

1 :: Do you like people?

Candidate should have a genuine 'feel' for people. They should show excellent interpersonal skills that enable the job seeker to create instant rapport with a whole range of people. Verbal responses will be evaluated: eye contact; the warmth of smile; and overall body language.

2 :: Tell me about a time when a colleague strongly disagreed with your views, ideas, or way of working? What kind of relationship can you develop with such a person?

The job seeker should have excellent interpersonal skills and that they are able to improve relations with people even in cases where they cannot agree upon certain issues.

3 :: Do you think it is important to promote team building among employees in the organization? What steps do you take to ensure this?

Candidate should work for good positive relations among employees and understand that good co-worker relationships are vital to the company, the team, and that positive relations improve efficiency.

4 :: How frequently do you add contacts to your address book? Do you think it is worth building network of contacts?

Job seeker should want to build and be able to build more contacts. They should understand that more contacts can help them achieve professional/company related goals.

5 :: Describe how you get on with your work colleagues? How frequently do you seek each others support? How frequently do others seek and ask for support from you?

Job seeker should show, with words and body language, that they feel comfortable working with people, that they like to work in a team, and that they prefer a cooperative and supportive working environment.

6 :: What, in your view makes a person likeable?

Job seekers answer should indicate that the applicant can see beyond the "surface" of a human. They should not see color or be able to look beyond color. They should be understanding and non-judgmental about religion, politics and/or any physical differences.

7 :: Do you think it is worthwhile to establish new relationships? What are the consequences of building new relationships in your professional and personal life?

Answer should indicate that the applicant understands the importance and value of relationships in life; this should include both business and personal relationships.

8 :: How will you initiate a new relationship with a potential client? Do you think it is necessary?

Job seeker should show that they feel comfortable meeting new people, that they can develop relationships with different types of people, but also be cautious and aware of the best interest of the company while building new client relationships.

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