Interviewing Tips

Prepare 60-90 second responses to (no more than 90 seconds):

- Why __________ (company name)? (3 reasons)
- Why are you interested in this role? (2-3 reasons)
- What was your favorite class and why? (give me a story from the class)
- What outside of school do you do to explore your interest in _________ (industry sector)? (3 things)
- Tell me why you are a fit for this role (you can use this at the end of the interview to reiterate your interest and why you are a good fit)

Use the STAR approach to prepare two 40-60 second responses in the following areas:

- Dealing with difficult people
- Managing or leading (focus on what you learned about people from this)
- Persuasion (focus on a variety of techniques you’ve used to persuade people in the past)
- Analytics (focus on the insights from the analytics, not just the actual numbers)
- Challenge/Failure (focus on how you transformed - what you learned and what you did differently)
- Teamwork (focus on when you were able to follow as a team member to get something done, not lead)

The STAR approach is (no more than 4-7 sentences, 40-60 seconds total - this takes a lot of work to refine down to this length!):

- 1 sentence on the situation
- 1 sentence on the task (make this into a problem or challenge that you needed to solve - dramatize it)
- 2-3 sentences on the actions you took (come up with a skill for each sentence that you demonstrated - for example, initiative, leadership, etc)
- 2 sentences on the result (what changed because you were involved - quantify it in terms of financials, time, or awards/distinctions)
- Once you’re done, take the result section, and move it to the top of the answer - so it ends up being Result-Situation-Task-Actions/Skills

Dinner the night before the interviews

- They are looking to see how you present yourself in a social setting and how you would represent the company in a social setting. They use this to gauge how you might potentially act in a client meeting.
- Manners are important – good eye contact, no elbows on the table, polite manners, please and thank you (I know this is basic but easy to forget if you get nervous)
- Order something easy to eat – stay away from anything messy or difficult to eat, don’t order the most expensive thing on the menu, stay away from alcohol
- Read the NY Times (anything online) to help with small talk. Stay away from anything political or controversial
- Be able to talk about why you are a good fit for the company
- Be yourself, and engage in the conversation