

### Technical Questions:

- As a Senior Consultant you have to understand the needs/business of the customer – how do you figure out the real needs of the customer and what are the tools you need for that?
- The Energy Industry is a very complex and interrelated business, e.g. gas fired power plants, which requires a lot of knowledge – how do you make sure that you are always up to speed to market developments?
- Tell me about a time when you had to configure a software and you knew that the software can't handle the customer specific business need/challenge. How did you overcome that challenge and how did you communicate to the customer?
- It is important for us as a company that the know-how of your consultants is spread in the group – how do you make sure that you are able to provide your colleagues/team with the information you have and what tools would you like to use for that?

### Performance/Behavioural Questions:

- Give me an example when you worked in a team - what have been your tasks and what has been your role in the team?
- Managing the customer can be very challenging at some times – describe a situation when the customer asked you for something which your company has promised to deliver but you weren't able to deliver it. How did you finally solve the problem?
- Tell me about a situation when you have committed to fulfil a task but
  - o The task took longer than expected and you had vacations booked
  - o You didn't have the full knowledge to complete the task

How did you manage the situation and what did you need for that?