



16 JOB INTERVIEW QUESTIONS - MOTIVATION

1. Give me an example of when you came up with a clever way of motivating someone?
2. What is your favourite way of motivating people?
3. What do you do to reward good performance on your team?
4. What was the best idea you tried to sell your manager that was not accepted? Why wasn't it? What did you do?"
5. What if you found to be the best way to get other people to accept your ideas?
6. Describe your most disappointing experience in presenting and gaining the support of management for a proposal. What happened? What would you do differently next time?
7. What do you think is your employer's greatest concern? What have you done to affect some change? How?
8. Describe your most recent problem-solving session with one of your employees?
9. Give me a specific example of a time when your energy and actions motivated co-workers
10. Tell me about a time where your actions motivated and inspired other people to excel?
11. Give me an example of how you motivated to different employees in different ways according to their personalities?



12. Give me an example of the time when you had high morale on the job and what caused it? How did you contribute to the morale of others?
13. What things created excitement and cohesion in your last workgroup?
14. When have you seen supposedly effective motivators fail?
15. What are some of the techniques you have found most useful in developing yourself and your employees?
16. How have you identified your staff's needs and potential?

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