



Sample Mock Interview Questions

College of Business and Public Affairs

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Behavioral Interview Questions for All Majors

- Tell me about yourself and why you chose your major.
- Describe a time when you took the lead on a group project or campus initiative within your major. What motivated you to lead, and what was the result?
- Tell me about a time when you saw a problem in your department, organization, or class and took steps to solve it. What was your approach?
- Give an example of a time when you worked with diverse group of people on a project related to a course that you have taken.
- Describe a time when you had to work with a difficult partner, how did you handle the situation and what was the outcome?
- Tell me about a time you were faced with an ethical dilemma in an academic or professional setting. How did you decide what to do?
- Give an example of a time when you had to quickly adjust to a major change in plans such as a canceled event, team reshuffle or course change. How did you adapt?
- How have you balanced academic responsibilities with extracurriculars or part-time work? Give an example of how you were able to find balance.
- Have you been part of a group where someone wasn't pulling their weight? How did you handle it while maintaining your professionalism.
- Tell me about a time when you failed to meet expectations or made a mistake in a professional or academic setting. What happened, how did you respond, and what lessons did you take away from the experience?



Interview Questions for Business Administration Majors

- Which concentration or area of business do you see yourself pursuing long-term (e.g., management, marketing, HR, finance), and why?
- Tell me about a time when you had to work with someone whose work style or personality was very different from yours. How did you manage that relationship to complete the task?
- Give an example of a time when you had to analyze a business problem and make a recommendation. What data or process did you use to reach your conclusion?
- Tell me about a time when you had to make a quick decision in a high-pressure situation (either in class, during a job, or with a student organization). How did you handle it?
- In your business ethics course or real-life experience, describe a time when you faced an ethical dilemma. How did you decide what action to take?
- Describe a time when you had to give a presentation on a business case or project. How did you prepare, and how did you handle questions from your audience?
- What business tools, software, or platforms are you most familiar with (e.g., Excel, Power BI, CRM systems)? How have you used them in a project or internship?
- What's one business trend or topic you're currently following, and why is it important to the future of business?
- Describe a time when technology or data helped you improve a business decision or process. What was the outcome?
- How has your experience at AAMU prepared you to succeed in a real-world business environment?



Interview Questions for Criminal Justice Majors

- What inspired you to major in Criminal Justice at AAMU? Was there a specific event, person, or interest that influenced your decision?
- Which area of the criminal justice system are you most interested in (e.g., law enforcement, forensics, courts, corrections, legal studies), and why?
- In your criminology course, what theory do you find most compelling when explaining why people commit crimes, and how might it apply to today's crime trends?
- Describe what you learned about the juvenile justice system. How does it differ in approach and philosophy from the adult criminal justice system?
- Tell me about a time when you were faced with an ethical dilemma, either in a class scenario, internship, or job. How did you handle it, and what principles guided your decision?
- In your criminal justice ethics course, what did you learn about the importance of integrity and impartiality in law enforcement or court settings?
- Describe a situation in which you had to remain calm and professional during a disagreement either in class, at work, or on a team. What was the outcome?
- How would you approach serving a culturally diverse community in law enforcement or social justice work? What have you learned about cultural competency in your courses?
- Have you studied or observed disparities in how different communities are impacted by the criminal justice system? How would you work to promote fairness and equity?
- What's the most valuable thing you've learned from your time in the criminal justice program at AAMU? How has it prepared you for your career path?



Interview Questions for Entrepreneurship Majors

- What inspired you to major in Entrepreneurship at AAMU? Was there a defining moment or experience that shaped your passion for starting businesses?
- Tell me about a business idea you've seriously considered launching. What need does it solve, and what steps have you taken (or would take) to validate it?
- Tell me about a project or competition where you had to think outside the box to make your idea stand out. What made your approach different from others'?
- Entrepreneurs often wear many hats. Can you describe a time when you led a team or managed multiple tasks (e.g., marketing, budgeting, product development) at once? How did you stay organized?
- Walk me through how you conducted market research for a business concept. What methods did you use to understand your target audience and competition?
- Tell me about a time you created or analyzed financial projections (e.g., startup costs, cash flow, break-even point) for a business idea. How did you ensure your numbers were realistic?
- Entrepreneurship involves risk. Describe a time when something didn't go as planned with a project or venture. What did you learn from the experience?
- How do you evaluate and manage risk when planning a new business or opportunity? What role does failure play in your entrepreneurial mindset?
- How would you handle an ethical dilemma in your own business for example, discovering that a supplier uses unfair labor practices?
- If I gave you \$10,000 today to start or grow a business, what would you do with it step by step?



Interview Questions for Finance and Accounting Majors

- In your Intermediate Accounting course, how did you learn to handle complex transactions like lease accounting or revenue recognition? Can you walk me through one example where you applied those principles?
- How did your Corporate Finance class teach you to evaluate capital budgeting decisions? Walk me through how you would assess a project using NPV or IRR.
- Tell me about the CAPM (Capital Asset Pricing Model)
- Explain the relationship between the forward and spot interest rate.
- Many accounting and finance decisions rely on data modeling. Can you describe a project where you used Excel or another tool to model financial data or run what-if scenarios?
- If you noticed discrepancies in a company's financial report during your internship or coursework, what steps would you take to investigate and resolve the issue?
- Walk me through the three main financial statements and explain how they are connected.
- What is the purpose of a cash flow statement, and how does it differ from the income statement?
- Can you describe what a journal entry is and provide an example of a typical transaction recorded in the general ledger?
- What are the key differences between managerial accounting and financial accounting?



Interview Questions for Logistics & Supply Chain Management Majors

- What inspired you to pursue a degree in Logistics and Supply Chain Management at AAMU, and what part of the supply chain excites you the most?
- Walk me through how goods flow through a supply chain from supplier to customer. How do the different stages (procurement, production, distribution) need to be synchronized?
- Describe a time during a class project or internship when you identified a bottleneck in a supply chain or logistics process. What did you recommend or do to address it?
- Tell me about a situation where you had to balance cost and service level. How did you determine the right trade-off, and what factors did you consider?
- Give an example of how you used data such as delivery times, inventory levels, or cost analysis to make a decision or support a recommendation.
- In your coursework, how did you approach demand forecasting? What models did you use, and how did you validate the accuracy of your forecast?
- What challenges have you studied in global logistics or cross-border supply chains? How would you address issues like customs delays, tariffs, or transportation risks?
- Have you ever presented logistics data, process improvements, or supply chain strategies to a class or team? How did you ensure your message was clear and actionable?
- What's the most complex logistics concept you've learned at AAMU? How would you explain it to someone new to the field, like a client or new employee?
- In a group project, how did your team organize responsibilities and coordinate communication to meet a deadline related to logistics or operations?



Interview Questions for Marketing Majors

- What areas of marketing interest you most (e.g., branding, analytics, digital, sales), and why?
- Tell me about a marketing project or campaign you worked on in class maybe a promotional plan, market research report, or branding strategy. What was your role, and what did you learn?
- Tell me about a marketing strategy you proposed that didn't work out the way you planned. What did you learn, and what would you do differently?
- Have you ever had to give or receive feedback on a marketing idea or deliverable? How did you approach it professionally?
- Walk me through a time when you had to develop a full marketing strategy (target market, value proposition, channels, and metrics). How did you ensure alignment between the product and audience needs?
- During a class project, how did you segment a market using real or simulated data? What variables did you consider most important, and how did your segmentation affect the messaging or channels you chose?
- Give an example where you had to tailor a marketing message or product feature based on your audience's cultural, generational, or psychological profile. How did it impact the strategy or results?
- Tell me about a time when you had to develop digital content (graphics, captions, videos, etc.) for a class, club, or internship. What platforms did you use, and how did you measure its effectiveness?
- Tell me about a time when you had to create an integrated marketing communications (IMC) plan. How did you align messaging across different channels like social media, email, PR, and advertising?
- How have you handled team conflict or misalignment in a marketing-related group assignment? What did you do to realign the group's focus or resolve communication issues?



Interview Questions for Political Science Majors

- How do you see your degree in political science contributing to your long-term career goals?
- Tell me about a time you had to evaluate a piece of legislation or public policy. What was your method, and what conclusion did you reach?
- What do you understand about the structure and responsibilities of local, state, and federal government? How do you see yourself fitting into one of those levels?
- Have you ever faced an ethical dilemma in a leadership or civic role? How did you decide what action to take?
- Describe a time you had to gather and synthesize political or legal research for a paper, case study, or event. What sources did you use, and how did you ensure objectivity?
- Political science relies on both qualitative and quantitative methods. Which do you prefer, and how have you applied each in your work?
- Tell me about a time you had to write a persuasive argument or conduct in-depth research. What was your approach, and what did you learn from it?
- Describe a time when you had to defend a position you didn't personally agree with. How did you handle it, and what did you learn about objectivity?
- Have you ever been faced with an ethical dilemma in school, work, or life? How did you approach resolving it, and what guided your decision-making?
- Give an example of when you had to advocate for yourself or others in a difficult situation. How did you approach it, and what was the outcome?



Interview Questions for Sociology Majors

- What societal issue or population are you most passionate about studying or working with, and why?
- In your sociological theory courses, which theorist or framework (e.g., Marx, Weber, Durkheim, intersectionality, critical race theory) do you connect with most and how does it influence your thinking?
- Have you used qualitative or quantitative methods in your coursework? Which do you prefer, and why?
- Have you worked with or studied a marginalized or underrepresented community? What did you learn about privilege, inequality, or access?
- How do you approach studying sensitive topics like race, gender, religion, or poverty in an ethical and respectful way?
- Give an example of a time when you observed a social problem in your community or on campus. How would you apply sociological thinking to help solve it?
- Sociology involves asking tough questions. Tell me about a time when your perspective was challenged by something you learned in class. How did you respond?
- What transferable skills have you gained from your sociology classes that you would bring to a job or internship?
- Where do you see yourself in five years, and how is your sociology degree helping prepare you for that path?
- What challenges have you encountered or might you anticipate when working in diverse communities, and how would you overcome them?



Interview Questions for Sport Management Majors

- What first sparked your interest in sport management, and how has your time at AAMU refined your career goals?
- Which sector of the sport industry college athletics, pro teams, community recreation, or sport apparel excites you most, and why?
- How would you restructure operations and staffing at a mid-sized sports facility to increase revenue from both event rentals and community fitness programs without compromising service quality?
- You're asked to prepare a 3-year growth forecast for a new semi-pro team launching in North Alabama. What data sources, economic trends, and risk assumptions would guide your projections?
- Describe an ethical dilemma you encountered (or studied) in sport such as athlete health vs. revenue pressure. What framework guided your decision?
- How would you foster inclusivity and gender equity when budgeting resources across men's and women's programs?
- Compare the revenue models of a D1 athletics department and a minor league baseball team. How do fan experience, donor relations, and merchandise sales differ in financial structure and importance?
- Facility managers interact with many different people. How do you ensure clear and professional communication with staff, vendors, and fans?
- How can community-based sports programs address disparities in youth access to coaching, safe facilities, and equipment? What specific partnerships or grant strategies would you recommend?
- You learn that your organization's hiring manager frequently selects interns only from a specific fraternity network. How do you approach the situation to ensure compliance, fairness, and organizational accountability?
- How would you handle daily operations in a sports facility to ensure everything runs smoothly?
- How would you handle the daily operations of a sports facility to ensure everything runs efficiently?