

# **Amazon Leadership Principles - Behavioral Question Bank**

## **Customer Obsession**

- Tell me about a time you went above and beyond for a customer.
- How do you incorporate customer feedback into your work?

## **Ownership**

- Describe a time you took ownership of a project.
- Tell me about a time you took initiative without being asked.

## **Invent and Simplify**

- Tell me about a time you introduced a new idea or process.
- Describe a time you simplified a complex problem.

## **Are Right, A Lot**

- Tell me about a time your judgment helped your team.
- Describe a situation where your decision turned out to be correct.

## **Learn and Be Curious**

- How do you keep yourself updated with new technology?
- Tell me about something you taught yourself recently.

## **Hire and Develop the Best**

- Tell me about a time you mentored someone.
- How do you help others grow in your team?

## **Insist on the Highest Standards**

- Describe a time you raised the quality bar on a project.
- Tell me about a time when you refused to compromise on quality.

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## **Think Big**

- Tell me about a time you thought outside the box.
- Describe a visionary idea you proposed and implemented.

## **Bias for Action**

- Give an example of a time you made a decision with incomplete data.
- Tell me about a time you had to act quickly to resolve an issue.

## **Frugality**

- Tell me about a time you solved a problem with limited resources.
- Describe how you've achieved results without extra budget or headcount.

## **Earn Trust**

- Tell me about a time you built trust with a colleague or customer.
- Describe a time you had to rebuild trust after a mistake.

## **Dive Deep**

- Give an example of a time you used data to solve a problem.
- Tell me about a time you discovered the root cause of a problem.

## **Have Backbone; Disagree and Commit**

- Tell me about a time you disagreed with your manager or team.
- Describe a time you stood up for an idea you believed in.

## **Deliver Results**

- Tell me about a project you owned from start to finish.
- Describe a time you hit a tough deadline and how you managed it.