

| Questionnaire |   |                                     |  |
|---------------|---|-------------------------------------|--|
| 1             | Give an example of a goal you set   | Goal Orientation<br>Planning Skills |  |
| 2             | What planning you have done to achieve that Goal  |                                     |  |
| 3             | What Designation / Role & Salary you Want after 5 yrs   |                                     |  |
| 4             | How You plan your day   | Planning Skills                     |  |
| 5             | What planning you usually do to achieve – Qtr Targets   |                                     |  |
| 6             | Last time when you missed on your targets & what stems you have taken to compensate that loss |                                     |  |
| 7             | Tell me about a time when you went overtime on a deadline                                     |                                     |  |
| 8             | How rigorously you follow up with Clients & Give Example                                      | Follow – up                         |  |
| 9             | Rate your self on Follow-up skills (out of 5)   |                                     |  |
| 10            | Negotiation Skills – What steps you will take to have a best Negotiation talk with the client | Negotiation Skill                   |  |
| 11            | Rate your self on Negotiation Skills  |                                     |  |
| 12            | Most Challenging Client you've ever handle & How  | Client Relations                    |  |
| 13            | How will you handle an unhappy/ Unsatisfied Client  |                                     |  |
| 14            | Any Issue with Boss / Management & how you resolved that                                      | Inter-personal                      |  |
| 15            | Last most Important & Critical decision – taken by you (in job)                               | Decision Making Skills              |  |
| 16            | Any wrong decision you have taken in life – till date (professional / Personal)               |                                     |  |
| 17            | Any Initiatives / ideas – given by you in your current company                                |                                     |  |
| 18            | Your Biggest Contribution in your current Job   |                                     |  |
| 19            | How much Interested you're in learning new skills / Role                                      | Learning Attitude                   |  |
| 20            | Last technology / skill – that you've learned / & how   |                                     |  |
| 21            | What is your ambition in life   | reflect – Stability factor          |  |
| 22            | What expectation you have from a Company / Employer   |                                     |  |
| 23            | Any Dream Company   |                                     |  |
| 24            | Planning for any further Studies  |                                     |  |
| 25            | Why you want to join Us   |                                     |  |
| 26            | About Family  | General                             |  |
| 27            | About Hobbies   |                                     |  |