative effect on the team.
- * Describe a time when you worked under intense pressure. How did you handle the situation?
- * Tell me (us) about a time when you led a team.

[View All Answers](#)

Question - 69:

Common International Business Executive Interview Questions:

Ans:

- * In what kind of job do you think you perform the best? Why?
- * When do you perform the least well? Why?
- * Have you had to work long hours, including evenings and weekends? How did you feel about it?
- * Give me an example from your current job, or another one, where you had to overcome obstacles or difficulties in meeting your objectives. How did you do it?
- * In the jobs you've held in the past, what did you do when you found that you weren't progressing toward meeting your goals?
- * What were the worst problems you faced in your previous jobs? How did you handle them at the time? Would you handle them differently today? How?
- * Tell me about a job in which you've had to organise people or activities?
- * What's been your greatest work and non-work achievement?
- * What have been your greatest disappointments? How have you dealt with them?
- * What goals are you currently working on and what is your plan for achieving them?
- * What did you hope to learn from your current job and what did you actually learn?
- * Can you provide an example of a job you held in the past where you had to learn and use new skills. How did you go about it?
- * Tell me about your most positive and negative experience with a manager or supervisor
- * Tell me what you liked best about your relationship with your co-workers and what you like least
- * Of the jobs you've had, describe your favourite and tell me why you enjoyed this position
- * Give me an example of a job you've had where you had to work independently, managing your own time and activities?
- * What work accomplishments makes you the most proud and why?

[View All Answers](#)

Question - 70:

About International Business Executive Commitment Interview Questions:

Ans:

1. How would others describe your work ethic?
2. Have you ever suffered for doing what you thought was right?
3. What was the toughest decision you ever had to make?
4. How many hours per week do you normally work?
5. How do you feel about working nights and weekends?
6. What is the maximum amount of travel you are comfortable with?
7. Can you cope in an unstructured workplace?
8. Have you had experience terminating people?
9. What are some justifiable and unjustifiable reasons to miss work?
10. Have you ever been absent from work for more than a few days?
11. What would be the circumstances when you would consider it right to divulge confidential information?
13. Describe something you did that lost your employer money.
14. Have you ever taken a very unpopular position or action because of something you believed?
15. Have you ever disagreed with your manager about something important? What did you do?

[View All Answers](#)

Question - 71:

Work Preferences Based International Business Executive Interview Questions:

Ans:

- * Are you willing to relocate if necessary?
- * Are you willing to work extended (weekend) hours?
- * Are you willing to travel if the job necessitates it? How much would you be willing to travel?
- * Describe your ideal work environment.
- * What is your ideal supervisor like?
- * Describe your supervisory style.
- * Do you work better alone or with a team?
- * How do you prioritize tasks throughout the day?
- * What two or three things would be most important to you in a job?

[View All Answers](#)

Question - 72:

Career Basics International Business Executive Interview Questions:

Ans:

1. Please tell me the story of your interesting career, position by position.
2. Which was your favourite job in your career?



3. Tell me which was the worst job you've ever had?
4. What do you feel are the greatest accomplishments of your career?
5. What are your greatest strengths?
6. What are your greatest weaknesses?
7. What are the main reasons for your success?
8. What types of problems do you struggle with?
9. How did you come to join your current company?
10. Describe a typical day or week in your current role.
11. What parts of your job do you enjoy?
12. What do you think is the most important aspect of your job?
13. Could you have done better in your last job?

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Question - 73:

What experience do you have as International Business Executive?

Ans:

Never say 'none'. If you're applying for a job in a field totally unknown to you, think of any experience you've gained in learning new skills. Try to look for similarities between your previous jobs and the prospect one and come up with some examples of how you adjusted to the new situation, for example: I've never worked in cosmetics before, but in my previous job I've learned a lot about sales and marketing and I'm confident I'll be quick to learn the ropes of your industry very quickly.

[View All Answers](#)

Question - 74:

One of our biggest problems is... What has been your experience with this? How would you deal with it?

Ans:

Think on your feet. Ask questions to get more details and break the problem into subsections. It is highly likely that you will have had some experience dealing with the subsections. Answer these and summarise the total. If you can't answer directly, state how you would go about solving the problem. Be specific and show your organisational and analytical skills.

[View All Answers](#)

Question - 75:

Deadlines, frustrations, difficult people and silly rules can make a job difficult. How do you handle these types of situations?

Ans:

Most companies, unfortunately, face these problems daily. If you can't deal with petty problems, you'll be seen as uncooperative. How you overcome these are important. Diplomacy, perseverance and common sense will prevail in difficult circumstances.

[View All Answers](#)

Question - 76:

What do you consider your most significant accomplishment?

Ans:

A good answer to this question can get you the job. Prepare extensively-discuss hard work, long hours, pressure and important company issues at stake. You may want to tell a two minute detailed story, discussing personal involvement.

[View All Answers](#)

Question - 77:

What's Your Plan for Making Our Organization Better?

Ans:

We hire executives to make plans and be decisive. If they're coming to the table without any solutions and a plan to put them in place, they either haven't done their homework or don't possess the type of thinking we'll need them to have from the start. The plan doesn't necessarily have to be dead-on; it's the attitude and thought process the plan reveals that we care about.

[View All Answers](#)

Question - 78:

What do you think I could do better as the CEO of my company?

Ans:

There is no better way to test the guts, authenticity and smarts of a potential new executive for your company than to ask them to look you in the eye and tell you what they think you- the CEO- should or could be doing better. If they falter and have no answer- it is a deal breaker for me. If they come right back at me with feedback and ideas- they get big points!

[View All Answers](#)

Question - 79:

Why do you want to work with us as International Business Executive?

Ans:

The interviewer is listening for an answer that indicates you've given this some thought and are not sending out resumes just because there is an opening. For example, "I've selected key companies whose mission statements are in line with my values, where I know I could be excited about what the company does, and this company is very high on my list of desirable choices."



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Question - 80:

What are your career goals? Where do you see yourself five or ten years from now?

Ans:

Be realistic! Pie-in-the-sky goals label you as immature. One or two management jumps in 3-5 years is a reasonable goal. If your track record indicates you're in line for senior management in 10 years, then mention it. If you've had a rocky road, be introspective.

[View All Answers](#)

Question - 81:

What was the worst/most embarrassing situation of your career? How would you have done things differently with 20/20 hindsight?

Ans:

Your interviewer wants to know how introspective you are, and to see if you can learn from your mistakes. Don't be afraid to talk candidly about your failures, especially if you learned something significant from them.

[View All Answers](#)

Question - 82:

What Do You Think I Could Do Better as the CEO of A Company?

Ans:

There is no better way to test the guts, authenticity and smarts of a potential new executive for your company than to ask her to look you in the eye and tell you what she thinks you -- the CEO -- should or could be doing better. If she falters and has no answer, it's a deal breaker for me. If she comes right back at me with feedback and ideas, she gets big points!

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Question - 83:

Tell me what is the most difficult situation you have had to face and how did you tackle it?

Ans:

Have an example at hand. Select a difficult work situation (which was not caused by you and which can be quickly explained in a few sentences). When choosing the problem, focus on how YOU worked towards the solution. Focus on the skills required on the position you are applying for that helped you face the situation. Describe the results and tell them how the company benefited from your actions.

[View All Answers](#)

Question - 84:

How would you handle a situation with tight deadlines, low employee morale and inadequate resources?

Ans:

Your interviewer is looking for strong management skills. You need to be creative and describe your toughest management task, even if it doesn't meet all the criteria. Most situations don't. Organisational and interpersonal skills, handling pressure and good handling of this question are indicative of effective management skills.

[View All Answers](#)

Question - 85:

The sign of a good employee is the ability to take initiative. Can you describe a situation where you did this?

Ans:

The proactive, results-oriented person doesn't have to be told what to do. To convince the interviewer you possess this trait, give a series of short examples describing your self-motivation. Discuss one example in-depth, describing the extra effort, your strong work ethic and your creative, resourceful side.

[View All Answers](#)

Question - 86:

How do you predict the company will be different in two years, and how do you see yourself shaping that change?

Ans:

We ask candidates interviewing for executive positions how they predict the company will be different in two years, and how they see themselves shaping that change. We want to hire leaders who are thinking about ways to help our company grow and evolve every day, not candidates who are comfortable with the status quo.

[View All Answers](#)

Question - 87:

Tell us when were you most satisfied in your job?

Ans:

The interviewer wants to know what motivates you. If you can relate an example of a job or project when you were excited, the interviewer will get an idea of your preferences. "I was very satisfied in my last job, because I worked directly with the customers and their problems; that is an important part of the job for me."

[View All Answers](#)

Question - 88:

What kind of salary do you need as International Business Executive?



Ans:

A question that can catch anyone off guard. Unless you have done some research and know precisely what your expectations are, try to avoid being the first to put the figure on the table. The best way to do this is by stating that your salary expectancy depends on the amount of responsibilities you'd have to take on. Do not have a specific amount in mind and do not be afraid to ask for more than the average industry wage. It is much better to provide your interviewer with a wide range rather than a specific sum, for example:

I've asked around and I know that a marketing manager doing a similar job in Berlin earns about EUR 3700 a month. Given that my job would also require organising three training seminars a month, I'd expect my salary to range between EUR 4000 and EUR 4500.

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Question - 89:

Tell me why do you want to leave your current employer?

Ans:

Whatever your reasons for leaving were, do not think about them in negative terms. It is not appropriate to mention financial conditions as your primary reason for leaving. Focus on the working environment and state how you are looking for a new challenge, more responsibility, experience and a change of surroundings.

[View All Answers](#)

Question - 90:

Why should we hire you for this position? What kinds of contributions would you make?

Ans:

This is a good chance to summarise. By now, you should know the key problems. Restate and show how you would address them. Don't be arrogant-indeed demonstrate a thoughtful, organised and strong attitude.

[View All Answers](#)

Question - 91:

What do you consider your most significant strength?

Ans:

Know your key five or six strengths-the ones most compatible with the job opening. Discuss each with specific examples. Don't include your management or interpersonal skills unless you can describe specific examples of good management, or how your relationship skills have been critical to your success.

[View All Answers](#)

Question - 92:

How do you handle pressure? Do you like or dislike these situations?

Ans:

High achievers tend to perform well in high-pressure situations. Conversely, these questions could imply that the open position is pressure-packed and out of control. Know what you're getting into. If you do perform well under stress, provide a good, detailed example. Be descriptive.

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Question - 93:

Why are you leaving your current position?

Ans:

This is a very critical question. Don't bad mouth your previous employer or co-workers or sound too opportunistic. It's fine to mention major problems, a buy-out or a shutdown. You may want to state that after long personal consideration, your chance to make a contribution is very low due to extensive company-wide changes.

[View All Answers](#)

Question - 94:

Pitch our Service?

Ans:

If you are hiring at the executive level, no matter the function, you need someone you feel can represent the business as well as you. Have them pitch the company to you as if you are in a sales meeting, and you'll get a sense as to whether you'll feel comfortable with them in an outside-facing role.

[View All Answers](#)

Question - 95:

What is was your production measurement in your last job?

Ans:

This simple question will let me know if they think deep enough about what they do or if they are just there to push paper.

[View All Answers](#)

Question - 96:

Tell us 3 Likes and 3 Dislikes you have at their current job?

Ans:

You can tell a great deal about someone's work place personality if they immediately start answering with all of their dislikes and the list goes way beyond three! If their dislikes seem petty or personal it's a red flag that they may not gel with company culture. Someone who fits in with your culture is key!

[View All Answers](#)

**Question - 97:**

If you were an animal, which one would you be?

Ans:

Interviewers use this type of psychological question to see if you can think quickly. If you answer "a bunny," you will make a soft, passive impression. If you answer "a lion," you will be seen as aggressive. What type of personality would it take to get the job done? What impression do you want to make?

[View All Answers](#)

Question - 98:

What are your goals in future?

Ans:

Sometimes it's best to talk about short-term and intermediate goals rather than locking yourself into the distant future. For example, "My immediate goal is to get a job in a growth-oriented company. My long-term goal will depend on where the company goes. I hope to eventually grow into a position of responsibility."

[View All Answers](#)

Question - 99:

Why should we hire you as International Business Executive?

Ans:

Summarize your experiences: "With five years' experience working in the financial industry and my proven record of saving the company money, I could make a big difference in your company. I'm confident I would be a great addition to your team."

[View All Answers](#)

Question - 100:

Tell us how has your education prepared you for your career?

Ans:

This is a broad question and you need to focus on the specific examples in your educational background which have given you the proficiency to do this particular job. If applying for a job in a technical field, be sure to mention any relevant achievements in that particular field and your passion for the subject.

[View All Answers](#)

Question - 101:

Please tell me what are your strengths?

Ans:

Prepare a list of your proficiencies and choose three or four that are the most relevant to the job you are applying for. Concentrate on discussing your main strengths.

Avoid popular clichés, such as:

* I am a good team player...

* I am a good negotiator...

* I work very hard...

Focus on your more dynamic skills, such as:

* I learn quickly.

* I have a strong determination to succeed.

* I have a positive attitude.

* I can relate to people and achieve a common goal.

* I make friends easily.

Remember that you may very likely be asked to give examples of the above, so be prepared.

[View All Answers](#)

Question - 102:

What is your long-term objective?

Ans:

Be honest. Focus on your most achievable goal and how are you going to reach it. It is vital to have a clear vision of how your career should look like in the next 5 years or so and how to make this vision come true

[View All Answers](#)

Question - 103:

How have you grown or changed over the past few years?

Ans:

Maturation, increased technical skills and increased self-confidence are important developmental aspects. To discuss these effectively is indicative of a well-balanced, intelligent individual. Overcoming personal obstacles or recognising manageable weaknesses can help identify you as an approachable and desirable employee.

[View All Answers](#)

Question - 104:

Tell about yourself?

Ans:

Be prepared to talk for two minutes about yourself. Be logical. Start anywhere, such as high school, college or your first professional position. The interviewer is trying to evaluate your communication skills and linear thinking. You may try to score a point or two by describing a major personal attribute.



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