

Questions
Program Coordinator I Questions+

Scoring Sheet for: _____ by: _____ date: ___ / ___ / ___

Scale: 0 = Completely mishandled question or situation 5 = Response exceptionally well-thought out, constructed, and delivered

Question	Knowledge, Skills, or Abilities	Score
<p>1. <u>Sales Pitch Presentation:</u></p> <p>Give a 5 minute sales pitch on why a company (manufacturer) should partner with Trident Technical College and start a USDOL Apprenticeship program.</p> <p>(Handouts are allowed but no powerpoint)</p>	Creativeness	
<p>2. How did you prepare for this interview?</p>	Motivation	
<p>3. Tell us little about your training and development experience?</p>	Knowledge	
<p>4. Tell us a little about your business and development experience?</p>	Knowledge	
<p>5. This position is responsible for prospecting potential new clients (employers), arranging meetings, collaborating with internal and external entities, negotiating new company apprenticeship agreements and connecting students with apprenticeship opportunities. If you were offered this position, what strategy would you use to get new clients on board for the college?</p>	Motivation	
<p>6. How do you go about selling unpopular ideas to people?</p>	Creativeness/Problem-solving	
<p>7. What do you think makes a good salesperson?</p>	Customer Service	

8. What motivates you in your work?	Self-Awareness	
9. How would you get to understand and cater to a prospect's specific needs?	Customer Service Creativeness/Pro blem-solving	
10. Briefly describe a time in your professional when you were required to deliver a presentation for a large audience. In your estimation, how successful was the presentation? What improvements would you make if you were asked to deliver a presentation like this again? What did you learn from this experience?	Confidence in Public Speaking	
11. This position requires apprentice candidate sourcing and placement with employer partners for available apprenticeship opportunities What ideas do you have to attract more individuals to consider apprenticeship opportunities and thus increase placements for our employers and enrollment at the college?	Creativeness	
12. Describe your ideal supervisor?	Self-Awareness, Honesty	
13. What do you enjoy most/least about teamwork?	Honesty	
14. Briefly describe a time in your work or personal life when something you did or neglected to do resulted in real difficulty for another individual or group. What did you do to resolve the difficulty, and what did you learn from this experience?	Honesty	
	Total Points	/70