Mock Interview Questions

• Tell me about yourself.

• Why are you interested in this position/industry/company?

• Give me an example of a time you’ve done more than what was required.

• Give an example of a good decision you’ve made recently. What alternatives did you consider? Why was it a good decision?

• Can you give me an example of a time you were able to identify a small problem and fix it before it became a major problem?

• Tell me about a time that you saw something happen that you know was wrong. What did you do?

• Interacting with others can be challenging at times. Describe a specific situation in which you had the greatest difficulty getting along with peers, team members or others at work. How did you handle the situation?

• When have you inspired someone to work hard or do a good job? How did you do that?

• Have you ever been in a situation in which you were able to anticipate the need for a new approach? What did you do about it?

• What is one of the most difficult writing assignments you’ve had? Explain.

• Tell me about one or two presentations that you’ve given to your superiors or peers.

• Have you ever communicated in a high stakes situation? What happened?

• Give me an example of how you successfully handle multiple demands.

• Tell me about a time when you had to do something different than you expected, planned or usually do. What was it? What did you do?

• Tell me about a time when you were accountable for the completion and success of a very important task. How satisfied/dissatisfied were you with that? Why?

• Tell me about a time when you had difficult goals in your work. How satisfied/dissatisfied were you with that? Why?

• Tell me about a time when you worked on a low-profile assignment for which you did not receive a lot of attention from others. How satisfied/dissatisfied were you with that? Why?
• How do you decide what gets top priority when scheduling your time?

• What do you do when your schedule is suddenly interrupted? Give me an example.

• Tell me about a time when you had to request help or assistance on a project because it turned out to be more that you could handle by yourself?

• What is the most difficult business decision you have had to make? What factors did you consider when making that decision?

• Describe the project or situation that best demonstrate your analytical skills.

• Describe an idea you have developed and implemented that was particularly creative or innovative.

• Tell me about a time when you had to speak up in order to get a point across that was important to you.

• Describe a time when you had to use persuasion to successfully convince someone to accept your ideas.

Investment Banking

• Why do you want to do investment banking? Why not sales and trading, PCS (Private Client Services), or private equity?

• What are some differences among banking firms that you’ve noticed? Which are important to you?

• What do you think investment bankers do? Specifically, what do you think you would be doing in this internship?

• What three traits do you think makes a good investment banker?

• What group or product do you think you would be most interested interning with?

• How would you value a company? Describe different valuation methodologies.

• Describe the inter-relationships between the Balance Sheet, Income Statement, and Cash Flow Statement.

• What is an LBO (leveraged buy out)?

• What is an IPO (initial public offering)?
• What do you think of the economy? What is your economic outlook? How about IB outlook?

• How do you think the banking industry is structured? Where do you think the banking industry is headed? What do you think of any recent company mergers?

• What stocks and/or industries do you follow and why?

• Do you read the Wall Street Journal? Is there something that you are currently following?

• What do you think of the way the government treats insider traders?