

Behavioral Interview Skills for Competency-Based Hiring

11 – 15 October 2027
Istanbul

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Ref: 103600674_83827 **Date:** 11 – 15 October 2027 **Location:** Istanbul **Fees:** 4500 Euro

Course Overview:

Behavioral Interview Training: Competency-Based Hiring & Leadership is a practical one-week programme designed to strengthen the interviewing capabilities of HR professionals, recruiters, hiring managers, and organizational leaders. The course explains how Behavioral Event Interviewing uses detailed evidence from candidates' previous experiences to assess how they are likely to perform in comparable workplace situations.

Drawing on established Behavioral Event Interview Training research, including McClelland's competency-based approach, participants learn to replace intuition-led interviewing with a structured interview process connected to job requirements and observable behaviors. The programme covers competency based hiring, behavior based hiring, competency profiling, behavioral interview questions, interview probing techniques, active listening, the STAR Interview Method, and the Critical Incident Interview Technique.

Participants also explore interview evaluation techniques, behavioral rating scales, interview scoring methods, and practical controls for reducing interviewer bias. Leadership Interview Training sessions address the particular challenges of hiring leaders, including evaluating strategic thinking, decision-making, influence, accountability, adaptability, team leadership, and organizational alignment.

Unlike a conventional Behavioral Interviewing Course focused only on asking questions, this programme covers the complete interview lifecycle: defining competencies, designing questions, conducting interviews, evaluating behavioral evidence, documenting decisions, and calibrating interview-panel ratings. Participants leave with a practical framework for fair hiring practices and more consistent, defensible, and objective candidate selection.

Target Audience:

- Talent acquisition managers and specialists
- Recruitment managers and recruitment consultants
- HR directors and human resources managers
- HR business partners and HR generalists
- Hiring managers and line managers
- Department heads and functional managers
- Organizational development professionals
- Competency framework specialists
- Workforce planning professionals

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Targeted Organizational Departments:

- Human Resources
- Talent Acquisition and Recruitment
- Organizational Development
- Talent Management
- Leadership Development
- Learning and Development
- Workforce Planning
- People and Culture
- Executive Search and Selection
- Business Operations

Targeted Industries:

- Government and public-sector organizations
- Banking, financial services and insurance
- Oil, gas, energy and utilities
- Healthcare and pharmaceutical organizations
- Aviation, transportation and logistics
- Construction, engineering and infrastructure
- Technology and telecommunications
- Manufacturing and industrial operations
- Professional and consulting services
- Education and academic institutions
- Hospitality and tourism

Course Offerings:

By the end of this course, participants will be able to:

- Explain the principles and business value of Behavioral Event Interviewing.
- Differentiate traditional, behavioral, situational, structured, and competency-based interviews.
- Translate job responsibilities into measurable functional and behavioral competencies.
- Build role-specific competency profiles for professional, managerial, and leadership positions.
- Create behavioral and competency based interview questions using critical incidents.
- Apply the STAR Interview Method to structure questions and analyze candidate evidence.
- Use neutral interview probing techniques to clarify actions, decisions, and outcomes.
- Conduct structured interviews consistently across different candidates.
- Distinguish behavioral evidence from opinions, assumptions, and rehearsed generalizations.

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Training Methodology:

This course uses an immersive, workplace-focused methodology that combines concise instruction with repeated application. Facilitated discussions introduce the principles of Behavioral Event Interviewing, competency based hiring, structured interviews, evidence quality, and leadership assessment. Short case studies allow participants to examine common hiring failures, inconsistent interview practices, candidate-evaluation errors, and the organizational costs of poor selection decisions.

Participants work in small groups to convert job requirements into competency profiles and observable behavioral indicators. Question-design workshops help them create behavioral interview questions and structured probes for technical, managerial, and leadership positions. Demonstrations show how interviewers can use active listening, neutral follow-up questions, and the STAR Interview Method without coaching candidates toward preferred answers.

Role-based interview simulations allow participants to rotate between interviewer, candidate, and observer roles. Observers use sample behavioral rating scales to record evidence and provide specific feedback. Candidate-response laboratories require participants to separate facts, actions, outcomes, and individual contributions from vague or unsupported claims.

Panel-calibration activities compare independent ratings and examine halo effects, similarity bias, confirmation bias, and other judgment errors. Leadership-selection scenarios focus on strategic thinking, accountability, influence, developing others, resilience, and decision-making. Daily reflection sessions consolidate learning and connect each technique to participants' actual recruitment responsibilities. The methodology develops practical interviewing capability without depending on proprietary software or commercial assessment products.

Course Toolbox:

The course introduces insights, demonstrations, and examples of the following resources:

- Competency-to-Interview Question Matrix
- Job and Leadership Competency Profile Example
- Behavioral Event Interview Planning Checklist
- Critical Incident Collection Template
- Behavioral Interview Question Design Guide
- STAR Evidence-Mapping Example
- Interview Probing Question Bank
- Structured Interview Process Checklist
- Candidate Evidence Recording Form

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Course Agenda:

Day 1: Foundations of Behavioral and Competency-Based Hiring

- **Topic 1:** Behavioral Event Interviewing Principles and Applications
- **Topic 2:** Traditional, Behavioral, Situational, and Structured Interviews
- **Topic 3:** Past Behavior as Evidence of Future Performance
- **Topic 4:** Competency Based Hiring and Behavior Based Hiring
- **Topic 5:** Functional, Behavioral, and Leadership Competencies
- **Topic 6:** Hiring Risks, Poor-Fit Costs, and Interview Quality
- **Reflection & Review:** Reviewing BEI principles and current hiring practices

Day 2: Competency Profiles and Interview Question Design

- **Topic 1:** Translating Job Requirements into Measurable Competencies
- **Topic 2:** Developing Behavioral Indicators and Proficiency Levels
- **Topic 3:** Using the Critical Incident Interview Technique
- **Topic 4:** Designing Behavioral Interview Questions
- **Topic 5:** Creating Competency Based Interview Questions
- **Topic 6:** Building a Role-Specific Structured Interview Guide
- **Reflection & Review:** Reviewing competency alignment and question quality

Day 3: Conducting Effective Behavioral Event Interviews

- **Topic 1:** Preparing for the Interview and Establishing Structure
- **Topic 2:** Building Rapport while Maintaining Interview Consistency
- **Topic 3:** Applying the STAR Interview Method
- **Topic 4:** Active Listening and Behavioral Evidence Capture
- **Topic 5:** Neutral Interview Probing Techniques
- **Topic 6:** Managing Vague, Rehearsed, or Incomplete Responses
- **Reflection & Review:** Evaluating interviewer questioning and listening skills

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Day 4: Candidate Evaluation, Scoring, and Bias Control

- **Topic 1:** Distinguishing Evidence from Assumptions and Impressions
- **Topic 2:** Evaluating Situation, Action, Contribution, and Results
- **Topic 3:** Designing Behavioral Rating Scales
- **Topic 4:** Applying Interview Scoring Methods and Rubrics
- **Topic 5:** Recognizing and Controlling Interviewer Bias
- **Topic 6:** Panel Calibration and Objective Candidate Selection
- **Reflection & Review:** Comparing evidence, ratings, and selection decisions

Day 5: Leadership Interviewing and Organizational Implementation

- **Topic 1:** Leadership Interview Training and Executive Selection
- **Topic 2:** Assessing Strategic Thinking and Decision-Making
- **Topic 3:** Evaluating Influence, Accountability, and Team Leadership
- **Topic 4:** Leadership Candidate Assessment through Behavioral Evidence
- **Topic 5:** Documenting Fair and Defensible Hiring Decisions
- **Topic 6:** Implementing a Consistent Structured Interview Process
- **Reflection & Review:** Consolidating BEI skills and organizational application

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

No formal qualification is required. Participants should ideally have some involvement in recruitment, interviewing, talent management, employee selection, or team leadership. The programme is suitable for both experienced hiring professionals and managers who are beginning to participate in structured interviews. Participants are encouraged to bring an example job description for a role they commonly recruit.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day's session is generally structured to last around 4-5 hours, with breaks and interactive activities included. The total course duration spans one week, approximately 20-25 hours of instruction.

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Is Behavioral Event Interviewing the same as asking candidates to use the STAR method?

No. STAR is a framework for organizing a behavioral example into Situation, Task, Action, and Result. Behavioral Event Interviewing is a broader evidence-gathering and assessment process. It includes identifying job competencies, designing standardized questions, probing for detailed actions, documenting evidence, applying behavioral rating scales, and comparing responses against predetermined criteria. A candidate can provide a well-structured STAR response without necessarily demonstrating the required competency. Interviewers must therefore evaluate the relevance, complexity, individual contribution, decisions, and measurable outcomes contained in the response.

How This Course is Different from Other Behavioral Interview Training Courses:

Behavioral Interview Training: Competency-Based Hiring & Leadership goes beyond collections of popular behavioral interview questions. It develops the complete professional capability required to design, conduct, and evaluate structured interviews. Participants first learn how to identify job-related competencies and behavioral indicators before developing questions. This prevents interview guides from becoming generic lists disconnected from actual performance requirements.

The course is grounded in Behavioral Event Interviewing principles and established competency research, including the work of David McClelland. It emphasizes detailed accounts of actions, thoughts, decisions, and outcomes rather than relying on candidate opinions or polished generalizations. Participants learn to use the STAR Interview Method as an evidence-organizing framework while applying deeper interview probing techniques to verify individual contribution and behavioral consistency.

Another distinguishing feature is the integration of candidate assessment training with leadership selection training. Participants practice evaluating strategic thinking, influence, accountability, adaptability, decision-making, and people leadership using observable evidence. They also learn to construct behavioral rating scales, apply an interview scoring rubric, control interviewer bias, and calibrate panel decisions.

The programme remains vendor-neutral. It offers examples and practical insights into interview templates, competency profiles, scoring approaches, and assessment forms without claiming to provide proprietary software, commercial assessments, certifications, or licensed interviewing tools.