Questions for B2W Software, Inc.

# Implementation Specialist Candidates

Please use this questionnaire to elaborate on topics that you may not have been able to detail in your resume. Since there is a significant amount of writing required in the Implementation Specialist position, your responses will be reviewed for content, formatting, spelling, grammar, as well as thoroughness. We’ll also be judging these responses on your ability to creatively express not only your qualifications, but your personality.

Remember, we’re seeking not only a qualified candidate, but also an individual that will be a first-class addition to an already cohesive team. We cannot overemphasize the importance of your responses; this is your chance to stand out and get noticed.

**Name:**

**Date:**

1. What appeals to you about an implementation/training position?
2. What appeals to you about B2W Software?
3. What have you learned through previous job experience that you will apply to your career at B2W Software?
4. Briefly describe your idea of the “key ingredients” for a successful implementation and training session.
5. Briefly describe your small group and classroom training background.
6. Briefly describe any technical training you’ve received.
7. What are your salary requirements?
8. How soon could you start?
9. How long would it take you to commute to Portsmouth?
10. What is your greatest strength?
11. What is your greatest weakness?
12. What are your 5-year goals?
13. What do you like most about your current (or most recent) job?
14. What do you like least about your current (or most recent) job?
15. Why do you wish to leave your current job, or why did you leave your most recent job?
16. If we decide to have you come in to speak with us, what questions would you like us to answer?
17. In a crowd of other qualified, ambitious, talented, and creative applicants, why should we hire YOU?