

Historical Narrative Interviewing Worksheet

Write out the questions you will ask about **actual events** in a candidate's career experience related to the sales outcomes and repeated behaviors you have specified for this position.

POSITION: _____

DATE: _____

Sales Outcome ONE:

Repeated behaviors that produce this outcome:

Questions about **actual events** that have taken place **in the past** related to a candidate's completing a specific job responsibility:

Sales Outcome TWO:

Repeated behaviors that produce this outcome:

Questions about **actual events** that have taken place **in the past** related to a candidate's completing a specific job responsibility:

Sales Outcome THREE:

Repeated behaviors that produce this outcome:

Questions about **actual events** that have taken place **in the past** related to a candidate's completing a specific job responsibility:

Sales Outcome FOUR:

Repeated behaviors that produce this outcome:

Questions about **actual events** that have taken place **in the past** related to a candidate's completing a specific job responsibility:

Sales Outcome FIVE:

Repeated behaviors that produce this outcome:

Questions about **actual events** that have taken place **in the past** related to a candidate's completing a specific job responsibility: