

Sample Background Questions



Executive Business Adviser

Making Your Dreams Reality

Sample Background Question:

- 1) Explain what your company does. How many employees? Management structure
- 2) Where do you spend most of your time?
- 3) Why do customers buy from you? Are they loyal? To what extent? Price? Service?

Sample Business Decision Questions:

- 1) How are decisions made in your company? Are you satisfied with this process? What is your role and your management team's roles?
- 2) What major decisions have you made in the past 12 months? What were they – how did they turn out – when you did decide to do them – when did you implement them – who decided how successful they were

Accountability

- 1) How do you measure the performance of your employees? Yourself? How do you hold your team accountable? How do you hold yourself accountable?
- 2) Are you spending time on things that will have the greatest impact on the success of the business? If not, why?

Education and Experience

- 1) In what areas of business management do you want to improve? What are you doing to improve them?
- 2) If you don't improve these areas, what impact will it have on your business?