

MBB Personal Experience Interview

Here are some commonly asked questions.

I. Management Consulting Questions

1. Why Consulting?
2. Why [this firm]?
3. What do you know about [this firm]?
4. What do you think an Analyst/Consultant does?

II. Personal

1. Tell me something that is not on your resume.
2. Let's discuss your hobbies.
3. Tell me about your extracurricular activities you are involved in.
4. What excites you?

III. Professional

1. Tell me about a time when you had to deal with a tough client. Why was the client "tough"? What did you do and
2. Walk me through your resume.
3. Tell me about your current job.
4. Tell me about the challenges you face in your current job.
5. Tell me about a risk that you took in any of your previous jobs and what was the outcome?
6. Tell me three weaknesses.
7. Tell me three strengths.
8. What was your biggest success and how did you contribute/lead?
9. What was your biggest failure and what did you learn from that?
10. Tell me about a time when you had to change your stance on a particular topic. What made you change your stance?
11. Where do you see yourself 5 years from now?
12. Where do you see yourself 10 years from now?
13. Tell me about a time when you had to be flexible. What were the conditions and what was the outcome?
14. Define success for me.
15. Define failure for me.
16. What motivates you?
17. What demotivates you?
18. Tell me about a time when you had to work under a lot of pressure. What were the conditions and what was the outcome?
19. Tell me about a time when you had to multi-task.
20. Describe your organization skills and give a specific example.
21. What regrets in your professional career (or at school) have you had and why?
22. Tell me about your time management skills.
23. Describe me a time when you had to be detail oriented.
24. Have you ever quit something? What was it and why?
25. If I were to ask your friends about you, what would they say?
26. How can [this firm] help you in your growth?

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IV. Team Work

1. What is the best team (or worst) you have been on? What did you like (or dislike)?
2. Tell me about a time when you had to influence your team members and changed their minds about a certain issue.
3. Describe a situation when the team you were in faced a crisis and how you helped. Provide specifics.
4. Tell me about a team member who was non-cooperative. What was the issue, what steps did you take and what was the outcome?
5. When did you have to gain credibility of a team and prove yourself? Please describe specifics.
6. Did you face a situation when a team opposed your idea? What did you do about it?
7. Describe a time when you disagreed with the team's direction. What was the outcome?
8. Tell me about a time when you realized you made a mistake that had an adverse impact on the team. What did you tell your team members? What was the outcome?
9. How do you handle feedback (criticism in some cases)?
10. When have you persuaded a group of people to adopt your ideas?

V. Leadership

1. Who is your ideal leader? Why?
2. What is your leadership style?
3. What are the different leadership styles you have been exposed to?
4. Describe a time when you were in a leadership position and had to take a tough decision.
5. Describe a time when you were not in leadership position and had to step up to help a team? What were the circumstances and what was the outcome?
6. As a leader, how do you coach (or improve) your team to deliver better results?
7. Tell me about a time when you had to lead a team. What were the challenges you faced as a leader?
8. How do you deal with under performers?

VI. Client Relationship (Professor, Boss, External Client)

1. Tell me about a time when you had to deal with a tough client. Why was the client "tough"? What did you do and what was the outcome?
2. Tell me about a time when you disagreed with a client?
3. What if a client does not take your advice? What would you do?
4. How do you build a relationship with clients? Describe the things you have done in the past.