

Fashion Merchandising Interview Questions

Here are some sample interview questions that will help you practice for an interview for a Fashion Merchandising / Inventory Planner interview. Practice with a partner or your Career Coach. Seek feedback to improve your answers. And, practice aloud on your own to get comfortable answering interview questions.

1. How would you align inventory strategy with Merchandising Strategy?
2. Tell me about how you would train Inventory Allocators.
3. How would you track your performance in this position?
4. How do you motivate people in other departments like Marketing to help you implement your strategies?
5. How would you correct inventory levels if the predicted sales trends did not play out as predicted?
6. Tell me about a time when it was a challenge to get a business partner to get on board with your plan.
7. How would you go about developing a strategic merchandising plan?
8. How would you optimize inventory to increase profits?
9. What would you do if you weren't meeting inventory goals?
10. Tell me about a best practice you've developed.
11. Tell me about some product placement strategies that you've used that have helped increase sales.
12. Describe how you've handled conflicts with the Marketing Department or Planning Department.
13. Tell me about a time when you had to resolve an issue with a Financial Report.
14. How do you align pre-season style plans with division strategies?
15. How do you use historical data to identify risks and opportunities?
16. How would you leverage trends to identify opportunities?