

# **Sale Auditor Job Interview Questions And Answers**



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## Sale Auditor Interview Questions And Answers Guide.

### Question - 1:

Explain me about your accounting education?

#### Ans:

After completion of my matriculation, it was desire of my parents to become a doctor or engineer but I chose field of accountancy by taking admission in I.Com than B.Com, MBA(Finance) and more than half ACCA is my accountancy qualification.

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### Question - 2:

Tell me what do you mean by vouching?

#### Ans:

Vouching is the process of checking the authentication of the voucher maintain by the management with the respective supporting document.

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### Question - 3:

Tell me how much do you know about our company?

#### Ans:

Possibly the best interview tip is to research and understand the company, its products and services. Avoid reeling off a list of memorised information, and instead highlight particular things that caught your interest.

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### Question - 4:

Tell me in your opinion, what qualities make a great leader?

#### Ans:

MBA and Managerial skills which make me a perfect leader more and above I have a long range experience in audit field which make me able to direct my staff to go through the audit function & enhance the audit department performance to Achieve Company goals.

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### Question - 5:

Explain me how to do an internal audit effectively?

#### Ans:

With internal audit we always need to be careful of any manipulations within the company itself.Errors and frauds within the company cannot be denied /overlooked at any cost.

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### Question - 6:

Tell me what would you change about an auditors role, if you could?

#### Ans:

Having the access to all information at one site rather than travelling to other offices to obtain them, but I guess that is part of the job which makes it interesting.

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### Question - 7:

Explain me would you consider yourself to be a trustworthy person?

#### Ans:

Knowing the business of the organization and act based on the nature of the organization. Help management such a way by focusing the important issue which is required attention to the management.



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**Question - 8:**

Tell me some examples of managing conflict?

**Ans:**

When it comes to conflict, what your interviewer is looking for is an internal auditor who can show a willingness to listen to and understand his or her colleagues' and employers' perspectives in order to work out a solution that is mutually agreeable. The key here is collaboration leading to resolution.

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**Question - 9:**

Tell me how do you manage a healthy work/life balance?

**Ans:**

There is time allocated to both working and relaxing. And you also have to plan and organize yourself so that both do not suffer. You need to know when is work time, hours needed to complete your target, and any additional time needed for work. This will also applies to social life, getting the balance is key.

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**Question - 10:**

Explain about some recent developments within the audit industry?

**Ans:**

This is a great opportunity to show an understanding of the audit industry as a whole, through ongoing professional development, keeping up with industry communications or through your professional network for example. Make sure your answer is as relevant as possible to the prospective employer and the role in question.

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**Question - 11:**

Explain me about your management experience. Do you enjoy being a leader?

**Ans:**

Managed a team of up to 4. Led team to clients to carry out audits on site. Arranged meetings with clients, been the main point of communication and image for the company.

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**Question - 12:**

Tell me what makes you want to work for us?

**Ans:**

Use this to show that you understand the organisation's philosophy and values and that these align with your own beliefs and preferences. Talk about your admiration for the organisation in an honest way, without slipping into what could be perceived as cynical or insincere flattery.

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**Question - 13:**

Tell us why do you feel you are a good fit for our company?

**Ans:**

I am a good fit because you have someone who is eager to learn about the Utilities industry, someone who comes with a goal of being a Certified Internal Auditor and a person who is detailed oriented and committed to doing a great job for TEP.

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**Question - 14:**

Explain me what achievement are you most proud of?

**Ans:**

Most interview guides will recommend having at least one example to hand so you are not seen to be struggling to think of something. The answer should be told like a story, in an engaging way, and demonstrate that you are the right person for the job due to a mixture of the right competencies and attitudes.

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**Question - 15:**

Do you know what are Objectives Of Internal Audit?

**Ans:**

The purpose of internal audit is to keep proper control over business activities. When there is proper control there is maximum efficiency. The internal auditor determines the degrees of control over work. The purpose of internal audit is to evaluate the accounting system. It is concerned with checking proper authority for transactions like purchase, retirement and disposal of fixed assets. The vouchers can be compared with entries in order to determine that figures are facts.

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**Question - 16:**

Tell me how long have you been an auditor? What has prepared you for the manager role?



**Ans:**

I am an auditor since past 6 years. I have handled work allocation, back up allocation since 4 years now. I have mentored the team guided them to improve gave their feedback to my manager. And have been continuously giving feedback to the team on how to improve on work and professional ethics.

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**Question - 17:**

Tell me what Does An Internal Audit Charter Contain?

**Ans:**

This charter describes the mission, independence and objectivity, scope and responsibilities, authority, accountability and standards of the Internal Audit function. A charter is basically a delegation or grant of authority from a person or organization of authority to another person or organization. The purpose of an internal audit charter is to compel the departments that need to be audited to provide the information required by the auditor. Without this charter or similar authority most managers wouldn't see any benefit to being audited and would likely refuse to provide anything the auditor needed.

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**Question - 18:**

Tell me how successful have you been in your career so far?

**Ans:**

It is a good interview tactic to learn how to strike a balance between sounding confident but not conceited and modest but not overly self-critical. Acknowledge that while you are proud of your achievements there is always scope for improvement and development and you are keen to continue your journey with new opportunities.

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**Question - 19:**

Tell me what to do after the audit?

**Ans:**

- \* Hold an auditors meeting to discuss the closing meeting content.
- \* Hold a closing meeting with all auditees involved with the audit. First, point out what was done well. Second, address the nonconformances and ensure the auditees understand the nonconformances and what part of the standard is not met.
- \* Issue the audit report in a timely manner.
- \* Encourage auditees to decide on the corrective actions. Allowing auditees to have input will give them ownership in implementing changes.
- \* Assist those responsible for completing the corrective actions with setting reasonable deadlines. The corrective action deadlines may vary depending on the severity of the noncompliance.
- \* Be available and willing to help the auditees.
- \* Ask for feedback on how you and your audit team were perceived - adjust your approach if necessary.

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**Question - 20:**

Tell me as a manager, what skills do you possess that help you excel at your job?

**Ans:**

My knowledge of the software systems that we are using help me find ways to streamline data entry and leave more room for analysis. In addition, I've been exposed to different Accounting roles that have given the experience to help further develop and critique my team.

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**Question - 21:**

Explain me about your most significant career accomplishment?

**Ans:**

Be able to discuss a number of inefficiencies during the implementation of SAP Maintenance. The project manager did not take into consideration the security aspect of this module. Also have participated performing research and analysis of information of the 10 biggest departments for the implementation of the Information Standard IS 18

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**Question - 22:**

As you know why should we hire you?

**Ans:**

A typical job interview question and one which gives you the opportunity to mention any achievements or qualifications you have that add value to your role as internal auditor. Now is the moment to talk about your skills, your experience and how you will be an asset to their business. Make sure to give examples of everything you discuss, for example, don't just say "I'm a good team player", prove it. A handy tip in this instance is also to make sure you have memorised the job description so you can keep referring back to it as you make your case for why they should hire you.

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**Question - 23:**

Tell me what Is An Internal Audit And What Is The Role Of Internal Audit?

**Ans:**

The internal audit is a continuous review of operations and records undertaken within the business and is normally done by specially assigned staff. It should operate independently of all the internal check and in no case should divest any one of the responsibilities placed upon him. Internal auditing is an independent appraisal activity within an organization for the review of operations as a service to management. It is managerial control which functions by measuring and evaluating the effectiveness of other controls.



To achieve its objectives the auditor has to review the following areas:

- \* Reliability and integrity of the information.
- \* Compliance with the policies, plans, procedures, laws and regulations.
- \* Safeguarding of assets.
- \* Economical and efficient use of resources.
- \* Accomplishment of established objectives and goals for operations or programs

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### Question - 24:

Tell me how to involve people in audit?

#### Ans:

Use audits as opportunities to train others. Ask for a volunteer (who is not an auditor) to walk through the audit process with you as an assistant. This will provide others with a better understanding of what audits are and why they are necessary.

Invite all the auditees to the closing meeting. Having been an auditee, I know it helps to hear audit findings firsthand, the positive as well as the negative. Involving people creates a feeling that everyone is a vital contributor to the goal of the company - compliance.

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### Question - 25:

Tell us have you ever had an employee act unprofessionally towards you? How did you react?

#### Ans:

Some of the employees have a good reaction which knows what are professional ethics and some of the employees which have involvement in fraudulent transactions they do not have a good response. If I shall not find the document I report the higher management than me to take action.

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### Question - 26:

Explain me what improvements would you make as the audit manager, if you were awarded this position?

#### Ans:

I do not know the situation currently here, so it will be difficult for me to assess what are the improvements I can bring. I could, however, tell you what contributions I can bring. I will emphasize on quality and hard work together with keeping a balance. I would also encourage teamwork and requesting for and giving feedback. For me feedback is very important to be able to continuously improve.

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### Question - 27:

Can you give an example of a suggestion you made that was implemented?

#### Ans:

Have an example ready that hones in most importantly on the implementation of an idea you put forward, and one that was hopefully successful.

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### Question - 28:

Tell me how long do you intend to be in this role as Sales Auditor?

#### Ans:

It is important to show commitment and loyalty so by all means mention that you are particularly interested in roles with scope for internal mobility within an organisation. One final interview tip is to use this as a chance to show ambition by making it clear that you are stimulated by a continual challenge.

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### Question - 29:

Tell me how do you remain focused during a day filled with number crunching and paying acute attention?

#### Ans:

While analysing the details you come to know a lot about the organization. The analysis can give you an insight about the your organization and it can give you a way to go in which direction. Like which is the risk prone area.

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### Question - 30:

Tell me in your current position, how are inspection reports posted and communicated? Do you agree with the process?

#### Ans:

Inspections reports are prepared, then discussed with the management. Gaps are identified and remedies are suggested. Report results are communicated to the concerned parties. And remedial actions are suggested keeping in mind the practical implications.

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### Question - 31:

Provide me some examples of cultural adaptability?

#### Ans:

Edwards explains that the best way to answer this question is by showing, not telling. "Our clients are often looking for people who will travel frequently, across different time zones, and encounter many different cultural approaches both inside and outside of their business dealings," he says. "If you can show that you know



what that entails, it helps the interviewer feel more relaxed about putting you in that challenging environment. Any examples of visiting family and friends abroad, studying in a different country and thus experiencing their culture or adapting yourself to new ways of working will show the interviewer that this isn't going to shock you."

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### Question - 32:

Why do you want to work as Sales Auditor?

#### Ans:

You will probably have numerous answers to this question, so it is important to be concise and at the same time not be daunted by the sheer amount of detail you want to get across. You could talk about a desire to understand how some of the country's top companies operate, and the opportunity to engage with these companies and build long-term relationships through them. It is important for passion and excitement to shine through.

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### Question - 33:

Tell me the difference between internal audit and statutory audit?

#### Ans:

An internal audit is one which is conducted by the internal auditors of the company. It is not mandatory for the company and the company just conducts it to keep a check on the operations of the company. On the other hand statutory audit is very important because it is by the external auditors and it is mandatory for all kinds of companies. Statutory audit is usually conducted for various purposes like tax regulatory requires it for taxation purposes.

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### Question - 34:

Basic Cash Sales Audit Clerk interview questions:

#### Ans:

- \* How did you prepare for this work?
- \* A team experience you found disappointing.
- \* Do you prefer to work independently or on a team?
- \* How would you describe your work style?
- \* What are you looking for in terms of career development?

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### Question - 35:

Fresh Sales Auditor Job Interview Questions:

#### Ans:

- \* Please tell me about your self?
- \* Where would you like to be in 3 years? 5 years?
- \* What tertiary qualifications have you attained that related to your Sales auditor position?
- \* What would you say your one or two biggest failures or mistakes were? What did you learn from them?
- \* What are some of the challenges you see that are facing this industry?
- \* How would those with whom you work now, across all areas of the company, describe you and the work you do?
- \* Describe a time you led a group of people, the primary challenges you faced and how you handled them?
- \* How to do each Sales auditor position task/function?
- \* How to control each task/function of Sales auditor?
- \* What are your strengths and weaknesses?
- \* What is the worst objection that you've ever had to handle? Talk us through how you tried to handle this objection?
- \* What is your preferred technique to handle objections?
- \* How do you ensure that your sales targets are exceeded each month?
- \* What is your favourite closing technique?
- \* What are top 3 skills for Sales auditor?
- \* How to measure job performance of your position: Sales auditor?
- \* What made you choose to apply to Sales auditor?
- \* What are key tasks for Sales auditor?
- \* What have you learned from your past jobs that related to Sales auditor?
- \* Why did you leave your last job?

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### Question - 36:

Communication skills Based Cash Sales Audit Clerk interview questions:

#### Ans:

- \* What is a typical career path in this job function?
- \* What have you done to support diversity in your unit?
- \* What irritates you about other people?
- \* What do you consider your most significant accomplishment?
- \* Describe a time you were faced with stresses which tested your skills.

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### Question - 37:

Strengths and Weaknesses Based Cash Sales Audit Clerk interview questions:

#### Ans:



- \* List five words that describe your character.
- \* What has been your most successful experience in speech making?
- \* What do you believe are your key strengths?
- \* Tell me about a time when you successfully handled a situation?
- \* Tell me about your strengths.

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### Question - 38:

Operational and Situational Sales Auditor Job Interview Questions:

#### Ans:

- \* Have you ever detected a case of fraud? What process did you follow?
- \* Imagine a situation where you suspect that a company is exposed to a major risk. What risk management procedures would you employ?
- \* Tell us about a serious operational issue you encountered in the past. How did you discover it and what solutions did you recommend?
- \* Imagine a situation where you have to deal with uncooperative colleagues. What would you do?
- \* Have you ever experienced conflict with senior management or within a team? What happened and how did you resolve it?
- \* Describe a time when you made a suggestion that was successfully implemented. What was the result?
- \* Have you ever had difficulty persuading others to implement your recommendations? What did you do?
- \* Imagine that someone asks you to do something unethical like covering up a fraud. What would you do?

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### Question - 39:

Behavioral Cash Sales Audit Clerk interview questions:

#### Ans:

- \* Give examples of ideas you've had or implemented.
  - \* What can you do for us that other candidates cant?
  - \* What kind of personality do you work best with and why?
  - \* Has anything ever irritated you about people you've worked with?
  - \* What kinds of situations do you find most stressful?
- Connect your ability to the company's requirements.  
Your answer will affect the rest of the interview. Focus on positive achievements and views.

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### Question - 40:

Phone Based Cash Sales Audit Clerk interview questions:

#### Ans:

- \* What do you feel is the best educational preparation for this career?
  - \* How well did your college experience prepare you for this job?
  - \* What are three positive character traits you don't have?
  - \* Can you describe a time when your work was criticized?
  - \* Who was your favorite manager and why?
- Don't stress yourself with the idea of winning or losing. If interviewing for a professional-level position, be ready to answer questions about standards within the industry.  
The interviewer is looking for an answer that indicates you've thought about where you want to work.

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### Question - 41:

Video Based Cash Sales Audit Clerk interview questions:

#### Ans:

- \* What was the most difficult period in your life, and how did you deal with it?
- \* Situation in which you had to arrive at a compromise.
- \* What would you say are your strong points?
- \* What were the responsibilities of your last position?
- \* How would you weigh a plane without scales?

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### Question - 42:

Situational Cash Sales Audit Clerk interview questions:

#### Ans:

- \* What would make you happy in a job?
- \* How do you think you can make a contribution to this company?
- \* What relevant experience do you have?
- \* Which subjects did you enjoy during your qualifying degree?
- \* How did you handle meeting a tight deadline?

Answer all Cash Sales Audit Clerk interview questions honestly and stay focused throughout the hiring process. Provide truthful answers to Cash Sales Audit Clerk interview questions and exude confidence when speaking. Ask a friend or relative of yours to help you practice answering Cash Sales Audit Clerk interview questions.

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### Question - 43:

Competency Based Cash Sales Audit Clerk interview questions:





### Ans:

- \* What techniques and tools do you use to keep yourself organized?
- \* Tell me about a difficult experience you had in working.
- \* What are three positive things your last boss would say about you?
- \* What are your expectations regarding promotions and salary increases?
- \* What was the most complex assignment you have had?

Answer all Cash Sales Audit Clerk interview questions honestly and stay focused throughout the hiring process. Try to avoid specific classifications, whatever it may be. A successful interviewee should give examples of past experiences when these skills came to use.

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### Question - 44:

Role-specific Sales Auditor Job Interview Questions:

### Ans:

- \* How has your experience/education prepared you to be an internal auditor?
- \* How do you develop an audit plan? What is important to consider?
- \* What do you do after you finish with an audit?
- \* What are important elements of internal control systems? What process would you follow to review them?
- \* Do you know any audit software or CAATs (computer assisted audit techniques)? Have you used them before?
- \* What do you know about information technology controls?
- \* Where and how do you gather important raw data? How do you analyze them?
- \* Are you familiar with IFRS?
- \* How do you keep up with changes in regulations and laws?
- \* How do you think internal auditing can add value to a company?
- \* Why are you interested in the audit field? What do you like most about this job?

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### Question - 45:

General Sales Auditor Job Interview Questions:

### Ans:

- \* What kind of sales did you do at your last company?
- \* What was the size of your team at your last company?
- \* What was your sales quota?
- \* How did you generate leads?
- \* Describe the sales process at your last company. What worked well? What didn't work well?
- \* Describe a time when a sales process was changed. Why did it change? What was the result?
- \* Describe your product to me. What are the benefits? Who are your customers?
- \* Why do customers buy your product? What are the alternatives?
- \* Describe your customers' buying decision process. Who approves or blocks the buying decision? What do you need to line up to close the sale?
- \* What kinds of questions do you ask your customer to find out what they need?
- \* At what point do you stop pursuing a potential customer?
- \* How do you stay current on your customers and product?

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### Question - 46:

Do you know different Functions Of Internal Audit?

### Ans:

function of internal audit is concerned with analysis of internal check. The internal audit can look into the duties of each employee. All employees are provided jobs on the basis of their abilities. The auditor can test the effectiveness of internal check. The function of internal audit is examining the application of legal requirements. The accounts are prepared under certain legal frame work. Verification of accuracy is a function of internal audit. The accuracy of accounting books and records can be verified with the help auditing techniques. The audit techniques include inspection, observation, inquiry, confirmation, computation and review. An auditor can check the accuracy through these techniques.

Confirmation of liability is a function of internal auditor can determine the work done by every person. The carelessness or negligence on the part of worker is noted. The concerned person is given a chance to explain his position. If the reason is not justified, the liability is confirmed. The function of internal audit is to examine the assets protection. The proper record is to be maintained. The possession must be in the hands of senior officer. The assets are used for business only. There are proper purchase and disposal of these assets. The internal auditor can check that assets are protected.

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### Question - 47:

Do you know the Before an audit processes?

### Ans:

- \* Make sure the authority of the audit team is established - this will increase the cooperation from auditees.
- \* Decide what areas of the company will be audited and the frequency of the audits. Prepare a yearly audit schedule and distribute.
- \* Develop an audit plan. Decide what other audit resources are needed - checklists, other auditors?
- \* Determine the purpose of the audit - is it to comply with government regulations, quality standards, internal procedures and systems? v Define the scope of the audit - is it an overview of the area being audited or is it to concentrate on a specific system within the area?
- \* Hold a meeting with the auditors to discuss the plan, purpose, and scope of the audit.
- \* Read the documents you will be auditing against. Know what they say. Develop questions to ask the auditees.
- \* Conduct an opening meeting with the auditees.

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### Question - 48:

Tell me have you ever been offered a bribe at any of your previous positions? What did you do?



**Ans:**

Yes, was offered a new smart phone to help . Recorded the incident on my internal report. I informed my manager, who later on carried out internal investigations. The individual was later dismissed for bribes,

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**Question - 49:**

Tell me what examples do you have of demonstrating excellence in stakeholder management?

**Ans:**

In addition to technical competencies, prospective employers will want reassurance that candidates have the right people skills and are able to apply these effectively with colleagues and clients at all levels of seniority.

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**Question - 50:**

Explain what are the importance of evaluating an internal audit department?

**Ans:**

Significance of Internal Auditing:

Internal auditing refers to an assessment activity managed within a corporation as a check to the entity. Its main function is to monitor control within the corporation. The task of internal auditing is determined by organization itself, and its goals differ from those of the external auditor who is appointed to report independently. The depth and goals of internal auditing vary widely and depend on the volume and structure of the body and the requirements of its administration. Ordinarily, the importance of internal auditing can be seen by one or more of the following:

- \* Implementing and monitoring of sufficient internal control. That is the duty of management that demands proper attention on a permanent basis. Internal auditors are ordinarily assigned definite task by management for reviewing controls, monitoring their function and suggesting improvements for them.
- \* Inspection of monetary and operational information. This may include review of the means used to recognize, determine, categorize and report such information and definite inquiry into individual items as well as in depth testing of balances, transactions and procedures.
- \* Review of the economy, effectiveness and efficiency of operations including non-financial controls of the corporation.
- \* Review of fulfillment of laws, regulations and other external requirements and compliance with administration policies and commands.

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**Question - 51:**

Explain me about a time that you discovered a problem during an audit and brought it to management. What was your contribution to the resolution?

**Ans:**

Occasionally, when the problem is noticed, I have had to discuss with the responsible authority, specifically the Chair of the audit committee. This is specific on issues relating to certainty about fraud, to enable management take keen action since it is their role to prevent fraud.

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**Question - 52:**

Tell me what is your leadership style? Are you able to take on a leadership role over others who were once your peers?

**Ans:**

Friendship and working together doesn't have to be a big issue as long as you are fair in your development and discipline of that employee when it needs to occur. If that person is a friend they should expect no less.

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**Question - 53:**

Tell me have you ever discovered fraud in an audit?

**Ans:**

Yes. There was a recent audit that was conducted regarding the Strategic planning process and the city manager wanted to find out as to whether the roadshows that were conducted amounted to the total costs related and it was noted that since a service provider was appointed to roll out the project, firstly supply chain processes were not followed as there for other services quotations were not requested, tenders above the threshold in as per the policy did not follow the right procedure and the budget was overspend, so thorough interviews with responsible official it was noted that the initial company appointed for the services sub contracted and at a later stage documents indicated that still payments went through to the service provider without providing the services and it was later also established that there were no binding contracts between the sub contractor and the sp and at this stage the matter was handed over to the forensic investigation for further investigation.

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**Question - 54:**

Tell me what do you expect to be different moving from External Audit to Internal Audit?

**Ans:**

"My advice," says Edwards in answering this question, "be confident with what you know, and show humility towards what you don't. For example, a strong Financial Auditor may need to adjust their mind-set towards Operational Audits. It's a completely different way of thinking and approaching a project and this can take time and shouldn't be underestimated." When it comes to making the move between external audit and internal audit, Edwards asserts that while companies are not expecting to hire someone with the full spectrum of expertise, what they are looking for is "someone who has a strong basis, is eager to learn and can adapt quickly."

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**Question - 55:**

Tell me how do you see your career progressing after 3-4 years as Sales Auditor?

**Ans:**



This question according to Edwards is again about striking the right balance. He says, "If a 'rotation scheme' is in place, candidates should show clear ambition, whilst demonstrating an open-mindedness to different career directions." He further explains, "If you typecast yourself into one narrow career path, there's a chance you're talking yourself out of the job if the company is any less than 100% sure they can deliver on your ambitions."

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### Question - 56:

Why do you want to leave your current role as Sales Auditor?

#### Ans:

Be honest while staying positive, avoiding anything that suggests conflict or in which you could be perceived as portraying your current employer or manager negatively. This will reflect equally badly on you. A better interview tactic is to talk instead about the need for new challenges and development opportunities.

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### Question - 57:

are the different advantages and disadvantages of internal audit?

#### Ans:

Advantages of Internal Audit are following:

- \* It is in-expensive.
- \* No chartered accountant is required to audit internally.
- \* Errors will be removed before preparing financial statements.
- \* There will not be any type of embarrassment in the society because errors have been removed.
- \* Accounting staff will remain in pressure so record will remain update every time in the organization.

\* Disadvantages are following:

- \* Internal audit is not acceptable by the shareholder.
- \* There can be errors in internal audit because he is not an auditor.
- \* And there are some more

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### Question - 58:

Explain me the Difference Between Internal Audit And External Audit?

#### Ans:

The internal audit is conducted to help the management. The weakness of the management is disclosed. The external audit is conducted to help the shareholder. The rights of owners are protected. The appointment of internal audit is made by the management. The appointment in external audit is made by the shareholders. Internal audit is the part of internal control.

External audit is the not the part of internal control. The internal audit can suggest improvement in internal check system. The external audit can not suggest improvement in internal check system. The internal audit can perform his duties under the terms of appointment. The management can limit the scope of work at any time. The external auditor can perform his work to terms of appointment and other prescribed law. The scope is very wide. Internal audit is an employee of the company. He is not an independent person. External auditor is not an employee of the company.

[View All Answers](#)

### Question - 59:

Explain me in your most recent performance evaluation what positive feedback did your Supervisor have for you? Did they recommend any areas for improvement?

#### Ans:

From the technical point of view my performance evaluation is good, there are other areas like presentation skills and leadership that I need to continue to improve.

[View All Answers](#)

### Question - 60:

Tell us while attending post-secondary, what was your best and favorite subject?

#### Ans:

I was asked by our Divisional President audit our regions BSG contracts and commissions soon after arriving in my current market. Security was involved because it appeared that department wide fraud was occurring. This was initiated by security. After careful review both of the contracts, the commissions structure and the billing system we found no fraud but in fact found that the team members had been taught to perform a process one way and of course they shared it with the other employees. What we needed to do was retrain the employees according to company policy because it had not be done as employees left and came into the company.

[View All Answers](#)

### Question - 61:

Tell me why do you enjoy auditing?

#### Ans:

Because 1 you are able to understand the processes within the organization effectively a, 2 you are able to see the side of management that management is not aware in terms of different skills. your mind is always up to date because of the changes that occur which requires one to research and come up with the best possible recommendation to the organization.

[View All Answers](#)

### Question - 62:

Suppose you had an under performing auditor, what would you say to him or her, to help boost their performance?

#### Ans:

First I would be monitoring all of my auditors and have monthly debriefs. If I have an under performing auditor it is my job as a manager to work with them to find



out where the problems are. I would tell him or her that we are in this together and if my auditor looks bad our entire team looks bad. I would have sessions where the entire team puts issues, concerns, suggestions, best practices on the table so that we are all on the same page. Everyone is capable of doing a good job, however as a manager it is my job to make sure I am giving my employees all the tools they need to succeed. And the most important part of that is to be aware of your auditors skill set so that you can help them enhance those skills as needed.

[View All Answers](#)

### Question - 63:

Tell me what is an audit process?

#### Ans:

The word 'Audit' is a derivative of the word 'Audition' which means 'to hear'. In earlier times, the Kings used to hear their accountants narrate the accounts verbally. However, as the complexity of the accounting function grew, need was felt to thoroughly check the accounts for mistakes misclassification and document the findings in a written form so that it can be used by the Management, stakeholders, investors, Government and various other bodies. This process is known as Auditing or Audit.

[View All Answers](#)

### Question - 64:

Explain me what are the Essential Of Internal Audit?

#### Ans:

Planning is an essential feature of internal audit. The auditor can plan to check the accounting system. The plan may relate to accounting functions like purchase, sales, income, expenses and shares. The planning includes degrees of risk and extent of audit. It also states the nature of audit work. Controlling is an essential feature of internal audit. Auditor can examine the operations of accounting system. He can control audit work through audit program. The whole audit work is distributed among audit staff.

Recording is an essential feature of internal audit. The audit can record the facts and figures in order to express his views in the business activities. The audit note book and audit working papers are used to record the information. Independence is essential element of internal audit. The work of internal audit is done by an employee of the company. He must not be influenced by management. He must be free in developing audit program, audit investigation and audit reporting.

[View All Answers](#)

### Question - 65:

Tell me how does the internal audit differ from an external audit?

#### Ans:

Internal audit nothing but the checking the product that you produced.

External audit is checking your product by your customer.

Here it means you may not find mistakes in your processes but a third man who comes and check the system he may see some deviations in the system and give suggestions for the improvements of the system.

[View All Answers](#)

### Question - 66:

Explain me about a time when you solved a difficult problem?

#### Ans:

Scenario based questions are particularly common in typical interview questions and answers structures for audit roles as they provide practical proof of certain core competencies. In your example, interviewers will be looking for demonstrations of teamwork, leadership and versatility, problem-solving and quick thinking.

[View All Answers](#)

### Question - 67:

What are your salary expectations as Sales Auditor?

#### Ans:

This is in some ways a trick question. In that they are trying to trick you into slipping up. Never answer this question directly. Answer it with a question instead, for instance, you can ask them about the range of the position and then explain that salary can depend on the details of the job of which there are many, but only mention a few.

[View All Answers](#)

### Question - 68:

Tell me what is it about this role that particularly attracts you?

#### Ans:

Focus on the alignment of the opportunities the role offers with your personal aims and ambitions and convey what a good fit you are for the role by drawing attention to the parallels between your skills and experience, and the role requirements.

[View All Answers](#)

### Question - 69:

Tell me what do you know about the ACA qualification?

#### Ans:

The ACA is the Chartered Accountant qualification, one of the most advanced learning and professional development programmes available. An in-depth understanding and appreciation of this is critical with regard to starting a career in auditing.

[View All Answers](#)

**Question - 70:**

Explain what are the importance of internal audit to the organization?

**Ans:**

An audit helps keep track of where the money is going and makes sure the money is going where it is supposed to and not in someone's pocket. An audit can also help a company know if it is losing or making more money.

[View All Answers](#)

**Question - 71:**

Tell me how can scope of internal audit help you?

**Ans:**

Internal audit is an independent appraisal function which is established by the management of an organization for the review of its internal control system as a service to the organization. To learn about the scope of internal audit.

[View All Answers](#)

**Question - 72:**

Explain what techniques used during an audit?

**Ans:**

- \* Be professional at all times. Avoid being judgmental.
- \* Follow safety procedures, clean room procedures, and all other required procedures.
- \* Explain the purpose of the audit to the auditees.
- \* Answer questions or discuss compliance problems brought to your attention by auditees.
- \* Be flexible - if you find a potential problem not within the scope of the audit - evaluate the potential risks of the problem if left unaddressed.
- \* Encourage honesty with the auditees.

[View All Answers](#)

**Question - 73:**

Explain what do you find most challenging when performing an internal audit?

**Ans:**

The most challenging is to make and SOP. Because in that if that SOP is related or effecting 4-5 departments then its very difficult to pull all of them in discussion at one go and finish the SOP.

[View All Answers](#)

**Question - 74:**

Explain me why do you feel internal auditors have an important role in our company?

**Ans:**

Because internal auditor help to develop internal control system and verify whether the system are working in proper way to reduce the risk of the organization. Further, auditor carry the important message to the audit committee / management as such necessary action can be taken and proper following up.

[View All Answers](#)

**Question - 75:**

Tell me how will you add value to our company?

**Ans:**

I will objectively understand the company and its operations. Thereafter I will plan and systematically analyse the performance and provide oversight in terms of risk management in the company, financial management and performance and issue reports that identify shortcomings and the necessary improvements that management should do to ensure it meets its strategic objectives, operational processes, compliance with policies ad regulations governing the entity and ensure proper communication channels that will help add value and improve performance.

[View All Answers](#)

**Question - 76:**

Do you have any questions for us regarding Sales Auditor?

**Ans:**

Try and use this question to actually learn something about the company and its potential in furthering your internal audit career. Never mention salary, perks, annual leave or job location, instead ask the kinds of questions that will cement your interest in the role in the mind of the person interviewing you. Are there any induction or development programs? How do they see your role progressing within the first 12 months? Ask about the company, the industry as a whole and how their business fits in with it. Be interested.

[View All Answers](#)

**Question - 77:**

Why do you want to work with us as Sales Auditor?

**Ans:**

This question is all about testing your preparation skills pre-interview. Your employer wants to know how motivated you are to work for his or her company, thus how well you've researched the company culture. Use this question to identify which of their core values you share, your respect for their business ethos and how you intend to uphold the vision they have created for their organisation.

[View All Answers](#)

**Question - 78:**

Tell me how would you describe an audit role to a layperson?

**Ans:**

These interview questions and answers are intended to assess your understanding of the auditing role in practical terms. Any good interview guide will highlight how important it is to have done some research to be in a position to provide a credible answer with specific examples of typical projects and tasks, as well as things like reporting lines and stakeholder management.

[View All Answers](#)

**Question - 79:**

Tell me what are the basic principles of an internal audit controlsystem?

**Ans:**

The basic principles of financial internal control are explained below: Financial and accounting operations must be separated that is the handling of cash and the recording of the movement thereof should be done by different persons. Responsibility for the performance of the job must be clearly stated so that there may be no room for doubt or confusion subsequently.

Too much confidence should not be pinned in one individual. Nearly all frauds have been committed by trusted officials or employees. It is interesting to note that frauds have occurred owing to their being trusted. Relation principle relating to transfer of an employee from one job to another should be the inflexible guiding rule. This is an effective safeguard against collusion and is recognized as an important canon of sound organization.

Mechanization of the work wherever feasible and practicable should be resorted to, mechanical devices such as cash register, recording time clocks, calculation machines should be introduced. A system of control accounts should elegantly be fitted in the book keeping system.

The work should be so arranged that work done by one employee should be properly checked by independent employee. Such continuous and constant checking goods moral control and the errors and the frauds cannot go undetected.

[View All Answers](#)

**Question - 80:**

Explain me that how I can evaluate the internal control audit?

**Ans:**

Compliance procedures are tests designed to obtain reasonable assurance that these internal controls on which audit reliance is to be placed are in effect. The auditor can test the functioning of the controls and not the transactions. He can check the exceptions and departure from suggested internal control. When there is strict supervisory control the staff can not digress from prescribed control procedures. Compliance procedures can be applied with the help of audit sampling.

The samples can be selected from various categories of transaction in order to test the control aspect. He can examine evidence through inspection of signature. He can apply re performance and observation techniques. He can check custodial control over assets. He can examine the segregation of duties. He can go through supervisory controls. The auditor can test all the items included in the sample. The compliance procedures can ensure the auditor that internal control exists. The control is operating effectively. The control has so operated throughout the period of intended reliance.

[View All Answers](#)

**Question - 81:**

Tell me how Does An Internal Audit Differ From An External Audit?

**Ans:**

Internal audit nothing but the checking the product that you produced.

External audit is checking your product by your customer.

Here it means you may not find mistakes in your processes but a third man who comes and check the system he may see some deviations in the system and give suggestions for the improvements of the system.

[View All Answers](#)

**Question - 82:**

Do you know what is statutory audit?

**Ans:**

It is a compulsory audit done by a CA.

Finance Audit conduct by the CA to compliance the legal requirements of monitory issues.

[View All Answers](#)

**Question - 83:**

Tell me what do you enjoy most about being an auditor?

**Ans:**

Exposure that it allows one into the whole business environment. It allows one to assess and identify weaknesses in the control environment and together with the clients to come with solutions to the problem; solutions that are value-adding to the business.

[View All Answers](#)

**Question - 84:**

Explain me about what areas you audited at your last job?

**Ans:**

Internal control review including role and effectiveness of senior management, evaluation of Human resources policies and practices, assess the role and effectiveness of the audit committee and other committees audit risk management c, Revenue cycle, receivables, Expenditure cycle, payroll cycle.

[View All Answers](#)

**Question - 85:**



Explain me about an inefficiency you detected during an audit?

**Ans:**

In this organisation where I am recently working, in procurement department the purchaser buy the material on 100 percent more rate than the rate which prevail in the market. How I find it when I took quotation from different suppliers and find that the same product we are buying on 100 percent more rates.

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