Datta Meghe Institute of Engineering, Technology & Research, Wardha.

Question & Answer Booklet For Preparation of Campus Placement
**Table of Contents - A**

General Guidelines in Answering Interview Questions ...................................................... 5  
Q1 Tell me about yourself ........................................................................................................ 6  
Q2 What are your greatest strengths? .................................................................................... 7  
Q3 What are your greatest weaknesses? ................................................................................ 8  
Q4 Tell me about something you did – or failed to do – that you now feel a little ashamed of .... 9  
Q5 Why are you leaving (or did you leave) this position? ..................................................... 10  
Q6 The “Silent Treatment” .................................................................................................... 11  
Q7 Why should I hire you? ..................................................................................................... 12  
Q8 Aren’t you overqualified for this position? ........................................................................ 13  
Q9 Where do you see yourself five years from now? ............................................................ 14  
Q10 Describe your ideal company, location and job ............................................................ 15  
Q11 Why do you want to work at our company? ................................................................... 16  
Q12 What are your career options right now? ....................................................................... 16  
Q13 Why have you been out of work so long? ........................................................................ 16  
Q14 Tell me honestly about the strong points and weak points of your boss (company, management team, etc.) .................................................................................................. 17  
Q15 What good books have you read lately? ........................................................................ 17  
Q16 Tell me about a situation when your work was criticized .............................................. 18  
Q17 What are your outside interests? ..................................................................................... 19  
Q18 The “Fatal Flaw” question ............................................................................................ 19  
Q19 How do you feel about reporting to a younger person (minority, woman, etc)? .......... 20  
Q20 On confidential matters .................................................................................................. 21  
Q21 Would you lie for the company? ..................................................................................... 22  
Q22 Looking back, what would you do differently in your life? ............................................ 22  
Q23 Could you have done better in your last job? ................................................................ 23  
Q24 Can you work under pressure? ...................................................................................... 23  
Q25 What makes you angry? ................................................................................................ 23  
Q26 Why aren’t you earning more money at this stage of your career? ............................... 24  
Q27 Who has inspired you in your life and why? .................................................................. 25  
Q28 What was the toughest decision you ever had to make? ............................................. 25  
Q29 Tell me about the most boring job you’ve ever had. ..................................................... 25  
Q30 Have you been absent from work more than a few days in any previous position? ...... 26  
Q31 What changes would you make if you came on board? ................................................ 26  
Q32 I’m concerned that you don’t have as much experience as we’d like in......................... 27  
Q33 How do you feel about working nights and weekends? ............................................... 28  
Q34 Are you willing to relocate or travel? ......................................................................... 29  
Q35 Do you have the stomach to fire people? Have you had experience firing many people? .. 30  
Q36 Why have you had so many jobs? ................................................................................. 31  
Q37 What do you see as the proper role/mission of...a good (job title you’re seeking); a good manager;...an executive in serving the community;...a leading company in our industry; etc. .................................................................................................................. 32  
Q38 What would you say to your boss if he’s crazy about an idea, but you think it stinks? 33  
Q39 How could you have improved your career progress? ............................................... 33  
Q40 What would you do if a fellow executive on your own corporate level wasn’t pulling his/her weight...and this was hurting your department? .................................. 34  
Q41 You’ve been with your firm a long time. Won’t it be hard switching to a new company? .... 34
Q42 May I contact your present employer for a reference? ......................................................... 35
Q43 Give me an example of your creativity (analytical skill...managing ability, etc.)............... 35
Q44 Where could you use some improvement? ................................................................. 35
Q45 What do you worry about? .......................................................................................... 36
Q46 How many hours a week do you normally work? ....................................................... 36
Q47 What’s the most difficult part of being a (job title)? .................................................. 36
Q48 The “Hypothetical Problem” ....................................................................................... 37
Q49 What was the toughest challenge you’ve ever faced? .............................................. 37
Q50 Have you consider starting your own business? ......................................................... 38
Q51 What are your goals? .................................................................................................. 39
Q52 What do you for when you hire people? ................................................................... 39
Q53 Sell me this stapler(this pencil,this clock,or some other object on interviewer’s desk). 40
Q54 “The Salary Question” – How much money do you want? ....................................... 41
Q55 The Illegal Question ................................................................................................ 42
Q56 The “Secret” Illegal Question .................................................................................... 43
Q57 What was the toughest part of your last job? ............................................................. 44
Q58 How do you define success...and how do you measure up to your own definition?... 45
Q59 “The Opinion Question” – What do you think about ...Abortion...The President...
The Death Penalty...(or any other controversial subject)? ............................................. 45
Q60 If you won $10 million lottery, would you still work? ............................................... 46
Q61 Looking back on your last position, have you done your best work? ...................... 47
Q62 Why should I hire you from the outside when I could promote someone from within? 47
Q63 Tell me something negative you’ve heard about our company.................................. 48
Q64 On a scale of one to ten, rate me as an interviewer .................................................. 48

Table of Contents - B

1. PI (Technical) Question Bank with Answers ............................................................... 49 - 75
2. AccordShine Aptitude Test Paper with Answers ......................................................... 75 onwards
3. ACECON Aptitude Test Paper with Answers

4. ILABS Aptitude Test Paper with Answers

5. ALACRITY Aptitude Test Paper with Answers

6. AAKG Aptitude Test Paper with Answers

7. Trust Aptitude Test Paper with Answers

8. CIPHER Aptitude Test Paper with Answers

9. SoftPark Aptitude Test Paper with Answers

How to Answer the 64 Toughest Interview Questions

THIS BOOK IS DESIGNED TO PROVIDE ACCURATE INFORMATION ON THE SUBJECTS COVERED. HOWEVER, IT IS DONE WITH THE UNDERSTANDING THAT THE PUBLISHER IS NOT ENGAGED IN RENDERING LEGAL, ACCOUNTING OR PROFESSIONAL SERVICES. IF LEGAL ADVICE OR OTHER PROFESSIONAL ASSISTANCE IS REQUIRED, THE SERVICES OF A COMPETENT, PROFESSIONAL PERSON SHOULD BE SOUGHT. ANY NAMES USED IN THE TEXT ARE FICTITIOUS AND FOR ILLUSTRATIVE PURPOSES ONLY. ANY RESEMBLANCE TO ACTUAL PERSONS OR COMPANIES IS PURELY COINCIDENTAL AND UNINTENTIONAL.

Dedication:

This report is dedicated to courage and knowledge, the two qualities most needed to succeed in any human challenge, especially a job search.
General Guidelines in Answering Interview Questions

Everyone is nervous on interviews. If you simply allow yourself to feel nervous, you'll do much better. Remember also that it's difficult for the interviewer as well.

In general, be upbeat and positive. Never be negative.

Rehearse your answers and time them. Never talk for more than 2 minutes straight.

Don't try to memorize answers word for word. Use the answers shown here as a guide only, and don't be afraid to include your own thoughts and words. To help you remember key concepts, jot down and review a few key words for each answer. Rehearse your answers frequently, and they will come to you naturally in interviews.

As you will read in the accompanying report, the single most important strategy in interviewing, as in all phases of your job search, is what we call: "The Greatest Executive Job Finding Secret." And that is...

*Find out what people want, than show them how you can help them get it.*

Find out what an employer wants most in his or her ideal candidate, then show how you meet those qualifications.

In other words, you must match your abilities, with the needs of the employer. *You must sell what the buyer is buying.* To do that, before you know what to emphasize in your answers, you must find out what the buyer is buying... what he is looking for. And the best way to do that is to ask a few questions yourself.

You will see how to bring this off skillfully as you read the first two questions of this report. But regardless of how you accomplish it, you must remember this strategy above all: before blurtting out your qualifications, you must get some idea of what the employer wants most. Once you know what he wants, you can then present your qualifications as the perfect "key" that fits the "lock" of that position.

- Other important interview strategies:
  - Turn weaknesses into strengths (You'll see how to do this in a few moments.)
  - Think before you answer. A pause to collect your thoughts is a hallmark of a thoughtful person.

As a daily exercise, practice being more optimistic. For example, try putting a positive spin on events and situations you would normally regard as negative. This is not meant to turn you into a Pollyanna, but to sharpen your selling skills. The best salespeople, as well as the best liked interview candidates, come off as being naturally optimistic, "can do" people. You will dramatically raise your level of attractiveness by daily practicing to be more optimistic.

Be honest...never lie.

Keep an interview diary. Right after each interview note what you did right, what could have gone a little better, and what steps you should take next with this contact. Then take those steps. Don't be like the 95% of humanity who say they will follow up on something, but never do.

**About the 64 questions...**

You might feel that the answers to the following questions are “canned”, and that they will seldom match up with the exact way you are asked the questions in actual interviews. The questions and answers are designed to be as specific and realistic as possible. But no preparation can anticipate thousands of possible variations on these questions. What’s important is that you thoroughly familiarize yourself with the main strategies behind each answer. And it will be invaluable to you if you commit to memory a few key words that let you instantly call to mind your best answer to the various questions. If you do this, and follow the principles of successful interviewing presented here, you're going to do very well.

Good luck...and good job-hunting!
Question 1 **Tell me about yourself.**

**TRAPS:** Beware, about 80% of all interviews begin with this “innocent” question. Many candidates, unprepared for the question, skewer themselves by rambling, recapping their life story, delving into ancient work history or personal matters.

**BEST ANSWER:** Start with the present and tell why you are well qualified for the position. Remember that the key to all successful interviewing is to match your qualifications to what the interviewer is looking for. In other words *you must sell what the buyer is buying. This is the single most important strategy in job hunting.*

So, before you answer this or *any* question it's imperative that you try to uncover your interviewer's greatest need, want, problem or goal.

To do so, make you take these two steps:

1. Do all the homework you can before the interview to uncover *this person's* wants and needs (not the generalized needs of the industry or company)
2. As early as you can in the interview, ask for a more complete description of what the position entails. You might say: “I have a number of accomplishments I'd like to tell you about, but I want to make the best use of our time together and talk directly to your needs. To help me do, that, could you tell me more about the most important priorities of this position? All I know is what I (heard from the recruiter, read in the classified ad, etc.)”

Then, *ALWAYS follow-up with a second and possibly, third question*, to draw out his needs even more. Surprisingly, it's usually this *second or third* question that unearths what the interviewer is *most* looking for.

You might ask simply, "And in addition to that?..." or, "Is there anything else you see as essential to success in this position?"

This process will not feel easy or natural at first, because it is easier simply to answer questions, but only if you uncover the employer's wants and needs will your answers make the most sense. Practice asking these key questions before giving your answers, the process
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will feel more natural and you will be light years ahead of the other job candidates you're competing with.

After uncovering what the employer is looking for, describe why the needs of this job bear striking parallels to tasks you've succeeded at before. Be sure to illustrate with specific examples of your responsibilities and especially your achievements, all of which are geared to present yourself as a perfect match for the needs he has just described.

**Question 2**

What are your greatest strengths?

**TRAPS:** This question seems like a softball lob, but be prepared. You don't want to come across as egotistical or arrogant. Neither is this a time to be humble.

**BEST ANSWER:** You know that your key strategy is to first uncover your interviewer's greatest wants and needs before you answer questions. And from Question 1, you know how to do this.

Prior to any interview, you should have a list mentally prepared of your greatest strengths. You should also have, a specific example or two, which illustrates each strength, an example chosen from your most recent and most impressive achievements.

You should, have this list of your greatest strengths and corresponding examples from your achievements so well committed to memory that you can recite them cold after being shaken awake at 2:30AM.

Then, once you uncover your interviewer's greatest wants and needs, you can choose those achievements from your list that best match up.

As a general guideline, the 10 most desirable traits that all employers love to see in their employees are:

1. A proven track record as an achiever...especially if your achievements match up with the employer's greatest wants and needs.
2. Intelligence...management "savvy".
3. Honesty...integrity...a decent human being.
4. Good fit with corporate culture...someone to feel comfortable with...a team player who meshes well with interviewer's team.
5. Likeability...positive attitude...sense of humor.
6. Good communication skills.
7. Dedication...willingness to walk the extra mile to achieve excellence.
8. Definiteness of purpose...clear goals.
9. Enthusiasm...high level of motivation.
10. Confident...healthy...a leader.

**Question 3**

What are your greatest weaknesses?

**TRAPS:** Beware - this is an eliminator question, designed to shorten the candidate list. Any admission of a weakness or fault will earn you an “A” for honesty, but an “F” for the interview.

**PASSABLE ANSWER:** Disguise a strength as a weakness.

*Example:* “I sometimes push my people too hard. I like to work with a sense of urgency and everyone is not always on the same wavelength.”

**Drawback:** This strategy is better than admitting a flaw, but it's so widely used, it is transparent to any experienced interviewer.

**BEST ANSWER:** (and another reason it's so important to get a thorough description of your interviewer's needs before you answer questions): Assure the interviewer that you can think of nothing that would stand in the way of your performing in this position with excellence. Then, quickly review your strongest qualifications.

*Example:* “Nobody's perfect, but based on what you've told me about this position, I believe I’d make an outstanding match. I know that when I hire people, I look for two things most of all. Do they have the qualifications to do the job well, and the motivation to do it well? Everything in my background shows I have both the qualifications and a strong desire to achieve excellence in whatever I take on. So I can say in all honesty that I see nothing that would cause you even a small concern about my ability or my strong desire to perform this job with excellence.”
Alternate strategy (if you don't yet know enough about the position to talk about such a perfect fit):
Instead of confessing a weakness, describe what you like most and like least, making sure that what you like most matches up with the most important qualification for success in the position, and what you like least is not essential.

Example: Let's say you're applying for a teaching position. “If given a choice, I like to spend as much time as possible in front of my prospects selling, as opposed to shuffling paperwork back at the office. Of course, I long ago learned the importance of filing paperwork properly, and I do it conscientiously. But what I really love to do is sell (if your interviewer were a sales manager, this should be music to his ears.)

Question 4
Tell me about something you did – or failed to do – that you now feel a little ashamed of.

TRAPS: There are some questions your interviewer has no business asking, and this is one. But while you may feel like answering, “none of your business,” naturally you can’t. Some interviewers ask this question on the chance you admit to something, but if not, at least they’ll see how you think on your feet.

Some unprepared candidates, flustered by this question, unburden themselves of guilt from their personal life or career, perhaps expressing regrets regarding a parent, spouse, child, etc. All such answers can be disastrous.

BEST ANSWER: As with faults and weaknesses, never confess a regret. But don’t seem as if you’re stonewalling either.

Best strategy: Say you harbor no regrets, then add a principle or habit you practice regularly for healthy human relations.

Example: Pause for reflection, as if the question never occurred to you. Then say, “You know, I really can’t think of anything.” (Pause again, then add): “I would add that as a general management principle, I’ve found that the best way to avoid regrets is to avoid causing them in the first place. I practice one habit that helps me a great deal in this regard. At the end of each day, I mentally review the day’s events and conversations to take a second look at the people and developments I’m involved with and do a doublecheck of what they’re
likely to be feeling. Sometimes I’ll see things that do need more follow-up, whether a pat on the back, or maybe a five minute chat in someone’s office to make sure we’re clear on things…whatever.”

“I also like to make each person feel like a member of an elite team, like the Boston Celtics or LA Lakers in their prime. I’ve found that if you let each team member know you expect excellence in their performance…if you work hard to set an example yourself…and if you let people know you appreciate and respect their feelings, you wind up with a highly motivated group, a team that’s having fun at work because they’re striving for excellence rather than brooding over slights or regrets.”

**Question 5**

Why are you leaving (or did you leave) this position?

**TRAPS:** Never badmouth your previous industry, company, board, boss, staff, employees or customers. This rule is inviolable: *never be negative.* Any mud you hurl will only soil your suit.

Especially avoid words like “personality clash”, “didn’t get along”, or others which cast a shadow on your competence, integrity, or temperament.

**BEST ANSWER:**

*(If you have a job presently)*

If you’re not yet 100% committed to leaving your present post, don’t be afraid to say so. Since you have a job, you are in a stronger position than someone who does not. But don’t be coy either. State honestly what you’d be hoping to find in a new spot. Of course, as stated often before, you answer will all the stronger if you have already uncovered what this position is all about and you match your desires to it.

*(If you do not presently have a job.)*

Never lie about having been fired. It’s unethical – and too easily checked. But do try to deflect the reason from you personally. If your firing was the result of a takeover, merger, division wide layoff, etc., so much the better.

But you should also do something totally unnatural that will demonstrate consummate professionalism. Even if it hurts, describe your own firing – candidly, succinctly and without
a trace of bitterness – from the company’s point-of-view, indicating that you could understand why it happened and you might have made the same decision yourself.

Your stature will rise immensely and, most important of all, you will show you are healed from the wounds inflicted by the firing. You will enhance your image as first-class management material and stand head and shoulders above the legions of firing victims who, at the slightest provocation, zip open their shirts to expose their battle scars and decry the unfairness of it all.

For all prior positions:
Make sure you’ve prepared a brief reason for leaving. Best reasons: more money, opportunity, responsibility or growth.

Question 6
The “Silent Treatment”

TRAPS: Beware – if you are unprepared for this question, you will probably not handle it right and possibly blow the interview. Thank goodness most interviewers don’t employ it. It’s normally used by those determined to see how you respond under stress. Here’s how it works:

You answer an interviewer’s question and then, instead of asking another, he just stares at you in a deafening silence.

You wait, growing a bit uneasy, and there he sits, silent as Mt. Rushmore, as if he doesn’t believe what you’ve just said, or perhaps making you feel that you’ve unwittingly violated some cardinal rule of interview etiquette.

When you get this silent treatment after answering a particularly difficult question, such as “tell me about your weaknesses”, its intimidating effect can be most disquieting, even to polished job hunters.

Most unprepared candidates rush in to fill the void of silence, viewing prolonged, uncomfortable silences as an invitation to clear up the previous answer which has obviously caused some problem. And that’s what they do – ramble on, sputtering more and more information, sometimes irrelevant and often damaging, because they are suddenly playing the role of someone who’s goofed and is now trying to recoup. But since the candidate doesn’t
know where or how he goofed, he just keeps talking, showing how flustered and confused he is by the interviewer’s unmoving silence.

**BEST ANSWER:** Like a primitive tribal mask, the Silent Treatment loses all it power to frighten you once you refuse to be intimidated. If your interviewer pulls it, keep quiet yourself for a while and then ask, with sincere politeness and not a trace of sarcasm, “*Is there anything else I can fill in on that point?*” That’s all there is to it.

Whatever you do, don’t let the Silent Treatment intimidate you into talking a blue streak, because you could easily talk yourself out of the position.

**Question 7**  
Why should I hire you?

**TRAPS:** Believe it or not, this is a killer question because so many candidates are unprepared for it. If you stammer or adlib you’ve blown it.

**BEST ANSWER:** By now you can see how critical it is to apply the overall strategy of uncovering the employer’s needs *before* you answer questions. If you know the employer’s greatest needs and desires, this question will give you a big leg up over other candidates because you will give him better reasons for hiring you than anyone else is likely to…reasons tied directly to his needs.

Whether your interviewer asks you this question *explicitly* or not, this is the most important question of your interview because he must answer this question favorably in is own mind before you will be hired. *So help him out!* Walk through each of the position’s requirements as you understand them, and follow each with a reason why you meet that requirement so well.

*Example:* “As I understand your needs, you are first and foremost looking for someone who can manage the sales and marketing of your book publishing division. As you’ve said you need someone with a strong background in trade book sales. This is where I’ve spent almost all of my career, so I’ve chalked up 18 years of experience exactly in this area. I believe that I know the right contacts, methods, principles, and successful management techniques as well as any person can in our industry.”
“You also need someone who can expand your book distribution channels. In my prior post, my innovative promotional ideas doubled, then tripled, the number of outlets selling our books. I’m confident I can do the same for you.”

“You need someone to give a new shot in the arm to your mail order sales, someone who knows how to sell in space and direct mail media. Here, too, I believe I have exactly the experience you need. In the last five years, I’ve increased our mail order book sales from $600,000 to $2,800,000, and now we’re the country’s second leading marketer of scientific and medical books by mail.” Etc., etc., etc.,

Every one of these selling “couplets” (his need matched by your qualifications) is a touchdown that runs up your score. It is your best opportunity to outsell your competition.

**Question 8** Aren’t you overqualified for this position?

**TRAPS:** The employer may be concerned that you’ll grow dissatisfied and leave.

**BEST ANSWER:** As with any objection, don’t view this as a sign of imminent defeat. It’s an invitation to teach the interviewer a new way to think about this situation, seeing advantages instead of drawbacks.

*Example:* “I recognize the job market for what it is – a marketplace. Like any marketplace, it’s subject to the laws of supply and demand. So ‘overqualified’ can be a relative term, depending on how tight the job market is. And right now, it’s very tight. I understand and accept that.”

“I also believe that there could be very positive benefits for both of us in this match.”

“Because of my unusually strong experience in ________________ , I could start to contribute right away, perhaps much faster than someone who’d have to be brought along more slowly.”

“There’s also the value of all the training and years of experience that other companies have invested tens of thousands of dollars to give me. You’d be getting all the value of that without having to pay an extra dime for it. With someone who has yet to acquire that experience, he’d have to gain it on your nickel.”
“I could also help you in many things they don’t teach at the Harvard Business School. For example…(how to hire, train, motivate, etc.) When it comes to knowing how to work well with people and getting the most out of them, there’s just no substitute for what you learn over many years of front-line experience. You company would gain all this, too.”

“From my side, there are strong benefits, as well. Right now, I am unemployed. I want to work, very much, and the position you have here is exactly what I love to do and am best at. I’ll be happy doing this work and that’s what matters most to me, a lot more that money or title.”

“Most important, I’m looking to make a long term commitment in my career now. I’ve had enough of job-hunting and want a permanent spot at this point in my career. I also know that if I perform this job with excellence, other opportunities cannot help but open up for me right here. In time, I’ll find many other ways to help this company and in so doing, help myself. I really am looking to make a long-term commitment.”

NOTE: The main concern behind the “overqualified” question is that you will leave your new employer as soon as something better comes your way. Anything you can say to demonstrate the sincerity of your commitment to the employer and reassure him that you’re looking to stay for the long-term will help you overcome this objection.

Question 9 Where do you see yourself five years from now?

TRAPS: One reason interviewers ask this question is to see if you’re settling for this position, using it merely as a stopover until something better comes along. Or they could be trying to gauge your level of ambition.

If you’re too specific, i.e., naming the promotions you someday hope to win, you’ll sound presumptuous. If you’re too vague, you’ll seem rudderless.

BEST ANSWER: Reassure your interviewer that you’re looking to make a long-term commitment…that this position entails exactly what you’re looking to do and what you do extremely well. As for your future, you believe that if you perform each job at hand with excellence, future opportunities will take care of themselves.
Example: “I am definitely interested in making a long-term commitment to my next position. Judging by what you’ve told me about this position, it’s exactly what I’m looking for and what I am very well qualified to do. In terms of my future career path, I’m confident that if I do my work with excellence, opportunities will inevitable open up for me. It’s always been that way in my career, and I’m confident I’ll have similar opportunities here.”

Question 10 Describe your ideal company, location and job.

TRAPS: This is often asked by an experienced interviewer who thinks you may be overqualified, but knows better than to show his hand by posing his objection directly. So he’ll use this question instead, which often gets a candidate to reveal that, indeed, he or she is looking for something other than the position at hand.

BEST ANSWER: The only right answer is to describe what this company is offering, being sure to make your answer believable with specific reasons, stated with sincerity, why each quality represented by this opportunity is attractive to you.

Remember that if you’re coming from a company that’s the leader in its field or from a glamorous or much admired company, industry, city or position, your interviewer and his company may well have an “Avis” complex. That is, they may feel a bit defensive about being “second best” to the place you’re coming from, worried that you may consider them bush league.

This anxiety could well be there even though you’ve done nothing to inspire it. You must go out of your way to assuage such anxiety, even if it’s not expressed, by putting their virtues high on the list of exactly what you’re looking for, providing credible reason for wanting these qualities.

If you do not express genuine enthusiasm for the firm, its culture, location, industry, etc., you may fail to answer this “Avis” complex objection and, as a result, leave the interviewer suspecting that a hot shot like you, coming from a Fortune 500 company in New York, just wouldn’t be happy at an unknown manufacturer based in Topeka, Kansas.
Question 11 Why do you want to work at our company?

TRAPS: This question tests whether you’ve done any homework about the firm. If you haven’t, you lose. If you have, you win big.

BEST ANSWER: This question is your opportunity to hit the ball out of the park, thanks to the in-depth research you should do before any interview.

Best sources for researching your target company: annual reports, the corporate newsletter, contacts you know at the company or its suppliers, advertisements, articles about the company in the trade press.

Question 12 What are your career options right now?

TRAPS: The interviewer is trying to find out, “How desperate are you?”

BEST ANSWER: Prepare for this question by thinking of how you can position yourself as a desired commodity. If you are still working, describe the possibilities at your present firm and why, though you’re greatly appreciated there, you’re looking for something more (challenge, money, responsibility, etc.). Also mention that you’re seriously exploring opportunities with one or two other firms.

If you’re not working, you can talk about other employment possibilities you’re actually exploring. But do this with a light touch, speaking only in general terms. You don’t want to seem manipulative or coy.

Question 13 Why have you been out of work so long?

TRAPS: A tough question if you’ve been on the beach a long time. You don’t want to seem like damaged goods.

BEST ANSWER: You want to emphasize factors which have prolonged your job search by your own choice.

Example: “After my job was terminated, I made a conscious decision not to jump on the first opportunities to come along. In my life, I’ve found out that you can always turn a negative into a positive IF you try hard enough. This is what I determined to do. I decided to take
whatever time I needed to think through what I do best, what I most want to do, where I’d like to do it…and then identify those companies that could offer such an opportunity.”

“Also, in all honesty, you have to factor in the recession (consolidation, stabilization, etc.) in the (banking, financial services, manufacturing, advertising, etc.) industry.”

“So between my being selective and the companies in our industry downsizing, the process has taken time. But in the end, I’m convinced that when I do find the right match, all that careful evaluation from both sides of the desk will have been well worthwhile for both the company that hires me and myself.

Question 14 Tell me honestly about the strong points and weak points of your boss (company, management team, etc.)…

TRAPS: Skillful interviewers sometimes make it almost irresistible to open up and air a little dirty laundry from your previous position. DON’T

BEST ANSWER: Remember the rule: Never be negative. Stress only the good points, no matter how charmingly you’re invited to be critical.

Your interviewer doesn’t care a whit about your previous boss. He wants to find out how loyal and positive you are, and whether you’ll criticize him behind his back if pressed to do so by someone in his own company. This question is your opportunity to demonstrate your loyalty to those you work with.

Question 15 What good books have you read lately?

TRAPS: As in all matters of your interview, never fake familiarity you don’t have. Yet you don’t want to seem like a dullard who hasn’t read a book since Tom Sawyer.

BEST ANSWER: Unless you’re up for a position in academia or as book critic for The New York Times, you’re not expected to be a literary lion. But it wouldn’t hurt to have read a handful of the most recent and influential books in your profession and on management.

Consider it part of the work of your job search to read up on a few of these leading books. But make sure they are quality books that reflect favorably upon you, nothing that could even
remotely be considered superficial. Finally, add a recently published bestselling work of fiction by a world-class author and you’ll pass this question with flying colors.

**Question 16**

Tell me about a situation when your work was criticized.

**TRAPS:** This is a tough question because it’s a more clever and subtle way to get you to admit to a weakness. You can’t dodge it by pretending you’ve never been criticized. Everybody has been. Yet it can be quite damaging to start admitting potential faults and failures that you’d just as soon leave buried.

This question is also intended to probe how well you accept criticism and direction.

**BEST ANSWERS:** Begin by emphasizing the extremely positive feedback you’ve gotten throughout your career and (if it’s true) that your performance reviews have been uniformly excellent.

Of course, no one is perfect and you always welcome suggestions on how to improve your performance. Then, give an example of a not-too-damaging learning experience from *early* in your career and relate the ways this lesson has since helped you. This demonstrates that you learned from the experience and the lesson is now one of the strongest breastplates in your suit of armor.

If you are pressed for a criticism from a *recent* position, choose something fairly trivial that in no way is essential to your successful performance. Add that you’ve learned from this, too, and over the past several years/months, it’s no longer an area of concern because you now make it a regular practice to…etc.

Another way to answer this question would be to describe your intention to broaden your master of an area of growing importance in your field. For example, this might be a computer program you’ve been meaning to sit down and learn… a new management technique you’ve read about…or perhaps attending a seminar on some cutting-edge branch of your profession.

Again, the key is to focus on something *not essential* to your brilliant performance but which adds yet another dimension to your already impressive knowledge base.
Question 17  
What are your outside interests?

**TRAPS:** You want to be a well-rounded, not a drone. But your potential employer would be even more turned off if he suspects that your heavy extracurricular load will interfere with your commitment to your work duties.

**BEST ANSWERS:** Try to gauge how this company’s culture would look upon your favorite outside activities and be guided accordingly.

You can also use this question to shatter any stereotypes that could limit your chances. If you’re over 50, for example, describe your activities that demonstrate physical stamina. If you’re young, mention an activity that connotes wisdom and institutional trust, such as serving on the board of a popular charity.

But above all, remember that your employer is hiring you for what you can do for him, not your family, yourself or outside organizations, no matter how admirable those activities may be.

Question 18  
The “Fatal Flaw” question

**TRAPS:** If an interviewer has read your resume carefully, he may try to zero in on a “fatal flaw” of your candidacy, perhaps that you don’t have a college degree…you’ve been out of the job market for some time…you never earned your CPA, etc.

A fatal flaw question can be deadly, but usually only if you respond by being overly defensive.

**BEST ANSWERS:** As every master salesperson knows, you will encounter objections (whether stated or merely thought) in every sale. They’re part and parcel of the buyer’s anxiety. The key is not to exacerbate the buyer’s anxiety but diminish it. Here’s how…

Whenever you come up against a fatal flaw question:

1. Be completely honest, open and straightforward about admitting the shortcoming. (Showing you have nothing to hide diminishes the buyer’s anxiety.)
2. Do not apologize or try to explain it away. You know that this supposed flaw is nothing to be concerned about, and this is the attitude you want your interviewer to adopt as well.

3. Add that as desirable as such a qualification might be, its lack has made you work all the harder throughout your career and has not prevented you from compiling an outstanding track record of achievements. You might even give examples of how, through a relentless commitment to excellence, you have consistently outperformed those who do have this qualification.

Of course, the ultimate way to handle “fatal flaw” questions is to prevent them from arising in the first place. You will do that by following the master strategy described in Question 1, i.e., uncovering the employers needs and them matching your qualifications to those needs.

Once you’ve gotten the employer to start talking about his most urgently-felt wants and goals for the position, and then help him see in step-by-step fashion how perfectly your background and achievements match up with those needs, you’re going to have one very enthusiastic interviewer on your hands, one who is no longer looking for “fatal flaws”.

**Question 19**

How do you feel about reporting to a younger person (minority, woman, etc)?

**TRAPS:** It’s a shame that some interviewers feel the need to ask this question, but many understand the reality that prejudices still exist among some job candidates, and it’s better to try to flush them out beforehand.

The trap here is that in today’s politically sensitized environment, even a well-intentioned answer can result in planting your foot neatly in your mouth. Avoid anything which smacks of a patronizing or an insensitive attitude, such as “I think they make terrific bosses” or “Hey, some of my best friends are…”

Of course, since almost anyone with an IQ above room temperature will at least try to steadfastly affirm the right answer here, your interviewer will be judging your sincerity most of all. “Do you really feel that way?” is what he or she will be wondering.
So you must make your answer believable and not just automatic. If the firm is wise enough to have promoted people on the basis of ability alone, they’re likely quite proud of it, and prefer to hire others who will wholeheartedly share their strong sense of fair play.

**BEST ANSWER:** You greatly admire a company that hires and promotes on merit alone and you couldn’t agree more with that philosophy. The age (gender, race, etc.) of the person you report to would *certainly* make no difference to you.

Whoever has that position has obviously earned it and knows their job well. Both the person and the position are fully deserving of respect. You believe that all people in a company, from the receptionist to the Chairman, work best when their abilities, efforts and feelings are respected and rewarded fairly, and that includes you. That’s the best type of work environment you can hope to find.

**Question 20**

**On confidential matters…**

**TRAPS:** When an interviewer presses you to reveal confidential information about a present or former employer, you may feel it’s a no-win situation. If you cooperate, you could be judged untrustworthy. If you don’t, you may irritate the interviewer and seem obstinate, uncooperative or overly suspicious.

**BEST ANSWER:** Your interviewer may press you for this information for two reasons.

First, many companies use interviews to research the competition. It’s a perfect set-up. Here in their own lair, is an insider from the enemy camp who can reveal prized information on the competition’s plans, research, financial condition, etc.

Second, the company may be testing your integrity to see if you can be cajoled or bullied into revealing confidential data.

What to do? The answer here is easy. *Never* reveal anything truly confidential about a present or former employer. By all means, explain your reticence *diplomatically*. For example, “I certainly want to be as open as I can about that. But I also wish to respect the rights of those who have trusted me with their most sensitive information, just as you would hope to be able to trust any of your key people when talking with a competitor…”
And certainly you can allude to your finest achievements in specific ways that don’t reveal the combination to the company safe.

But be guided by the golden rule. If you were the owner of your present company, would you feel it ethically wrong for the information to be given to your competitors? If so, steadfastly refuse to reveal it.

Remember that this question pits your desire to be cooperative against your integrity. Faced with any such choice, *always choose integrity*. It is a far more valuable commodity than whatever information the company may pry from you. Moreover, once you surrender the information, your stock goes down. They will surely lose respect for you.

One President we know always presses candidates unmercifully for confidential information. If he doesn’t get it, he grows visibly annoyed, relentlessly inquisitive, *It’s all an act*. He couldn’t care less about the information. This is his way of testing the candidate’s moral fiber. Only those who hold fast are hired.

**Question 21** Would you lie for the company?

**TRAPS:** This another question that pits two values against one another, in this case loyalty against integrity.

**BEST ANSWER:** Try to avoid choosing between two values, giving a positive statement which covers all bases instead.

*Example:* “I would never do anything to hurt the company..”

If aggressively pressed to choose between two competing values, *always choose personal integrity*. It is the most prized of all values.

**Question 22** Looking back, what would you do differently in your life?

**TRAPS:** This question is usually asked to uncover any life-influencing mistakes, regrets, disappointments or problems that may continue to affect your personality and performance.

You do not want to give the interviewer anything negative to remember you by, such as some great personal or career disappointment, even long ago, that you wish could have been avoided.
Nor do you wish to give any answer which may hint that your whole heart and soul will not be in your work.

**BEST ANSWER:** Indicate that you are a happy, fulfilled, optimistic person and that, in general, you wouldn’t change a thing.

*Example:* “It’s been a good life, rich in learning and experience, and the best it yet to come. Every experience in life is a lesson in its own way. I wouldn’t change a thing.”

**Question 23** Could you have done better in your last job?

**TRAPS:** This is no time for true confessions of major or even minor problems.

**BEST ANSWER:** Again *never be negative.*

*Example:* “I suppose with the benefit of hindsight you can always find things to do better, of course, but off the top of my head, I can’t think of anything of major consequence.”

*(If more explanation seems necessary)*

Describe a situation that didn’t suffer because of you but from external conditions beyond your control.

For example, describe the disappointment you felt with a test campaign, new product launch, merger, etc., which looked promising at first, but led to underwhelming results. “I wish we could have known at the start what we later found out (about the economy turning, the marketplace changing, etc.), but since we couldn’t, we just had to go for it. And we did learn from it…”

**Question 24** Can you work under pressure?

**TRAPS:** An easy question, but you want to make your answer *believable.*

**BEST ANSWER:** Absolutely…(then prove it with a vivid example or two of a goal or project accomplished under severe pressure.)

**Question 25** What makes you angry?

**TRAPS:** You don’t want to come across either as a hothead or a wimp.
BEST ANSWER: Give an answer that’s suited to both your personality and the management style of the firm. Here, the homework you’ve done about the company and its style can help in your choice of words.

Examples: If you are a reserved person and/or the corporate culture is coolly professional:

“I’m an even-tempered and positive person by nature, and I believe this helps me a great deal in keeping my department running smoothly, harmoniously and with a genuine esprit de corps. I believe in communicating clearly what’s expected, getting people’s commitment to those goals, and then following up continuously to check progress.”

“If anyone or anything is going off track, I want to know about it early. If, after that kind of open communication and follow up, someone isn’t getting the job done, I’ll want to know why. If there’s no good reason, then I’ll get impatient and angry…and take appropriate steps from there. But if you hire good people, motivate them to strive for excellence and then follow up constantly, it almost never gets to that state.”

If you are feisty by nature and/or the position calls for a tough straw boss.

“You know what makes me angry? People who (the fill in the blanks with the most objectionable traits for this type of position)…people who don’t pull their own weight, who are negative, people who lie…etc.”

Question 26 Why aren’t you earning more money at this stage of your career?

TRAPS: You don’t want to give the impression that money is not important to you, yet you want to explain why your salary may be a little below industry standards.

BEST ANSWER: You like to make money, but other factors are even more important.

Example: “Making money is very important to me, and one reason I’m here is because I’m looking to make more. Throughout my career, what’s been even more important to me is doing work I really like to do at the kind of company I like and respect.

(Then be prepared to be specific about what your ideal position and company would be like, matching them as closely as possible to the opportunity at hand.)
Question 27  Who has inspired you in your life and why?

TRAPS: The two traps here are unpreparedness and irrelevance. If you grope for an answer, it seems you’ve never been inspired. If you ramble about your high school basketball coach, you’ve wasted an opportunity to present qualities of great value to the company.

BEST ANSWER: Have a few heroes in mind, from your mental “Board of Directors” – Leaders in your industry, from history or anyone else who has been your mentor.

Be prepared to give examples of how their words, actions or teachings have helped inspire your achievements. As always, prepare an answer which highlights qualities that would be highly valuable in the position you are seeking.

Question 28  What was the toughest decision you ever had to make?

TRAPS: Giving an unprepared or irrelevant answer.

BEST ANSWER: Be prepared with a good example, explaining why the decision was difficult…the process you followed in reaching it…the courageous or effective way you carried it out…and the beneficial results.

Question 29  Tell me about the most boring job you’ve ever had.

TRAPS: You give a very memorable description of a very boring job. Result? You become associated with this boring job in the interviewer’s mind.

BEST ANSWER: You have never allowed yourself to grow bored with a job and you can’t understand it when others let themselves fall into that rut.

Example: “Perhaps I’ve been fortunate, but that I’ve never found myself bored with any job I have ever held. I’ve always enjoyed hard work. As with actors who feel there are no small parts, I also believe that in every company or department there are exciting challenges and intriguing problems crying out for energetic and enthusiastic solutions. If you’re bored, it’s probably because you’re not challenging yourself to tackle those problems right under your nose.”
Question 30  Have you been absent from work more than a few days in any previous position?

TRAPS: If you’ve had a problem, you can’t lie. You could easily be found out. Yet admitting an attendance problem could raise many flags.

BEST ANSWER: If you have had no problem, emphasize your excellent and consistent attendance record throughout your career.

Also describe how important you believe such consistent attendance is for a key executive…why it’s up to you to set an example of dedication…and why there’s just no substitute for being there with your people to keep the operation running smoothly, answer questions and handle problems and crises as they arise.

If you do have a past attendance problem, you want to minimize it, making it clear that it was an exceptional circumstance and that it’s cause has been corrected.

To do this, give the same answer as above but preface it with something like, “Other that being out last year (or whenever) because of (your reason, which is now in the past), I have never had a problem and have enjoyed an excellent attendance record throughout my career. Furthermore, I believe, consistent attendance is important because…” (Pick up the rest of the answer as outlined above.).

Question 31  What changes would you make if you came on board?

TRAPS: Watch out! This question can derail your candidacy faster than a bomb on the tracks – and just as you are about to be hired.

Reason: No matter how bright you are, you cannot know the right actions to take in a position before you settle in and get to know the operation’s strengths, weaknesses key people, financial condition, methods of operation, etc. If you lunge at this temptingly baited question, you will probably be seen as someone who shoots from the hip.

Moreover, no matter how comfortable you may feel with your interviewer, you are still an outsider. No one, including your interviewer, likes to think that a know-it-all outsider is
going to come in, turn the place upside down and with sweeping, grand gestures, promptly
demonstrate what jerks everybody’s been for years.

BEST ANSWER: You, of course, will want to take a good hard look at everything the
company is doing before making any recommendations.

Example: “Well, I wouldn’t be a very good doctor if I gave my diagnosis before the
examination. Should you hire me, as I hope you will, I’d want to take a good hard look at
everything you’re doing and understand why it’s being done that way. I’d like to have in-
depth meetings with you and the other key people to get a deeper grasp of what you feel
you’re doing right and what could be improved.

“From what you’ve told me so far, the areas of greatest concern to you are…” (name them.
Then do two things. First, ask if these are in fact his major concerns. If so then reaffirm how
your experience in meeting similar needs elsewhere might prove very helpful).

Question 32 I’m concerned that you don’t have as much experience as we’d like in…

TRAPS: This could be a make-or-break question. The interviewer mostly likes what he
sees, but has doubts over one key area. If you can assure him on this point, the job may be
yours.

BEST ANSWER: This question is related to “The Fatal Flaw” (Question 18), but here the
concern is not that you are totally missing some qualifications, such as CPA certification, but
rather that your experience is light in one area.

Before going into any interview, try to identify the weakest aspects of your candidacy from
this company’s point of view. Then prepare the best answer you possible can to shore up
your defenses.

To get past this question with flying colors, you are going to rely on your master strategy of
uncovering the employer’s greatest wants and needs and then matching them with your
strengths. Since you already know how to do this from Question 1, you are in a much
stronger position.

More specifically, when the interviewer poses as objection like this, you should…
1. Agree on the importance of this qualification.

2. Explain that your strength may be indeed be greater than your resume indicates because…

3. When this strength is added to your other strengths, it’s really your combination of qualifications that’s most important.

Then review the areas of your greatest strengths that match up most favorably with the company’s most urgently-felt wants and needs.

This is powerful way to handle this question for two reasons. First, you’re giving your interviewer more ammunition in the area of his concern. But more importantly, you’re shifting his focus away from this one, isolated area and putting it on the unique combination of strengths you offer, strengths which tie in perfectly with his greatest wants.

**Question 33** How do you feel about working nights and weekends?

**TRAPS:** Blurt out “no way, Jose” and you can kiss the job offer goodbye. But what if you have a family and want to work a reasonably normal schedule? Is there a way to get both the job and the schedule you want?

**BEST ANSWER:** First, if you’re a confirmed workaholic, this question is a softball lob. Whack it out of the park on the first swing by saying this kind of schedule is just your style. Add that your family understands it. Indeed, they’re happy for you, as they know you get your greatest satisfaction from your work.

If however, you prefer a more balanced lifestyle, answer this question with another: “What’s the norm for your best people here?”

If the hours still sound unrealistic for you, ask, “Do you have any top people who perform exceptionally for you, but who also have families and like to get home in time to see them at night?” Chances are this company does, and this associates you with this other “top-performers-who-leave-not-later-than-six” group.

Depending on the answer, be honest about how you would fit into the picture. If all those extra hours make you uncomfortable, say so, but phrase your response positively.
Example: “I love my work and do it exceptionally well. I think the results speak for themselves, especially in ...(mention your two or three qualifications of greater interest to the employer. Remember, this is what he wants most, not a workaholic with weak credentials). Not only would I bring these qualities, but I’ve built my whole career on working not just hard, but smart. I think you’ll find me one of the most productive people here.

I do have a family who likes to see me after work and on weekends. They add balance and richness to my life, which in turn helps me be happy and productive at work. If I could handle some of the extra work at home in the evenings or on weekends, that would be ideal. You’d be getting a person of exceptional productivity who meets your needs with strong credentials. And I’d be able to handle some of the heavy workload at home where I can be under the same roof as my family. Everybody would win.”

Question 34 Are you willing to relocate or travel?

TRAPS: Answer with a flat “no” and you may slam the door shut on this opportunity. But what if you’d really prefer not to relocate or travel, yet wouldn’t want to lose the job offer over it?

BEST ANSWER: First find out where you may have to relocate and how much travel may be involved. Then respond to the question.

If there’s no problem, say so enthusiastically.

If you do have a reservation, there are two schools of thought on how to handle it.

One advises you to keep your options open and your reservations to yourself in the early going, by saying, “no problem”. You strategy here is to get the best offer you can, then make a judgment whether it’s worth it to you to relocate or travel.

Also, by the time the offer comes through, you may have other offers and can make a more informed decision. Why kill of this opportunity before it has chance to blossom into something really special? And if you’re a little more desperate three months from now, you might wish you hadn’t slammed the door on relocating or traveling.
The second way to handle this question is to voice a reservation, but assert that you’d be open to relocating (or traveling) for the right opportunity.

The answering strategy you choose depends on how eager you are for the job. If you want to take no chances, choose the first approach.

If you want to play a little harder-to-get in hopes of generating a more enticing offer, choose the second.

**Question 35**  
Do you have the stomach to fire people? Have you had experience firing many people?

**TRAPS:** This “innocent” question could be a trap door which sends you down a chute and lands you in a heap of dust outside the front door. Why? Because its real intent is not just to see if you’ve got the stomach to fire, but also to uncover poor judgment in hiring which has caused you to fire so many. Also, if you fire so often, you could be a tyrant.

So don’t rise to the bait by boasting how many you’ve fired, unless you’ve prepared to explain why it was beyond your control, and not the result of your poor hiring procedures or foul temperament.

**BEST ANSWER:** Describe the rational and sensible management process you follow in both hiring and firing.

*Example:* “My whole management approach is to hire the best people I can find, train them thoroughly and well, get them excited and proud to be part of our team, and then work with them to achieve our goals together. If you do all of that right, especially hiring the right people, I’ve found you don’t have to fire very often.

“So with me, firing is a last resort. But when it’s got to be done, it’s got to be done, and the faster and cleaner, the better. A poor employee can wreak terrible damage in undermining the morale of an entire team of good people. When there’s no other way, I’ve found it’s better for all concerned to act decisively in getting rid of offenders who won’t change their ways.”
Question 36 Why have you had so many jobs?

TRAPS: Your interviewer fears you may leave this position quickly, as you have others. He’s concerned you may be unstable, or a “problem person” who can’t get along with others.

BEST ANSWER: First, before you even get to the interview stage, you should try to minimize your image as job hopper. If there are several entries on your resume of less than one year, consider eliminating the less important ones. Perhaps you can specify the time you spent at previous positions in rounded years not in months and years.

Example: Instead of showing three positions this way:

1/1984 – 8/1987, Position C;

…it would be better to show simply:

1982 – 1983, Position A;
1984 – 1987 Position C.

In other words, you would drop Position B altogether. Notice what a difference this makes in reducing your image as a job hopper.

Once in front of the interviewer and this question comes up, you must try to reassure him. Describe each position as part of an overall pattern of growth and career destination.

Be careful not to blame other people for your frequent changes. But you can and should attribute certain changes to conditions beyond your control.

Example: Thanks to an upcoming merger, you wanted to avoid an ensuing bloodbath, so you made a good, upward career move before your department came under the axe of the new owners.

If possible, also show that your job changes were more frequent in your younger days, while you were establishing yourself, rounding out your skills and looking for the right career path.
At this stage in your career, you’re certainly much more interested in the best long-term opportunity.

You might also cite the job(s) where you stayed the longest and describe that this type of situation is what you’re looking for now.

**Question 37**

What do you see as the proper role/mission of…

…a good (job title you’re seeking);

…a good manager;

…an executive in serving the community;

…a leading company in our industry; etc.

**TRAPS:** These and other “proper role” questions are designed to test your understanding of your place in the bigger picture of your department, company, community and profession….as well as the proper role each of these entities should play in its bigger picture.

The question is most frequently asked by the most thoughtful individuals and companies…or by those concerned that you’re coming from a place with a radically different corporate culture (such as from a big government bureaucracy to an aggressive small company).

The most frequent mistake executives make in answering is simply not being prepared (seeming as if they’ve never giving any of this a though.)….or in phrasing an answer best suited to their prior organization’s culture instead of the hiring company’s.

**BEST ANSWER:** Think of the most essential ingredients of success for each category above – your job title, your role as manager, your firm’s role, etc.

Identify at least three but no more than six qualities you feel are most important to success in each role. Then commit your response to memory.

Here, again, the more information you’ve already drawn out about the greatest wants and needs of the interviewer, and the more homework you’ve done to identify the culture of the firm, the more on-target your answer will be.
Question 38

What would you say to your boss if he’s crazy about an idea, but you think it stinks?

TRAPS: This is another question that pits two values, in this case loyalty and honesty, against one another.

BEST ANSWER: Remember the rule stated earlier: In any conflict between values, always choose integrity.

Example: I believe that when evaluating anything, it’s important to emphasize the positive. What do I like about this idea?”

“Then, if you have reservations, I certainly want to point them out, as specifically, objectively andfactually as I can.”

“After all, the most important thing I owe my boss is honesty. If he can’t count on me for that, then everything else I may do or say could be questionable in his eyes.”

“But I also want to express my thoughts in a constructive way. So my goal in this case would be to see if my boss and I could make his idea even stronger and more appealing, so that it effectively overcomes any initial reservation I or others may have about it.”

“Of course, if he overrules me and says, ‘no, let’s do it my way,’ then I owe him my full and enthusiastic support to make it work as best it can.”

Question 39

How could you have improved your career progress?

TRAPS: This is another variation on the question, “If you could, how would you live your life over?” Remember, you’re not going to fall for any such invitations to rewrite person history. You can’t win if you do.

BEST ANSWER: You’re generally quite happy with your career progress. Maybe, if you had known something earlier in life (impossible to know at the time, such as the booming growth in a branch in your industry…or the corporate downsizing that would phase out your last job), you might have moved in a certain direction sooner.
But all things considered, you take responsibility for where you are, how you’ve gotten there, where you are going…and you harbor no regrets.

**Question 40**

What would you do if a fellow executive on your own corporate level wasn’t pulling his/her weight…and this was hurting your department?

**TRAPS:** This question and other hypothetical ones test your sense of human relations and how you might handle office politics.

**BEST ANSWER:** Try to gauge the political style of the firm and be guided accordingly. In general, fall back on universal principles of effective human relations – which in the end, embody the way you would like to be treated in a similar circumstance.

*Example:* “Good human relations would call for me to go directly to the person and explain the situation, to try to enlist his help in a constructive, positive solution. If I sensed resistance, I would be as persuasive as I know how to explain the benefits we can all gain from working together, and the problems we, the company and our customers will experience if we don’t.”

**POSSIBLE FOLLOW-UP QUESTION:** And what would you do if he still did not change his ways?

**ANSWER:** “One thing I wouldn’t do is let the problem slide, because it would only get worse and overlooking it would set a bad precedent. I would try again and again and again, in whatever way I could, to solve the problem, involving wider and wider circles of people, both above and below the offending executive and including my own boss if necessary, so that everyone involved can see the rewards for teamwork and the drawbacks of non-cooperation.”

“I might add that I’ve never yet come across a situation that couldn’t be resolved by harnessing others in a determined, constructive effort.”

**Question 41**

You’ve been with your firm a long time. Won’t it be hard switching to a new company?

**TRAPS:** Your interviewer is worried that this old dog will find it hard to learn new tricks.

**BEST ANSWER:** To overcome this objection, you must point to the many ways you have grown and adapted to changing conditions at your present firm. It has not been a static situation. Highlight the different responsibilities you’ve held, the wide array of new situations you’ve faced and conquered.
As a result, you’ve learned to adapt quickly to whatever is thrown at you, and you thrive on the stimulation of new challenges.

To further assure the interviewer, describe the similarities between the new position and your prior one. Explain that you should be quite comfortable working there, since their needs and your skills make a perfect match.

**Question 42**

May I contact your present employer for a reference?

**TRAPS:** If you’re trying to keep your job search private, this is the last thing you want. But if you don’t cooperate, won’t you seem as if you’re trying to hide something?

**BEST ANSWER:** Express your concern that you’d like to keep your job search private, but that in time, it will be perfectly okay.

*Example:* “My present employer is not aware of my job search and, for obvious reasons; I’d prefer to keep it that way. I’d be most appreciative if we kept our discussion confidential right now. Of course, when we both agree the time is right, then by all means you should contact them. I’m very proud of my record there.

**Question 43**

Give me an example of your creativity (analytical skill…managing ability, etc.)

**TRAPS:** The worst offense here is simply being unprepared. Your hesitation may seem as if you’re having a hard time remembering the last time you were creative, analytical, etc.

**BEST ANSWER:** Remember from Question 2 that you should commit to memory a list of your greatest and most recent achievements, ever ready on the tip of your tongue.

If you have such a list, it’s easy to present any of your achievements in light of the quality the interviewer is asking about. For example, the smashing success you orchestrated at last year’s trade show could be used as an example of creativity, or analytical ability, or your ability to manage.

**Question 44**

Where could you use some improvement?

**TRAPS:** Another tricky way to get you to admit weaknesses. Don’t fall for it.
**BEST ANSWER:** Keep this answer, like all your answers, positive. A good way to answer this question is to identify a cutting-edge branch of your profession (one that’s not essential to your employer’s needs) as an area you’re very excited about and want to explore more fully over the next six months.

**Question 45**

What do you worry about?

**TRAPS:** Admit to worrying and you could sound like a loser. Saying you never worry doesn’t sound credible.

**BEST ANSWER:** Redefine the word ‘worry’ so that it does not reflect negatively on you.

*Example:* “I wouldn’t call it worry, but I am a strongly goal-oriented person. So I keep turning over in my mind anything that seems to be keeping me from achieving those goals, until I find a solution. That’s part of my tenacity, I suppose.”

**Question 46**

How many hours a week do you normally work?

**TRAPS:** You don’t want to give a specific number. Make it too low, and you may not measure up. Too high, and you’ll forever feel guilty about sneaking out the door at 5:15.

**BEST ANSWER:** *If you are in fact a workaholic and you sense this company would like that:* Say you are a confirmed workaholic, that you often work nights and weekends. Your family accepts this because it makes you fulfilled.

*If you are not a workaholic:* Say you have always worked hard and put in long hours. It goes with the territory. It one sense, it’s hard to keep track of the hours because your work is a labor of love, you enjoy nothing more than solving problems. So you’re almost always thinking about your work, including times when you’re home, while shaving in the morning, while commuting, etc.

**Question 47**

What’s the most difficult part of being a (job title)?

**TRAPS:** Unless you phrase your answer properly, your interviewer may conclude that whatever you identify as “difficult” is where you are weak.
BEST ANSWER: First, redefine “difficult” to be “challenging” which is more positive. Then, identify an area everyone in your profession considers challenging and in which you excel. Describe the process you follow that enables you to get splendid results…and be specific about those results.

Example: “I think every sales manager finds it challenging to motivate the troops in a recession. But that’s probably the strongest test of a top sales manager. I feel this is one area where I excel.”

“When I see the first sign that sales may slip or that sales force motivation is flagging because of a downturn in the economy, here’s the plan I put into action immediately…” (followed by a description of each step in the process…and most importantly, the exceptional results you’ve achieved.).

Question 48 The “Hypothetical Problem”

TRAPS: Sometimes an interviewer will describe a difficult situation and ask, “How would you handle this?” Since it is virtually impossible to have all the facts in front of you from such a short presentation, don’t fall into the trap of trying to solve this problem and giving your verdict on the spot. It will make your decision-making process seem woefully inadequate.

BEST ANSWER: Instead, describe the rational, methodical process you would follow in analyzing this problem, who you would consult with, generating possible solutions, choosing the best course of action, and monitoring the results.

Remember, in all such, “What would you do?” questions, always describe your process or working methods, and you’ll never go wrong.

Question 49 What was the toughest challenge you’ve ever faced?

TRAPS: Being unprepared or citing an example from so early in your life that it doesn’t score many points for you at this stage of your career.

BEST ANSWER: This is an easy question if you’re prepared. Have a recent example ready that demonstrates either:
1. A quality most important to the job at hand; or
2. A quality that is always in demand, such as leadership, initiative, managerial skill, persuasiveness, courage, persistence, intelligence, etc.

**Question 50** Have you consider starting your own business?

**TRAPS:** If you say “yes” and elaborate enthusiastically, you could be perceived as a loose cannon in a larger company, too entrepreneurial to make a good team player…or someone who had to settle for the corporate life because you couldn’t make a go of your own business.

Also too much enthusiasm in answering “yes” could rouse the paranoia of a small company indicating that you may plan to go out on your own soon, perhaps taking some key accounts or trade secrets with you.

On the other hand, if you answer “no, never” you could be perceived as a security-minded drone who never dreamed a big dream.

**BEST ANSWER:** Again it’s best to:

1. Gauge this company’s corporate culture before answering and…
2. Be honest (which doesn’t mean you have to vividly share your fantasy of the franchise or bed-and-breakfast you someday plan to open).

In general, if the corporate culture is that of a large, formal, military-style structure, minimize any indication that you’d love to have your own business. You might say, “Oh, I may have given it a thought once or twice, but my whole career has been in larger organizations. That’s where I have excelled and where I want to be.”

If the corporate culture is closer to the free-wheeling, everybody’s-a-deal-maker variety, then emphasize that in a firm like this, you can virtually get the best of all worlds, the excitement of seeing your own ideas and plans take shape…combined with the resources and stability of a well-established organization. Sounds like the perfect environment to you.

In any case, no matter what the corporate culture, be sure to indicate that any desires about running your own show are part of your past, not your present or future.
The last thing you want to project is an image of either a dreamer who failed and is now settling for the corporate cocoon…or the restless maverick who will fly out the door with key accounts, contacts and trade secrets under his arms just as soon as his bankroll has gotten rebuilt.

Always remember: Match what you want with what the position offers. The more information you’ve uncovered about the position, the more believable you can make your case.

**Question 51**  
What are your goals?

**TRAPS:** Not having any…or having only vague generalities, not *highly specific* goals.

**BEST ANSWER:** Many executives in a position to hire you are strong believers in goal-setting. (It’s one of the reason they’ve achieved so much). They like to hire in kind.

If you’re vague about your career and personal goals, it could be a big turnoff to may people you will encounter in your job search.

Be ready to discuss your goals for each major area of your life: career, personal development and learning, family, physical (health), community service and (if your interviewer is clearly a religious person) you could briefly and generally allude to your spiritual goals (showing you are a well-rounded individual with your values in the right order).

Be prepared to describe each goal in terms of specific milestones you wish to accomplish along the way, time periods you’re allotting for accomplishment, why the goal is important to you, and the specific steps you’re taking to bring it about. But do this concisely, as you never want to talk more than two minutes straight before letting your interviewer back into the conversation.

**Question 52**  
What do you do when you hire people?

**TRAPS:** Being unprepared for the question.

**BEST ANSWER:** Speak your own thoughts here, but for the best answer weave them around the three most important qualifications for *any* position.
1. Can the person do the work (qualifications)?
2. Will the person do the work (motivation)?
3. Will the person fit in (“our kind of team player”)?

**Question 53**

Sell me this stapler…(this pencil…this clock…or some other object on interviewer’s desk).

**TRAPS:** Some interviewers, especially business owners and hard-changing executives in marketing-driven companies, feel that good salesmanship is essential for any key position and ask for an instant demonstration of your skill. Be ready.

**BEST ANSWER:** Of course, you already know the most important secret of all great salesmanship – “find out what people want, then show them how to get it.”

If your interviewer picks up his stapler and asks, “sell this to me,” you are going to demonstrate this proven master principle. Here’s how:

“Well, a good salesman must know both his product and his prospect before he sells anything. If I were selling this, I’d first get to know everything I could about it, all its features and benefits.”

“Then, if my goal were to sell it **you**, I would do some research on how you might use a fine stapler like this. The best way to do that is by asking some questions. May I ask you a few questions?”

Then ask a few questions such as, “Just out of curiosity, if you didn’t already have a stapler like this, why would you want one? And in addition to that? Any other reason? Anything else?”

“And would you want such a stapler to be reliable?…Hold a good supply of staples?” (Ask more questions that point to the features this stapler has.)

Once you’ve asked these questions, make your presentation citing all the features and benefits of this stapler and why it’s exactly what the interviewer just told you he’s looking for.
Then close with, “Just out of curiosity, what would you consider a reasonable price for a quality stapler like this…a stapler you could have right now and would (then repeat all the problems the stapler would solve for him)? Whatever he says, (unless it’s zero), say, “Okay, we’ve got a deal.”

NOTE: If your interviewer tests you by fighting every step of the way, denying that he even wants such an item, don’t fight him. Take the product away from him by saying, “Mr. Prospect, I’m delighted you’ve told me right upfront that there’s no way you’d ever want this stapler. As you well know, the first rule of the most productive salespeople in any field is to meet the needs of people who really need and want our products, and it just wastes everyone’s time if we try to force it on those who don’t. And I certainly wouldn’t want to waste your time. But we sell many items. Is there any product on this desk you would very much like to own…just one item?” When he points something out, repeat the process above. If he knows anything about selling, he may give you a standing ovation.

**Question 54**

“The Salary Question” – How much money do you want?

**TRAPS:** May also be phrases as, “What salary are you worth?”…or, “How much are you making now?” This is your most important negotiation. Handle it wrong and you can blow the job offer or go to work at far less than you might have gotten.

**BEST ANSWER:** For maximum salary negotiating power, remember these five guidelines:

1. Never bring up salary. Let the interviewer do it first. Good salespeople sell their products thoroughly before talking price. *So should you.* Make the interviewer want you first, and your bargaining position will be much stronger.

2. If your interviewer raises the salary question too early, before you’ve had a chance to create desire for your qualifications, *postpone* the question, saying something like, “Money is important to me, but is not my main concern. Opportunity and growth are far more important. What I’d rather do, if you don’t mind, is explore if I’m right for the position, and then talk about money. Would that be okay?”

3. The #1 rule of any negotiation is: *the side with more information wins.* After you’ve done a thorough job of selling the interviewer and it’s time to talk salary, the secret is to get the employer talking about what he’s willing to pay *before* you reveal what you’re willing to accept. So, when asked about salary, respond by asking, “I’m sure
the company has already established a salary range for this position. Could you tell me what that is?” Or, “I want an income commensurate with my ability and qualifications. I trust you’ll be fair with me. What does the position pay?” Or, more simply, “What does this position pay?”

4. Know beforehand what you’d accept. To know what’s reasonable, research the job market and this position for any relevant salary information. Remember that most executives look for a 20-25%$ pay boost when they switch jobs. If you’re grossly underpaid, you may want more.

5. Never lie about what you currently make, but feel free to include the estimated cost of all your fringes, which could well tack on 25-50% more to your present “cash-only” salary.

**Question 55**

**The Illegal Question**

**TRAPS:** Illegal questions include any regarding your age…number and ages of your children or other dependents…marital status…maiden name…religion…political affiliation…ancestry…national origin…birthplace…naturalization of your parents, spouse or children…diseases…disabilities…clubs…or spouse’s occupation…unless any of the above are directly related to your performance of the job. You can’t even be asked about arrests, though you can be asked about convictions.

**BEST ANSWER:** Under the ever-present threat of lawsuits, most interviewers are well aware of these taboos. Yet you may encounter, usually on a second or third interview, a senior executive who doesn’t interview much and forgets he can’t ask such questions.

You can handle an illegal question in several ways. First, you can assert your legal right not to answer. But this will frighten or embarrass your interviewer and destroy any rapport you had.

Second, you could swallow your concerns over privacy and answer the question straightforwardly if you feel the answer could help you. For example, your interviewer, a devout Baptist, recognizes you from church and mentions it. Here, you could gain by talking about your church.
Third, if you don’t want your privacy invaded, you can diplomatically answer the concern behind the question without answering the question itself.

Example: If you are over 50 and are asked, “How old are you?” you can answer with a friendly, smiling question of your own on whether there’s a concern that your age may affect your performance. Follow this up by reassuring the interviewer that there’s nothing in this job you can’t do and, in fact, your age and experience are the most important advantages you offer the employer for the following reasons…

Another example: If asked, “Do you plan to have children?” you could answer, “I am wholeheartedly dedicated to my career”, perhaps adding, “I have no plans regarding children.” (You needn’t fear you’ve pledged eternal childlessness. You have every right to change your plans later. Get the job first and then enjoy all your options.)

Most importantly, remember that illegal questions arise from fear that you won’t perform well. The best answer of all is to get the job and perform brilliantly. All concerns and fears will then varnish, replaced by respect and appreciation for your work.

Question 56 The “Secret” Illegal Question

TRAPS: Much more frequent than the Illegal question (see Question 55) is the secret illegal question. It’s secret because it’s asked only in the interviewer’s mind. Since it’s not even expressed to you, you have no way to respond to it, and it can there be most damaging.

Example: You’re physically challenged, or a single mother returning to your professional career, or over 50, or a member of an ethnic minority, or fit any of a dozen other categories that do not strictly conform to the majority in a given company.

Your interviewer wonders, “Is this person really able to handle the job?”…”Is he or she a ‘good fit’ at a place like ours?”…”Will the chemistry ever be right with someone like this?” But the interviewer never raises such questions because they’re illegal. So what can you do?

BEST ANSWER: Remember that just because the interviewer doesn’t ask an illegal question doesn’t mean he doesn’t have it. More than likely, he is going to come up with his own answer. So you might as well help him out.
How? Well, you obviously can’t respond to an illegal question if he hasn’t even asked. This may well offend him. And there’s always the chance he wasn’t even concerned about the issue until you brought it up, and only then begins to wonder.

So you can’t address “secret” illegal questions head-on. But what you can do is make sure there’s enough counterbalancing information to more than reassure him that there’s no problem in the area he may be doubtful about.

For example, let’s say you’re a sales rep who had polio as a child and you need a cane to walk. You know your condition has never impeded your performance, yet you’re concerned that your interviewer may secretly be wondering about your stamina or ability to travel. Well, make sure that you hit these abilities very hard, leaving no doubt about your capacity to handle them well.

So, too, if you’re in any different from what passes for “normal”. Make sure, without in any way seeming defensive about yourself that you mention strengths, accomplishments, preferences and affiliations that strongly counterbalance any unspoken concern your interviewer may have.

**Question 57**

What was the toughest part of your last job?

**TRAPS:** This is slightly different from the question raised earlier, “What’s the most difficult part of being a (job title...)” because this asks what you personally have found most difficult in your last position. This question is more difficult to redefine into something positive. Your interviewer will assume that whatever you found toughest may give you a problem in your new position.

**BEST ANSWER:** State that there was nothing in your prior position that you found overly difficult, and let your answer go at that. If pressed to expand your answer, you could describe the aspects of the position you enjoyed more than others, making sure that you express maximum enjoyment for those tasks most important to the open position, and you enjoyed least those tasks that are unimportant to the position at hand.
Question 58  How do you define success…and how do you measure up to your own definition?

TRAPS: Seems like an obvious enough question. Yet many executives, unprepared for it, fumble the ball.

BEST ANSWER: Give a well-accepted definition of success that leads right into your ownstellar collection of achievements.

Example: “The best definition I’ve come across is that success is the progressive realization of a worthy goal.”

“As to how I would measure up to that definition, I would consider myself both successful and fortunate…” (Then summarize your career goals and how your achievements have indeed represented a progressive path toward realization of your goals.)

Question 59  “The Opinion Question” – What do you think about … Abortion…The President…The Death Penalty…(or any other controversial subject)?

TRAPS: Obviously, these and other “opinion” questions should never be asked. Sometimes they come up over a combination dinner/interview when the interviewer has had a drink or two, is feeling relaxed, and is spouting off about something that bugged him in today’s news. If you give your opinion and it’s the opposite of his, you won’t change his opinions, but you could easily lose the job offer.

BEST ANSWER: In all of these instances, just remember the tale about student and the wise old rabbi. The scene is a seminary, where an overly serious student is pressing the rabbi to answer the ultimate questions of suffering, life and death. But no matter how hard he presses, the wise old rabbi will only answer each difficult question with a question of his own.

In exasperation, the seminary student demands, “Why, rabbi, do you always answer a question with another question?” To which the rabbi responds, “And why not?”

If you are ever uncomfortable with any question, asking a question in return is the greatest escape hatch ever invented. It throws the onus back on the other person, sidetracks the
discussion from going into an area of risk to you, and gives you time to think of your answer or, even better, your next question!

In response to any of the “opinion” questions cited above, merely responding, “Why do you ask?” will usually be enough to dissipate any pressure to give your opinion. But if your interviewer again presses you for an opinion, you can ask another question.

Or you could assert a generality that almost everyone would agree with. For example, if your interviewer is complaining about politicians then suddenly turns to you and asks if you’re a Republican or Democrat, you could respond by saying, “Actually, I’m finding it hard to find any politicians I like these days.”

(Of course, your best question of all may be whether you want to work for someone opinionated.)

Question 60 If you won $10 million lottery, would you still work?

TRAPS: Your totally honest response might be, “Hell, no, are you serious?” That might be so, but any answer which shows you as fleeing work if given the chance could make you seem lazy. On the other hand, if you answer, “Oh, I’d want to keep doing exactly what I am doing, only doing it for your firm,” you could easily inspire your interviewer to silently mutter to himself, “Yeah, sure. Gimme a break.”

BEST ANSWER: This type of question is aimed at getting at your bedrock attitude about work and how you feel about what you do. Your best answer will focus on your positive feelings.

Example: “After I floated down from cloud nine, I think I would still hold my basic belief that achievement and purposeful work are essential to a happy, productive life. After all, if money alone bought happiness, then all rich people would be all happy, and that’s not true.

“I love the work I do, and I think I’d always want to be involved in my career in some fashion. Winning the lottery would make it more fun because it would mean having more flexibility, more options...who knows?”
“Of course, since I can’t count on winning, I’d just as soon create my own destiny by sticking with what’s worked for me, meaning good old reliable hard work and a desire to achieve. I think those qualities have built many more fortunes that all the lotteries put together.”

**Question 61**

Looking back on your last position, have you done your best work?

**TRAPS:** Tricky question. Answer “absolutely” and it can seem like your best work is behind you. Answer, “no, my best work is ahead of me,” and it can seem as if you didn’t give it your all.

**BEST ANSWER:** To cover both possible paths this question can take, your answer should state that you always try to do your best, and the best of your career is right now. Like an athlete at the top of his game, you are just hitting your career stride thanks to several factors. Then, recap those factors, highlighting your strongest qualifications.

**Question 62**

Why should I hire you from the outside when I could promote someone from within?

**TRAPS:** This question isn’t as aggressive as it sounds. It represents the interviewer’s own dilemma over this common problem. He’s probably leaning toward you already and for reassurance, wants to hear what you have to say on the matter.

**BEST ANSWER:** Help him see the qualifications that only you can offer.

*Example:* “In general, I think it’s a good policy to hire from within – to look outside probably means you’re not completely comfortable choosing someone from inside.

“Naturally, you want this department to be as strong as it possibly can be, so you want the strongest candidate. I feel that I can fill that bill because...(then recap your strongest qualifications that match up with his greatest needs).”
Question 63
Tell me something negative you’ve heard about our company…

TRAPS: This is a common fishing expedition to see what the industry grapevine may be saying about the company. But it’s also a trap because as an outsider, you never want to be the bearer of unflattering news or gossip about the firm. It can only hurt your chances and sidetrack the interviewer from getting sold on you.

BEST ANSWER: Just remember the rule – never be negative – and you’ll handle this one just fine.

Question 64
On a scale of one to ten, rate me as an interviewer.

TRAPS: Give a perfect “10,” and you’ll seem too easy to please. Give anything less than a perfect 10, and he could press you as to where you’re being critical, and that road leads downhill for you.

BEST ANSWER: Once again, never be negative. The interviewer will only resent criticism coming from you. This is the time to show your positivism.

However, don’t give a numerical rating. Simply praise whatever interview style he’s been using.

If he’s been tough, say “You have been thorough and tough-minded, the very qualities needed to conduct a good interview.”

If he’s been methodical, say, “You have been very methodical and analytical, and I’m sure that approach results in excellent hires for your firm.”

In other words, pay him a sincere compliment that he can believe because it’s anchored in the behavior you’ve just seen.

Good luck in your job search!
Training and Placement Department

PI (Technical) Question Bank with Answers

Q1. What is class?

Ans: In object-oriented programming, a class is a template definition of the method s and variable s in a particular kind of object. Thus, an object is a specific instance of a class; it contains real values instead of variables.

Q2. Difference between private, public and protected class.

Ans:

public: The type or member can be accessed by any other code in the same assembly or another assembly that references it.

private: The type or member can only be accessed by code in the same class or struct.

protected: The type or member can only be accessed by code in the same class or struct, or in a derived class.

Q3. What is Structure?

Ans: A struct in C programming language is a structured (record) type that aggregates a fixed set of labeled objects, possibly of different types, into a single object. A struct declaration consists of a list of fields, each of which can have any type. The total storage required for a struct object is the sum of the storage requirements of all the fields, plus any internal padding.

Q4. What is ASCII?

Ans: The American Standard Code for Information Interchange (ASCII) is a character-encoding scheme originally based on the English alphabet. ASCII codes represent text in computers, communications equipment, and other devices that use text. Most modern character-encoding schemes are based on ASCII, though they support many additional characters.

Q5. Differentiate printf and scanf.

Ans:
Printf: printf will do data out to command line. You provide a format string to put and data to insert into the format string.

Scanf: scanf is used to do opposite of printf. You give it a format string and an input string and it will pass out the information from the input box on the format you given it.

Q6. What is pointer?
Ans: pointer is user define data types which create special type of variable which can hold the address of primitive data type like char, int, float etc or user define data type like function.

Q7. What is mean by array?
Ans: a collection of variable which is all are same type. It is data structure which provide the facility to store a collection of data of same type under single variable name, just like ordinary variables.

Q8. Tell different types of Class.
Ans: The C++ programming language allows programmers to separate program-specific data types through the use of classes. Classes define types of data structures and the functions that operate on those data structures. Instances of these data types are known as objects and can contain member variables, constants, member functions, and overloaded operators defined by the programmer. Syntactically, classes are extensions of the C struct, which cannot contain functions or overloaded operators.

Abstract Class
Partial Abstract Class
Normal Class

Q9 What is mean by function?
Ans: function is a block of code that has a name and it has property that it is reusable i.e. it can execute from as many different point in program as require.

Q10. How you can define data types.
Ans: A data type or simply type is a classification identifying one of various types of data, such as real-valued, integer or Boolean, that determines the possible values for that type; the operations that can be done on values of that type; the meaning of the data; and the way values of that type can be stored.
Q11. What is recursion?

Ans: programming method in which a routine call itself.

Q12. Differentiate between Structure and Class?

Ans:

By default all the member of class are private and structure are public.

Structure are value type where as class as reference type.

This pointer will work only in class.

Q13. Differentiate between 8086 and 8085.

Ans:

8086 – 16 bit microprocessor

8085 – 8 bit microprocessor

Q14. Why we use ASCII code?

Ans: The American Standard Code for Information Interchange (ASCII) is a character-encoding scheme originally based on the English alphabet. ASCII codes represent text in computers, communications equipment, and other devices that use text. Most modern character-encoding schemes are based on ASCII, though they support many additional characters

Q15. Differentiate be Microprocessor and Micro-controller.

Ans: a micro-controller is complete and include memory and various integrated peripherals perhaps an ADC and or DAC, Timers, counters etc.

a microprocessor provide computing process but generally lack on board peripherals and contains little or no memory except cache.

Q16. What is union?

Ans: union are quite similar to structure. Union also derived type structure. Union can define same memory in structure just keyword used in define union in union where keyword used in define structure is struct.
Q17. Explain call by value and call by reference.

Ans:

**Call by value**: Call-by-value evaluation (also referred to as pass-by-value) is the most common evaluation strategy, used in languages as different as C and Scheme. In call-by-value, the argument expression is evaluated, and the resulting value is bound to the corresponding variable in the function (frequently by copying the value into a new memory region). If the function or procedure is able to assign values to its parameters, only its local copy is assigned — that is, anything passed into a function call is unchanged in the caller's scope when the function returns.

**Call by reference**: In call-by-reference evaluation (also referred to as pass-by-reference), a function receives an implicit reference to a variable used as argument, rather than a copy of its value. This typically means that the function can modify (i.e. assign to) the variable used as argument—something that will be seen by its caller. Call-by-reference can therefore be used to provide an additional channel of communication between the called function and the calling function. The same effect can be emulated in languages like C by passing a pointer (not to be confused with call-by-reference), or in languages like Java by passing a holding object, that can be set by the caller. A call-by-reference language makes it more difficult for a programmer to track the effects of a function call, and may introduce subtle bugs.

Q.18: What is diode and rectifiers?

Ans:

A **diode**: a diode is a special electronic component with two electrodes called the anode and cathode. Diodes are made with semiconductor material such as silicon, germanium. The fundamental property of diode is tendency to conduct electricity current in one direction.

A **rectifier** is an electrical device that converts alternating current (AC), which periodically reverses direction, to direct current (DC), which flows in only one direction. The process is known as rectification.

Q.19: By default which access specifies for class and structure.

**Ans**: Default access specifiers for class & Structure is Public.
Q.20: What are the benefits of Object oriented programming.

Ans:

- Simplicity: software objects model real world objects, so the complexity is reduced and the program structure is very clear;
- Modularity: each object forms a separate entity whose internal workings are decoupled from other parts of the system;
- Modifiability: it is easy to make minor changes in the data representation or the procedures in an OO program. Changes inside a class do not affect any other part of a program, since the only public interface that the external world has to a class is through the use of methods;
- Extensibility: adding new features or responding to changing operating environments can be solved by introducing a few new objects and modifying some existing ones
- Maintainability: objects can be maintained separately, making locating and fixing problems easier;
- Re-usability: objects can be reused in different programs.

Q.21: String and Character pointer difference.

Ans:

char* is a pointer. That is, it points to data that exists somewhere else, but doesn't actually contain the string.
std::string actually contains the string. It holds an internal buffer, manages the memory, etc, etc.

A char* is basically a pointer to a character. What C does is frequently makes this pointer point to the first character in an array.
An std::string is a class that is much like a vector. Internally, it handles the storage of an array of characters, and gives the user several member functions to manipulate said stored array as well as several overloaded operators.

Q.21: Is there any datatype having name “String”?

Ans:

C and C++ does not have any datatype named string rather it uses Char array to implement the function of string datatype. Java supports datatype named string.

Q.22: What is mean by conditional and relational operator?

Ans: Conditional operator:
The conditional operator (? :) is a ternary operator (it takes three operands). The conditional operator works as follows:

- The first operand is implicitly converted to `bool`. It is evaluated and all side effects are completed before continuing.
- If the first operand evaluates to `true` (1), the second operand is evaluated.
- If the first operand evaluates to `false` (0), the third operand is evaluated.

The result of the conditional operator is the result of whichever operand is evaluated the second or the third. Only one of the last two operands is evaluated in a conditional expression.

**Relational operator**

A relational operator compares two values and determines the relationship between them. For example, `!=` returns true if the two operands are unequal. This table summarizes the relational operators:

<table>
<thead>
<tr>
<th>Operator</th>
<th>Use</th>
<th>Returns true if</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;</td>
<td>op1 &gt; op2</td>
<td>op1 is greater than op2</td>
</tr>
<tr>
<td>&gt;=</td>
<td>op1 &gt;= op2</td>
<td>op1 is greater than or equal to op2</td>
</tr>
<tr>
<td>&lt;</td>
<td>op1 &lt; op2</td>
<td>op1 is less than op2</td>
</tr>
<tr>
<td>&lt;=</td>
<td>op1 &lt;= op2</td>
<td>op1 is less than or equal to op2</td>
</tr>
<tr>
<td>==</td>
<td>op1 == op2</td>
<td>op1 and op2 are equal</td>
</tr>
<tr>
<td>!=</td>
<td>op1 != op2</td>
<td>op1 and op2 are not equal</td>
</tr>
</tbody>
</table>

Q23. Write a program to find prime numbers.

Ans:

```c
void main()
{
    int i,n,a=0,f=0;
    printf(“enter the number”);
    scanf(“%d”,&n);
    for(i=2;i<n-1;i++)
    {
        a=n%i;
        if(a==0)
        {
            f=1;
        }
```
break;
}
}
if(f==0)
printf(“entered number is prime”);
else
printf(“entered number is not prime”);
getch();
}

Q24. What is loop and when it is used?

Ans: A loop is a sequence of instructions that is continually repeated until a certain condition is reached. Typically, a certain process is done, such as getting an item of data and changing it, and then some condition is checked such as whether a counter has reached a prescribed number. If it hasn’t, the next instruction in the sequence is an instruction to return to the first instruction in the sequence and repeat the sequence. If the condition has been reached, the next instruction "falls through" to the next sequential instruction or branches outside the loop. A loop is a fundamental programming idea that is commonly used in writing programs.

Q25. What is mean by scope variables?

Ans: The scope of a particular variable is the range within a program's source code in which that variable is recognized by the compiler. Scope determines the life time of a variable. The area or part program in which variable can be accessed is called as "Scope of that variable". Basically there are two types of scope i.e "Global scope" and "Local scope". Variable declared with "Global scope" known as "global variables" and Variable declared with "Local scope" known as "local variables".

Q26. What will be the output of following program

Ans:
Main()
{

}
Printf ("%d", c);
}

Ans:

It will give one compilation error as “undefined symbol c”.

Q27. Differentiate between C & C++.

Ans:

1. C is Procedural Language and C++ is Procedural+Objected Oriented.
2. C contains 32 Keywords; C++ extends it to 52 Keywords.
3. Data is not secured in C due to non-object oriented whereas it is secured in c++ due to object oriented feature.
4. C follow top down approach while C++ follow Bottom up approach.
5. We can use function inside structure in C++,but not in C.

Q28. What is mean by multi-dimensional array?

Ans: An array having more than one subscript is known as multidimensional array. C supports arrays of arbitrary dimensions.

Declaration: <datatype> <variable name> [size][size]; //Two dimensional array declaration

Q29. What is data types and tell the size of each?

Ans: Data Types: C has a concept of 'data types' which are used to define a variable before its use. The definition of a variable will assign storage for the variable and define the type of data that will be held in the location.

Data Types: Primary data types are char, int, and float.

<table>
<thead>
<tr>
<th>Data Type</th>
<th>Description</th>
<th>Size in Bytes</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>char</td>
<td>Stores Single character</td>
<td>1</td>
<td>-128 to 127</td>
</tr>
<tr>
<td>int</td>
<td>Stores integer value</td>
<td>2</td>
<td>-32768 to 32767</td>
</tr>
<tr>
<td>float</td>
<td>Stores real value</td>
<td>4</td>
<td>-3.4e38 to 3.4e38</td>
</tr>
<tr>
<td>double</td>
<td>Stores real value</td>
<td>8</td>
<td>-1.7e308 to 1.7e308</td>
</tr>
</tbody>
</table>
Q30. Write a program to find even or odd number.

Ans:

```c
main()
{
    int n;
    printf("enter the number");
    scanf("%d",&n);
    if(n%2==0)
        printf("entered number is even");
    else
        printf("entered number is odd");
}
```

Q31. What is header file?

Ans:

A **header file** is a file that allows programmers to separate certain elements of a program's source code into reusable files. Header files commonly contain forward declarations of classes, subroutines, variables, and other identifiers. Programmers who wish to declare standardized identifiers in more than one source file can place such identifiers in a single header file, which other code can then include whenever the header contents are required. This is to keep the interface in the header separate from the implementation. The C standard library and C++ standard library traditionally declare their standard functions in header files.

Q32. What is null pointer? What is string?

Ans: **Null pointer:**

When referring to computer memory, a **null pointer** is a command used to direct a software program or operating system to an empty location in the computer memory. Commonly, the null pointer is used to denote the end of a memory search or processing event. A *null pointer* is a special pointer value that is known not to point anywhere.

**String:**
A string is a data type used in programming, such as an integer and floating point unit, but is used to represent text rather than numbers. It is comprised of a set of characters that can also contain spaces and numbers. A string is traditionally a sequence of characters. For example, the word "hamburger" and the phrase "I ate 3 hamburgers" are both strings. Even "12345" could be considered a string, if specified correctly.

Q33. What is mean by Inheritance and Encapsulation property?

Ans:

Inheritance:

Inheritance is one of the cornerstones of object-oriented programming because it allows the creation of hierarchical classifications. Using inheritance, you can create a general class that defines traits common to a set of related items. This class can then be inherited by other, more specific classes, each adding those things that are unique to it. In the terminology of Java, a class that is inherited is called a superclass. The class that does the inheriting is called a subclass. Therefore, a subclass is a specialized version of a superclass. It inherits all of the instance variables and a method defined by the superclass and adds its own, unique elements.

Encapsulation:

Encapsulation is the mechanism that binds together code and the data it manipulates and keeps both safe from outside interference and misuse. Encapsulation is as a protective wrapper that prevents code and data from being arbitrarily accessed by other code defined outside the wrapper. It binds the data and codes that operates on the data into a single entity. Encapsulation protects an implementation from unintended actions and inadvertent access.

Q34. What is global and local variable.

Ans:

Local
These variables only exist inside the specific function that creates them. They are unknown to other functions and to the main program. As such, they are normally implemented using a stack. Local variables cease to exist once the function that created them is completed. They are recreated each time a function is executed or called.

Global
These variables can be accessed (ie known) by any function comprising the program. They are implemented by associating memory locations with variable names. They do not get recreated if the function is recalled.
Q35. What is mean by keywords?

Ans: **Keyword:**

A keyword is a word that is reserved by a program because the word has a special meaning. Keywords can be commands or parameters. Every programming language has a set of keywords that cannot be used as variable names. Keywords are sometimes called *reserved name*.

Q36. What is mean by file handling?

Ans:

File handling includes handling of files as a whole (copying, moving, deleting of files) and accessing the file content (reading and writing).

1. What is the output of the following program

```c
void main()
{
    int x, y;
    int i; x=1, y=1;
    for (i=0; i<=9; i++)
    {
        x=5; y=10;
        printf("%d%d",x,y);
    }
    printf("%d%d", x,y);
}
```

Ans:

Output: Eleven times 5 10

2.

```c
Void main()
{
    int x=2; int y= 3;
```
if(-2)
{
        Printf(“Hellow”)
}
else
{
        Printf(“Hi”);
}
Ans : Hellow

Q37. What is HTML and what is its use?

Ans:

HyperText Markup Language (HTML) is the main markup language for creating web pages and other information that can be displayed in a web browser.

HTML is written in the form of HTML elements consisting of tags enclosed in angle brackets (like <html>), within the web page content.

HTML elements form the building blocks of all websites. HTML allows images and objects to be embedded and can be used to create interactive forms. It provides a means to create structured documents by denoting structural semantics for text such as headings, paragraphs, lists, links, quotes and other items. It can embed scripts written in languages such as JavaScript which affect the behavior of HTML web pages.

Q38. Extra curricular participation?

Ans: Poster Presentation.

Questions on Poster presentation.

Q39. Tell about web development application.

Ans: Web application development is the process and practice of developing web applications. Web development is a broad term for the work involved in developing a web site for the Internet (World Wide Web) or an intranet (a private network). Web development can range from developing the simplest static single page of plain text to the most complex web-based internet applications, electronic businesses, and social network services. A more comprehensive list of tasks to which web development commonly refers, may include web design, web content development, client liaison,
client-side/server-side scripting, web server and network security configuration, and e-commerce development. Among web professionals, "web development" usually refers to the main non-design aspects of building web sites: writing markup and coding.

Q40. What is mean by optimistic?

Ans.

Believing positively, expecting the best

Q41. How to browse the HTML coding

Ans.

a) Microsoft Internet Explorer users

To view the source code of a web page in Microsoft Internet Explorer, follow the below steps.

1. Open Internet Explorer
2. Click View
3. From the drop-down-menu click "Source"

Once the above steps have been completed a new window will open displaying the source code.

b) Mozilla Firefox and Netscape users

To view the source code of a web page in Mozilla Firefox or Netscape, follow the below steps.

1. Open Mozilla Firefox or Netscape
2. Click View
3. From the drop-down-menu click "Page Source"

or

1. Press CTRL+U

Once the above steps have been completed a new window will open displaying the source code.

Tip: In Firefox you can highlight the portion of a web page you want to view the source code of and then right-click that highlighted section and click View Selection Source.
Tip: Use the Firebug add-on to not only view the source code of a page but change and view those changes live through the browser.

c)Opera users

To view the source code of a web page in Opera, follow the below steps.

1. Open Opera
2. Click View
3. From the drop-down-menu click "Source"

or

1. Press CTRL+F3

Once the above steps have been completed a new window will open displaying the source code.

Q42. Do you know about XML, CSS?

Ans.

a) Extensible Markup Language (XML) is a markup language that defines a set of rules for encoding documents in a format that is both human-readable and machine-readable.

The design goals of XML emphasize simplicity, generality, and usability over the Internet.[6] It is a textual data format with strong support via Unicode for the languages of the world. Although the design of XML focuses on documents, it is widely used for the representation of arbitrary data structures, for example in web services.

b) Cascading Style Sheets (CSS) is a style sheet language used for describing the presentation semantics (the look and formatting) of a document written in a markup language. Its most common application is to style web pages written in HTML and XHTML, but the language can also be applied to any kind of XML document, including plain XML.

CSS is designed primarily to enable the separation of document content (written in HTML or a similar markup language) from document presentation, including elements such as the layout, colors, and fonts.[11] This separation can improve content accessibility, provide more flexibility and control in the specification of presentation characteristics, enable multiple pages to share formatting, and reduce complexity and repetition in the structural content.
Q43. **What is java. Why .net is preferred for software development.**

**Ans.**

**Java** is a general-purpose, concurrent, class-based, object-oriented computer programming language that is specifically designed to have as few implementation dependencies as possible. It is intended to let application developers "write once, run anywhere" (WORA), meaning that code that runs on one platform does not need to be recompiled to run on another. Java applications are typically compiled to bytecode (class file) that can run on any Java virtual machine (JVM) regardless of computer architecture.

b) Dot Net is a software platform designed by Microsoft to create different web applications, web services and dynamic websites. It has customizable interface which can be altered as per specific needs of business.

Dot Net incorporates varied tools and libraries which help developers to develop, use, deploy and manage varied applications in easy and quick manner. The applications developed on Dot Net framework has an ability to run on multiple web services and array of networks. Moreover, these applications have better quality, capability and security and this is why Dot Net is also a favorable framework for end-users.

With this, there are several other reasons why .Net is the most preferred framework in application development. These are as follows:

- Dot Net runs the applications on virtual environment which discards the problems faced due to hardware and language incompatibility. Due to this feature, it supports varied languages which allows developers to use any programming language to create applications on Dot Net framework.
- Dot Net includes largest set of classes which can be used for developing any application. Thus a code written for website can also be used for mobile devices and desktop applications.
- It is based on Object Oriented Architecture which treats every code or tag as an object. This gives better control and convenience to access different functions which eases the task of attaching properties, getting or recovering information and generating responses for events that take place when the functions are executed.
- .Net framework also provides variety of powerful server controls that facilitate developers to hide or display content on webpage as per the requirements.
- The destroying and restarting function in Dot net protects websites from memory leaks and infinite loops.
- Dot Net uses caching services, native optimization and early binding which provides better performance and flexibility to web pages.
- The features like WYSIWYG (what you see is what you get) editing, drag and drop server controls and automatic deployment make it more easy for developers to develop applications using Dot Net platform.
- Dot Net also allows developers to avail support from various directories and authentication services. This instills better productivity and flexibility in developing applications.
Q44. What is C?

Ans:

C is a general-purpose high level language that was originally developed by Dennis Ritchie for the Unix operating system. It was first implemented on the Digital Equipment Corporation PDP-11 computer in 1972.

The Unix operating system and virtually all Unix applications are written in the C language. C has now become a widely used professional language for various reasons.

- Easy to learn
- Structured language
- It produces efficient programs.
- It can handle low-level activities.
- It can be compiled on a variety of computers.

Q45. Differentiate between procedural programming and Structural Programming.

Ans:

A procedure, or function, is a set of specific instructions executed one after the other. The data was quite separate from the procedures, and the trick in programming was to keep track of which functions called which other functions, and what data was changed. To make sense of this potentially confusing situation, structured programming was created.

The principle idea behind structured programming is as simple as the idea of divide and conquers. A computer program can be thought of as consisting of a set of tasks. Any task that is too complex to be described simply would be broken down into a set of smaller component tasks, until the tasks were sufficiently small and self-contained enough that they were easily understood, which is also called as dividing complex program into separate modules.

Q46. Create class of your name.

Ans:

Class MyName{
Char[10] name;
Char[20] address;
Public:
Void GetName();
Void PutName();
};

Q47. Which are the features of oops.

Ans:
The important features of Object Oriented programming are:
- Inheritance
- Polymorphism
- Data Hiding
- Encapsulation
- Overloading
- Reusability

Q48. What we use in java in place of header file.

Ans:
We use packages in java to include library by using import statements

Q49. Differentiate between C & java.

Ans:
1. JAVA is Object-Oriented while C is procedural.
2. Java is an Interpreted language while C is a compiled language
3. C uses the top-down {sharp & smooth} approach while JAVA uses the bottom-up {on the rocks} approach.
4. Pointer go backstage in JAVA while C requires explicit handling of pointers
5. The Behind-the-scenes Memory Management with JAVA & The User-Based Memory Management in C.
6. JAVA supports Method Overloading while C does not support overloading at all.

7. Unlike C, JAVA does not support Preprocessors, & does not really them.

8. Exception Handling in JAVA And the errors & crashes in C.

Q50. What is if?

Ans:
The if statement controls conditional branching. The body of an if statement is executed if the value of the expression is nonzero. The syntax for if statement has two forms.

Syntax

```
selection-statement:
if ( expression )
statement;            or
if ( expression )
statement;
else
statement;
```

In the first form of the syntax, if expression is true (nonzero), statement is executed. If expression is false, statement is ignored. In the second form of syntax, which uses else, the second statement is executed if expression is false. With both forms, control then passes from the if statement to the next statement in the program unless one of the statements contains a break, continue, or goto

Q51. What is assignment, conditional operator.

Ans: An assignment operation assigns the value of the right-hand operand to the storage location named by the left-hand operand. Therefore, the left-hand operand of an assignment operation must be a modifiable l-value. After the assignment, an assignment expression has the value of the left operand but is not an l-value.

Syntax

```
assignment-expression:
conditional-expression
unary-expression assignment-operator assignment-expression
assignment-operator: one of
= *= /= %= += -= <<= >>= &= ^= |=
```
The assignment operators in C can both transform and assign values in a single operation. C provides the following assignment operators:

<table>
<thead>
<tr>
<th>Operator</th>
<th>Operation Performed</th>
</tr>
</thead>
<tbody>
<tr>
<td>=</td>
<td>Simple assignment</td>
</tr>
<tr>
<td>*=</td>
<td>Multiplication assignment</td>
</tr>
<tr>
<td>/=</td>
<td>Division assignment</td>
</tr>
<tr>
<td>%=</td>
<td>Remainder assignment</td>
</tr>
<tr>
<td>+=</td>
<td>Addition assignment</td>
</tr>
<tr>
<td>-=</td>
<td>Subtraction assignment</td>
</tr>
<tr>
<td>&lt;&lt;=</td>
<td>Left-shift assignment</td>
</tr>
<tr>
<td>&gt;&gt;=</td>
<td>Right-shift assignment</td>
</tr>
<tr>
<td>&amp;=</td>
<td>Bitwise-AND assignment</td>
</tr>
<tr>
<td>^=</td>
<td>Bitwise-exclusive-OR assignment</td>
</tr>
<tr>
<td></td>
<td>=</td>
</tr>
</tbody>
</table>

Conditional operator:

The conditional operator (?:) is a ternary operator (it takes three operands). The conditional operator works as follows:

- The first operand is implicitly converted to bool. It is evaluated and all side effects are completed before continuing.
- If the first operand evaluates to true (1), the second operand is evaluated.
- If the first operand evaluates to false (0), the third operand is evaluated.

The result of the conditional operator is the result of whichever operand is evaluated the second or the third. Only one of the last two operands is evaluated in a conditional expression.

Syntax:

(condition) ? Expression1 : Expression2;

Q52. What is the size of int, char and double.

Ans:

Size of

int = 2 byte
char = 1 byte
And double = 8 byte
Q53. What is testing. Which tools are used in testing.

Ans:

Releasing software with so many bugs into it may affects the user experience which makes bad impact on quality impression of your company brand. People will remember about the delivered bad quality product, so there will be Importance of testing which makes vital role in SDLC (Software Development Lifecycle).

There are major Importance of testing in the part of SDLC and it is better to introduce testing in the early stage of SDLC phases so it help to identify the defects in the early stage & try to avoid the bugs finding & get resolve in the last critical stage.

The tools are divided into different categories as follows:
- Test Management tools
- Functional Testing Tools
- Load Testing Tools

Q54. Explain briefly HTML.

Ans:

HyperText Markup Language (HTML) is the main markup language for creating web pages and other information that can be displayed in a web browser.

TML is written in the form of HTML elements consisting of tags enclosed in angle brackets (like <html>), within the web page content. HTML tags most commonly come in pairs like <h1> and </h1>, although some tags, known as empty elements, are unpaired, for example <img>. The first tag in a pair is the start tag, the second tag is the end tag (they are also called opening tags and closing tags). In between these tags web designers can add text, tags, comments and other types of text-based content.

The purpose of a web browser is to read HTML documents and compose them into visible or audible web pages. The browser does not display the HTML tags, but uses the tags to interpret the content of the page.

HTML elements form the building blocks of all websites. HTML allows images and objects to be embedded and can be used to create interactive forms. It provides a means to create structured documents by denoting structural semantics for text such as headings, paragraphs, lists, links, quotes and other items. It can embed scripts written in languages such as JavaScript which affect the behavior of HTML web pages.

Q55. What is STDIO.H?

Ans:

stdio.h refers to standard input/output header file. it is header file in C's standard library which contains constants, macros definitions and declarations of functions. It includes types used for various standard input and output operations.
The functions which are declared in stdio.h are very popular.

Some of the standard member functions of stdio.h header files are

Function Description

scanf - used to take input from the standard input stream
gets - reads characters from stdin while a new line is inserted
printf - prints to the standard output stream
putc - writes and returns a character to a stream
putchar - It works as same of putc(stdout)
puts - outputs a character string to stdout
fopen - Opens a file to read or write
fwrite - writes data to a file
fputs - writes a string to a file
fread - reads data from a file
fseek - seeks file
close - Closes a file
remove - deletes or removes a file
rename - renames a file

Q56. Write a program to add digits of number.

Ans:

#include<stdio.h>

int main()
{
    int num,sum=0,r;
    printf("Enter a number: ");
    scanf("%d",&num);
    while(num){
        r=num%10;
        num=num/10;
        sum=sum+r;
    }
    printf("Sum of digits of number: %d",sum);
    return 0;
}
Q57. What is Object and inheritance.

Ans:

a) an **object** is a location in memory having a value and referenced by an identifier. An object can be a variable, function, or data structure. With the later introduction of object-oriented programming the same word, "object," refers to a particular instance of a class.

b) Inheritance allows us to define a class in terms of another class, which makes it easier to create and maintain an application. This also provides an opportunity to reuse the code functionality and fast implementation time.

When creating a class, instead of writing completely new data members and member functions, the programmer can designate that the new class should inherit the members of an existing class. This existing class is called the **base** class, and the new class is referred to as the **derived** class.

The idea of inheritance implements the **is a** relationship. For example, mammal **IS-A** animal, dog **IS-A** mammal hence dog **IS-A** animal as well and so on.

**Base & Derived Classes:**

A class can be derived from more than one classes, which means it can inherit data and functions from multiple base classes. To define a derived class, we use a class derivation list to specify the base class(es). A class derivation list names one or more base classes and has the form:

```
class derived-class: access-specifier base-class
```

Where access-specifier is one of **public, protected, or private**, and base-class is the name of a previously defined class. If the access-specifier is not used, then it is private by default.

Q58. What is mean by networking.

Ans:

Networking is basically a process through which various computers are interconnected. It allows computers to communicate with each other and share resources, information and/or an internet connection, peripherals etc

Computer network can be divided into many categories and sizes. They are classified on the basis of:

- Scale
- Connection methods
- Functional relationship
Q59. How to develop wireless security.

Ans.

Luckily by following a few simple rules it isn’t hard to make your wireless connections tough enough to make the average hacker move on down the road to the next open Wi-Fi point.

1. Secure access using WPA2
   WPA2 or Wi-Fi Protected Access II is a set of protocols and certifications prepared by the Wi-Fi Alliance to protect wireless networks from unauthorized access. WPA2 is the most recent in a line of different protection protocols, so you should check to see whether your wireless router or modem provides WPA2. You can do this by entering the model number into google and searching for manufacturers detailed information, or consulting the manual that came with the device. If the device has no security protocol, or only offers WEP or WPA1, then it is time for a new device.

2. Make sure you use a strong password to log onto your wireless network
   The protection for any system is only as strong as the weakest part. Often in terms of computer security, it’s the users that are the weak link in the chain. The is no point in protecting access to wireless networks if you make the password required to get in “12345”. A weak password can be cracked in a matter of seconds by software running on simple desktop computers and even cell phones. If you are curious about how long it would take to crack any of your current passwords, In order to make your passwords strong it needs to fit with the following conditions:
   a. Make sure you don’t use the password that the router came with.
   b. The password must be at least 15 characters long.
   c. It must be made up of a mixture of upper and lowercase letters, numbers and symbols.
   d. You must avoid using any words that relate directly to you are are therefore easily guessed (Like a pets or childs name, or a sports team name.)
   e. Alter words that can be found in a dictionary to make them harder to scan against (eg Using M1lk instead of Milk.)

3. Change the name of your wireless point
   All wireless access points will come with a name (SSID) pre-installed. It is often simply the brand name or model number of the device. You should change this to
something which will allow you to identify it, but won’t allow someone else to link it to you (Like “21NewStreet” or “DavidJonesWireless” for example.) There are some suggestions that “hiding” your wireless point so that it is invisible to anyone who doesn’t know its name will increase its security however it has been shown that even a hidden wireless access point is easy to discover, and simply forces connected devices to use more power.

**Wireless security** is the prevention of unauthorized access or damage to computers using wireless networks. The most common types of wireless security are Wired Equivalent Privacy (WEP) and Wi-Fi Protected Access (WPA)

*Many laptop computers have wireless cards pre-installed.*

WEP is one of the least secure forms of security. A network that is secured with WEP has been cracked in 3 minutes by the FBI.WEP is an old IEEE 802.11 standard from 1999 which was outdated in 2003 by WPA or Wi-Fi Protected Access. WPA was a quick alternative to improve security over WEP. The current standard is WPA2.

**Q60. What does a tester do?**

**Ans:**

A computer tester is a technical person who specializes in testing computer hardware and software. He is responsible for making sure a computer system works as designed. An IT tester is responsible for creating and completing detailed test plans. These plans define the tests that will be performed on the computer system before it is put into production.

There are several types of IT tester jobs. These are divided into either hardware or software positions. A hardware tester is a person who tests computer peripheral devices. These devices typically include computers, keyboards, monitors, printers, and mobile devices. A software tester tests computer application programs.

An IT tester is the person responsible for testing newer versions of computer equipment. He must ensure new equipment works with older cables and peripheral devices. This is a form of regression testing that validates newer versions of equipment with older software.

User acceptance testing is a type of testing that is done by the users of a computer system. A testing manager typically oversees this type of testing to ensure the end-user testers complete the tests defined in the test plan. During this type of test the user tester is actually managed by a professional IT tester.
Q61. What are the types of antivirus?

Ans:
- AntiVir Personal 8.1.00.295
- Avast! Home Edition 4.8.1201
- Quik Heal total security
- AVG Free Edition 8.0.100
- BitDefender 10 Free Edition
- ClamWin 0.93.1
- Kaspersky Anti-Virus 8.0.0.357
- McAfee VirusScan 10
- NOD32 AntiVirus 3.0.650
- Norton AntiVirus 15.5.0.23

Q62. What is Database.

Ans: Collection of information organized in such a way that a computer program can quickly select desired pieces of data. You can think of a database as an electronic filing system.

Traditional databases are organized by fields, records, and files. A field is a single piece of information; a record is one complete set of fields; and a file is a collection of records. For example, a telephone book is analogous to a file. It contains a list of records, each of which consists of three fields: name, address, and telephone number.

Q63. What is .net framework? What is CLR.

Ans:

A programming infrastructure created by Microsoft for building, deploying, and running applications and services that use .NET technologies, such as desktop applications and Web services.

The .NET Framework contains three major parts:
- the Common Language Runtime
- the Framework Class Library
- ASP.NET.

CLR:

As part of Microsoft's .NET Framework, the Common Language Runtime (CLR) is programming that manages the execution of programs written in any of several supported languages, allowing them to share common object-oriented class es
written in any of the languages. The Common Language Runtime is somewhat comparable to the Java Virtual Machine that Sun Microsystems furnishes for running programs compiled from the Java language. Microsoft refers to its Common Language Runtime as a "managed execution environment." A program compiled for the CLR does not need a language-specific execution environment and can easily be moved to and run on any system with Windows 2000 or Windows XP.

Q64. **How we create object in c, cpp or java?**

**Ans:**

C does not support objects

Object creation in C++:

Syntax: `Classname Objectname;`

First define the Circle class in Cpp and then use following code to create object of class Circle

```cpp
Void main()
{
    Circle c;
}
```

Object creation in Java:

Syntax: `Classname Object = new Classname();`

First define the Circle class in Java and then use following code to create object of class Circle

```java
Circle c = new Circle();
```

Q65. **How to print message in java.**

**Ans:** To print message in java we have to use in build function `System.out.println("Cuntrol string");`

eg:

```java
public class Test {
    public static void main(String[] args)
    {
        System.out.println("Message");
    }
}
```
Q66. What is package?

**Ans:** A package is a namespace that organizes a set of related classes and interfaces. Conceptually you can think of packages as being similar to different folders on your computer. You might keep HTML pages in one folder, images in another, and scripts or applications in yet another. Because software written in the Java programming language can be composed of hundreds or *thousands* of individual classes, it makes sense to keep things organized by placing related classes and interfaces into packages.

Q67. What is constructor?

**Ans:** A constructor is a special member function whose task is to initialize the object of its class. It has same name as that of class. It is invoked automatically when the object of that class is created. It is called constructor because it construct the values of data member of the class NOTE it is the only function which does not have any return type .They should be declared in the public member of the class

Q68. Which are the features are of object oriented programming?

**Ans:**

- Inheritance
- Polymorphism
- Data Hiding
- Encapsulation
- Overloading
- Reusability

Q69. What is Android?

**Ans:** Android is a Linux-based operating system[^12] designed primarily for touchscreen mobile devices such as Smartphone’s and tablet computers. Android is also an operating system developed by Google. Basically it was started by some other company which was taken by Google. Google improved the operating system and made it a open source platform. It was widely adapted over the world. As it is open source it is so popular amongst the smartphones. Android OS can also be used on tablet PCs.

Android is based on linux and offers you a great deal of customization in widgets and over millions of apps. Most of them are free of cost and can be installed on your phone just by clicking on install tab of the respective app in the Google Play Store app. Which comes along with the android Phone.