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Financial Advisor Interview Questions

1. Why do you want to work as a financial advisor?
2. Why do you want to work for our bank (company)?
3. Try to sell me this pen (notepad, mobile phone, etc).
4. Why do you want to work with our target group? (What group of people do you want to work with?)
5. How do you feel about making a cold call?
6. Do you prefer to earn your money through fees, or a fixed salary?
7. Describe a situation when you were under pressure in work. How did you handle the pressure?
8. Describe a conflict you had with your colleague, or with a client.
9. Describe a situation when you went above and beyond with your service for a customer.
10. Describe a situation when you reached a goal and tell us how you achieved it.
11. Describe a situation when you had to motivate someone in work, or when you struggled with motivation.
12. Describe a time when you had to deal with an angry or upset client (customer).
13. Describe a time when you struggled to communicate something to your client. How did you manage to get your message over?
14. Describe the biggest failure of your professional career.
15. Do you have any questions?

Source and answers: <https://interviewpenguin.com/financial-advisor-interview-questions/>



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