

How to prepare for the consulting interview

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You will face something like this

10 - 15 minutes	Open discussion Discuss prior experiences Behavioral questions
20 - 25 minutes	Case
5 - 10 minutes	Q&A, your questions

MIT students prepare, but not enough

Open discussion
Discuss prior experiences
Behavioral questions
Case
Q&A, your questions

Fail here, more often

Fail here

To succeed, you need to answer interviewer internal questions

Open discussion
Discuss prior experiences
Behavioral questions
Case
Q&A, your questions

Is this someone who ...

I would like to work with?¹

makes a good impression on clients?¹

is an achiever focused on results?²

can solve problems efficiently and logically?²

1. <http://web.mit.edu/career/www/graduate/caseinterviews.html>

2. http://www.mckinsey.com/careers/how_do_i_apply/what_we_look_for.aspx

Nail the interview by preparing your hard and soft side

Is this someone who ...

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You need to ...

Connect and be positive

Prepare behavioral answers

Prepare for the case

To perform well then ...

1. Prepare for the case
2. Prepare behavioral answers
3. Connect and be positive

1. Prepare for the case

Approach the case in five steps

Introduction	Approach	Analytics	Recommendation	Next steps
Listen, listen, listen Take notes of the goals Confirm details	Take time, 1min Create structure to solve (brainstorm) 3 - 4 points	Ask for data Follow structure Quantify Explain impact	Tie back to start List recommendations 30-sec summary.	Propose implementation You might skip this

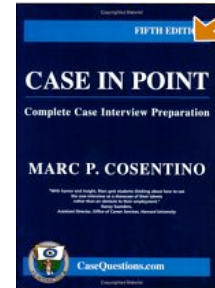
Here tree from Cosentino's book

Use a nice structure, they love it and it will help you if you get lost

Here tree from Cosentino's book

1. Cosentino, M.P. Case In Point.

Read Cosentino's "Case in Point" and these extras



- Cosentino videocast at MIT
 - <http://web.mit.edu/career/www/graduate/podcasts.html>
- MIT's Bilal Wahid folder of cases
 - <http://web.mit.edu/~bilalw/www/cases/>
- Free case (very detailed) at "MBACase.com"
 - <http://www.mbacase.com/resources-free-practice.html>
- AT Kearney's cases
 - http://www.atkearney.com/shared_res/pdf/interview_casebook_S.pdf
- The "Vault guide to the case interview" is not good
 - The Vault guide to companies are very good though

Be promiscuous: practice with many partners and ...

- Do
 - Use a relevant framework to structure and prioritize
 - Ask clarification questions
 - Think out loud
 - Give examples: personal or from business literature
 - Use the clues interviewer gives you, don't be stubborn
 - Summarize if stuck
- Don'ts
 - Ask for data before having a structure
 - Repeat every detail from case setup
 - Make critical assumptions without explaining logic
 - Ask "How did I do?" at the end

2. Prepare behavioral answers

Prepare answers for these questions and the one's in Cosentino's book

- Tell me about a time when you:
 - convinced someone/a group of doing something they didn't want to do
 - achieved a goal you had set for yourself
 - had to persuade a group
 - deal with a crisis/difficult situation
- Why consulting? You don't want to go into academia anymore?
- Why this city?

Use Answer = Headline + STAR

- **Headline** = sentence describing achievement
 - “I convinced my advisor to pursue a new line of research”
- **Situation or Task** = background
 - “Let me give you some background ...”¹
- **Action** = overall approach and details
 - Name the main ideas:
 - “I realized I had to do three things to convince my advisor...”
 - Explain each of them
- **Result**
 - Finish with summary of results

1. <http://www.manager-tools.com/2006/09/accomplishments-connecting-resumes-and-interviews/>

Use mock interviews from the careers office and ...

- Listen to “Connecting Resumes and Interviews”
 - <http://www.manager-tools.com/2006/09/accomplishments-connecting-resumes-and-interviews/>
- Learn the STAR method
 - <http://web.mit.edu/career/www/guide/star.html>

Dos and don'ts

- Do
 - Build answer around key points
 - Pick accomplishments in advance
 - Have 2min and 4-5 min answers
 - Focus on the specific things you did
 - How do you add value, what make you stand out
- Don'ts
 - Relate events chronologically
 - Give exhaustive explanations
 - Ignore the time and pace

3. Connect and be positive

Use the profiles of interviewers to find something to connect

Here profile of interviewer

Make it a conversation and smile!

- Make the interview a conversation
 - Might be harder with young consultants
- Communicate energy: smile!
- Relax and be genuine
 - If they like you they will help you more
- Don't get frustrated with the case or questions
- Listen to “Interviews - The Introduction”
 - <http://www.manager-tools.com/2006/10/interviews-the-introduction/>

Prepare and be positive

1. Prepare for the case
2. Prepare behavioral answers
3. Connect and be positive

Good luck!