**Tell me about a time you worked on a team?**

I think I am a strong team player and I will often take on a leadership role when given the opportunity. To me, teamwork means that everyone ensures that the project is running smoothly by doing their part. When I work as a research assistant at Northeastern University, I was working with other graduate students on a very interdisciplinary project, and we were trying to build our own drone. We realized that this is a complex project, and even if a tiny part fails it could be critical. It is best to utilize everyone’s strengths, so each one of us is responsible for a specific component, such as the mechanical, the operating system, the sensors and the network. We were working together and reaching the milestones one after another, and finally we were able to build a stable and ready-to-fly drone on our own.

**How do you deal with conflict?**

**Tell me about a time you had conflict with someone?**

**Tell me about a time your coworker did not finish their tasks on a timely manner?**

**Tell me about a time you helped a team member?**

**Tell me about a time you influenced someone?**

I try to listen to the other person’s point of view without becoming defensive. I want to know what cause a certain behavior or phenomenon that I don’t like. I don’t want to jump to conclusions too quickly. I also try to move the confrontation to a private space to avoid further complications. When I work as a research assistant at Northeastern University, one fellow student in our lab was constantly late finishing his tasks. He seemed to be doing everything very slowly. When I approached him about it privately, he was very defensive at the beginning. I acknowledged that the deadlines were challenging and asked how I could assist him in improving his performance. He calmed down and told me he was lacking some of the necessary tools and skills to accomplish the tasks. Then I spent a couple hours guided him through how to access some useful resource and how to make the most out of it. I taught him some useful tricks I have been using so that he could speed up his learning process and boost his work efficiency. I also talked to the professor so we could adjust our assignments and schedule to alleviate his workload. Later, he told me that he was less stressful on his work and he could handle his tasks reasonably well.

**Tell me about a time you disagreed with your boss?**

**Tell me about a time you persuaded someone?**

I think it is necessary to voice my opinion when I disagreed with a boss and it could be constructive. If I want to persuade someone, I always try to list pros and cons of different solutions and discuss with someone how we could come to a solution that better meets our goal. When I work as a research assistant at Northeastern University, our professor has this kind of idea: he thought we should always implement everything with two people using two totally different methods, so if one falls short we could focus on the other one. I strongly disagreed with this idea because I think it would a huge waste of our time and it is very unproductive and unnecessary, and it is not worth it for so much investment. Instead of always adapting two different frameworks, I think we should do more investigation and research. Eventually I asked for a meeting and told him, in a calm and polite way, how I felt, how I thought we should do, and what would be the pros and cons. Our professor thought I made quite strong arguments and finally he agreed with me and adapted my suggestions.

**How do you motivate someone?**

**Tell me about a time you motivated someone?**

When I try to motivate someone, there are several aspects I would consider. First, I want to make sure they feel they can accomplish their tasks, to avoid frustration. Then I need them to know the importance of their work, so that they would feel that their work is meaningful. Then I would let them know they could make their own decisions as long as we are all working towards the same goal. Last but not least, I want them to know how they could benefit from their work.