**Tell me about yourself.**

**Why do you apply for this position?**

 I have the relevant experience and qualification required for the position,

As I always, is something I really want to do. Also, this job opportunity is perfect for enhancing my career because while working with your team, my skills can be utilized and developed;

Moreover, I am a fast learner, self motivated and able to work under stress, so I am very confident that I can do this job very well.  I believe this position is a perfect fit for me and I have the desire and motivation to work at my best.

**Why do you want to work in our company? Or for this organization?”**

This Company is a well-known [consulting](http://en.wikipedia.org/wiki/Consultant) industry leader. I have done research and found that rational software and its future prospects are very impressive and exciting. I have always wanted to work at this company, I’d be proud to work with the team.

I've done some research and can tell you more if you like.

**My Strength**

My time management skills are excellent and I'm organized, efficient, and take pride in excelling at my work.

I pride myself on my customer service skills and my ability to resolve what could be difficult situations.

I have a successful track record of working with people and solving problems quickly in a very fast-paced environment.

I know that if you were to ask any of my coworkers, they would tell you that one of my strongest traits is my ability to get along with almost everyone. I even get along with people who others consider difficult to work with.”

Whenever I start at a new company or job, the first thing I do is find out the people whom I will need to know in order to get things done.

**Good customer service**

First of all, the support engineer must have thorough knowledge of the product, developing experience with the products, and being able to help customers make the best choices for them.

Second, a good support engineer should treat customers with a friendly, helpful attitude. Third, giving proper, accurate and to the point answers to the customer, helping customers efficiently, in a friendly manner.

It's one of the things that can set your business apart from the others of its kind.

It is important to create a healthy and clean professional relationship with the clients and phone callers over the phone.

The ability to remain calm under pressure is very important. For instance, people who call for help may be in a state of worry or panic because their system is having problems. Technical support engineer must remain calm and must reassure people that there is a solution for their computer problems. Also, technical support engineer must have good communication skills so people will clearly understand the instructions that are given to solve the problems.

**What is most important - a good product or friendly, fast service?**

Both are extremely important.

A superior product will speak for itself, and friendly, efficient customer service is what will set us apart from the competition.

**Big challenge**

I think the biggest challenge I will face in your organization is how to build my reputation quickly and efficiently. In order to get the trust and buy-in from the boss and the colleagues; I need to show my professional skills and personality to the people around me. I have also aware that it is important to build a harmony partnership and make contribution as a positive team member. I believe that my flexibility to different environment will help me to achieve that.

**Communication**

Obviously, I don’t have English speaking background, but I think there are many factors more important than language: listening, the ability to understand others and give appropriate information they want, good talking manner, Positive attitude and enough patience, and valuing clients' feedback and giving them appropriate responses ... I believe my well-developed communication skills could help me do the job well.

My English is not very good, but I think many other factors are more important for communications like eye contact, to know what others want to listen and how to make things clear. And the most important is to keep patient and positive attitude to the audience.

**Achievement**

Successfully managed more than 8 projects and cooperated with three departments in 4 years. All the projects were released on schedule, with high quality that made company’s business grow quickly.

**Where do you see yourself in five years time?**

My goal is to continue learning and developing my expertise in my future role. I want to become a top performing employee in a company where I can enhance my skills (deepen and broaden my skills), take on additional responsibilities, and contribute as much of value as I can.

**How would your boss describe you?**

My boss would describe me as hard working, organized, friendly and committed. He would say that I work well on my own initiative and deliver what he wants on time and to a high standard.

**What motivates you?**

I am motivated by targets.

I've always been motivated by the desire to do a good job at whatever position I'm in. I want to excel and to be successful in my job, both for my own personal satisfaction and for my employer.

I have always wanted to ensure that my company's clients get the best customer service I can provide. I've always felt that it's important, both to me personally, and for the company and the clients, to provide a positive customer experience.

**What do you look for in a job?**

I like having targets. They encourage me to stretch myself and beat them!

**What is your personal mission statement or motto?**

Treat others as you'd wish to be treated.

**What do you enjoy most about what you do now?**

I really enjoy the technical nature of the job; I get a lot of satisfaction from delivering what the customer want on time and with high quality.

**Question:**

What characteristic would you define a great employee in this role?

what's your expectation of the position holder in the first 3 months？

How will success be measured in this role?

**What do you enjoy least about your current role?**

Actually, I enjoy everything about what I do. I suppose if I had to give something up, it would be

**Why do you want to leave your current job/company?**

I really enjoy what I do, but I want to be competitive in a global market even after 10 years, I have to leave Japan and face the new challenges.

**What do you think of your current boss?**

My current boss is great. He sets the team challenging but realistic targets and motivates us to achieve them.

My current boss is very good. She deals with her team firmly but fairly and enjoys our respect because of this.

**What will you miss about your present job?**

Well I'm confident that the job you're offering will give me everything I have now and more so I don't think I'll miss anything about the job itself. But I'll miss some of the people of course.

**If you're successful, what do you think you'll be doing day-to-day?**

I understand that I'll be

**What are your strengths/weaknesses?**

**How well do you work under pressure?**

I know that all jobs involve some sort of pressure at some time. I can work as well under pressure as I do at any other time but when I am busy, I prioritize activities so that my workload is manageable.

I use to-do lists and a diary to help me successfully manage my work

If the interviewers focus on other pressure, such as pressure to meet targets, dealing with difficult customers etc, give an appropriate reply, mentioning past situations where you have coped under such pressure.

**What sort of people do you find it difficult to work with?**

I am an easy going person who seems to get on with everyone. If I have to pick a type of person that bothers me, it's the one who doesn't pull their weight or isn't worried about the standard of their work because it reflects badly on the rest of the team.

**What key skills do you think you need to be successful in this role?**

**If you could start again, what career decisions would you make differently?**

I wouldn't change anything. I am happy with my career as it is now but want fresh challenges.

**Do you work best by yourself or as part of a team?**

I work very well by myself because I'm self motivated, organized and conscientious. of course, I'm happy to work in teams because in some situations better decisions are reached when people work together and share ideas .

**What kind of personality do you work best with and why?**

I find I work well with almost everyone but who I work best with might depend on the activity. If it's a project, I prefer to work with someone who's practical and organized because this is important. If it's leading a discussion, working with someone who's a good facilitator helps.

**How would you go about establishing your credibility quickly within the team?**

That's a good question and I realize it's important to gain credibility quickly. I believe the best way is to show your colleagues that you respect their experience and want to learn from them as well as about them. You need to listen, ask the right questions and make sure you understand. If they can see you'll fit in early on, it helps.

**Can you give me some idea of the salary you're expecting?**

Based on my research on this position and the industry, my expected salary range is

Because I am really enthusiastic about this role, I am willing to negotiate.

**How would you approach a typical project?**

- Planning the schedule backwards from completion

- Working out what you need to get the job done effectively and on time

- Budgeting -- costs, time and resources

- Allowing a contingency

**How would you get the best from people?**

- Good communication

- Teamwork skills

- Recognizing what each person can bring

- Setting a good example

- Praising good performances

**Give us an example of how you have resolved conflict.**

Discussing problems with individuals in private, getting both sides of the argument Making sure you get to the root of the problem, Finding a solution that everyone will accept

Showing empathy

Fairness

**How did you handle a challenge?**

When the software development of our new product stalled, I coordinated the team which managed to get the schedule back on track. We were able to successfully troubleshoot the issues and solve the problems, within a very short period of time.

**Weakness**

When I'm working on a project, I don't want just to meet deadlines. Rather, I prefer to complete the project well ahead of schedule.

I worked in Japan for more than 6 years, I have some weakness which is part of Japanese culture, such as, Pay too much attention to details, I am used to communicating with related people when making important decisions, sometimes it takes time.

**How well can you work in stressful situations?**

Prioritizing my responsibilities so I have a clear idea of what needs to be done when, has helped me effectively manage pressure on the job.

Stress is very important to me. With stress, I do the best possible job. The appropriate way to deal with stress is to make sure I have the correct balance between good stress and bad stress. I need good stress to stay motivated and productive.

I react to situations, rather than to stress. That way, the situation is handled and doesn't become stressful.

**What Do People Most Often Criticize About You?**

There's no on-going criticism. I'm open to personal and professional growth and welcome the opportunity to improve.

**What Are You Passionate About?**

One of my greatest passions is helping others.

I like helping people find solutions that meet their specific needs.

**What specific goals, including those related to your occupation, have you established for your life?**

I want to be working for an excellent company like yours in a job in which I am managing information. I plan to contribute my leadership, interpersonal, and technical skills. My long-range career goal is to be the best information systems technician I can for the company I work for.

**What are the biggest challenges you face when you are required to work with others?”**

I don’t see it as a challenge getting to know the personality type of each person I’m dealing with so that I can determine what communication style he or she prefers. By listening and observing I can pretty much figure out the preference of most people. I then try to accommodate that person’s needs by adjusting my vocabulary to fit his or her style.

didn’t feel welcome at first.

If I don’t meet my deadline, it will affect everyone up the chain of command. I am very conscientious about deadlines.

**Have you ever made the wrong decision about a project?”**

I wish I could say that I never made a wrong decision, but I would be lying.

But I have never made a mistake that jeopardized my reputation or that of the company.

I can tell you that every time I’ve ever made a mistake I’ve also learned a valuable lesson.

But the real rewards are from my knowing that I made a difference in the work or in the fact that I made someone else’s life or job easier.

check my list of things I want to accomplish that day. I then prioritize them according to urgency. I allow time for the unexpected, and