

Interview Training

The following is a list of questions that are usually asked in B school interviews. While preparing the answers to these, please take care of the following:

- No answer should be longer than 3-4 minutes.
- If any answer has multiple points, then clearly demarcate the various points. For instance, if you are to talk about your strengths, then you should use demarcators such as 'firstly, secondly, etc.' or 'A,B,C, etc.'
- Do not write and rote the answers. Rehearse the answers. Speak the answers aloud and time yourself.
- Always wrap up your answers. Do not end abruptly. In fact, if you can wrap up your answers intelligently, you can actually lead the interview.
- Do not peg answers to questions. Instead in decreasing order of importance, make a bullet point list of all the things in your profile that you would like to highlight in the interview. Then try to fit in the content to the appropriate question. There is no guarantee that you will get a particular question. So, you should have the content ready, but dynamic. It's more important to ensure that all the highlights of your profile are covered in the interview.
- Speak slowly, loudly and clearly.
- Humor can be a dangerous thing if the other person does not get it. So, don't try to be unnecessarily witty.
- Whenever you have to give examples/incidents of positive things, then the experiences should be as recent as possible. Whenever you have to give examples/incidents of negative things (eg., failures), then the experiences should be as much from the past as possible
- After the interview, ALWAYS thank the interviewer for his time.

Keeping the above points in mind, please rehearse the answers for the following list of questions. Against some of the questions, there are some guidelines about the answers. Please follow the guidelines.

1. Tell me something about yourself: *This should be a combination of your personal and professional information.*
2. Why do you want to do an MBA?: *Relate it to your long-term career goals.*
3. Why do you want to do the MBA now?
4. Why this university? : Be very specific.
5. Which other universities are you applying to?: *Name 2-3 universities that are similar to but not as good as the one that you are interviewing for.*
6. How is the MBA going to help you achieve your long-term and short-term goals?
7. What do you think you will contribute to your class at business school? What do you expect to gain from them? : *This is where you would need to highlight the diversity/unique in your profile.*

8. Why should we give you an admission offer?: *This is where you would need to highlight the diversity/uniqueness in your profile.*
9. What do you want to do immediately after your MBA? : *Be specific. Name 1-2 companies that you would like to work for.*
10. What are your long-range and short-range goals and objectives, when and why did you establish these goals, and how are you preparing yourself to achieve them?
11. Are you in a supervisory position? How many people do you supervise?
12. What has been your biggest challenge as a supervisor?
13. Which specialization would you like to take in MBA? Why?
14. Which is more important to you, the money or the type of job?
15. What do you consider to be your greatest strengths? : *Don't talk about being hard-working, punctual, disciplined, etc. Talk about 2-3 strengths that are in sync with your long term career goals. Do not talk about specific examples if you are not asked about them.*
16. What is your biggest weakness?: *Don't talk about being a perfectionist, or being too honest. Talk about a genuine weakness that most people might have.*
17. What is your leadership style? What role do you usually assume on a team at work?
18. What do you think makes you a good leader?
19. Can you give an example of a creative or unique approach you took to solve a problem? How do you usually approach problem solving?
20. What is the biggest mistake you have made on the job? What did you learn from it?
21. If you were to put together a team for a project, describe the qualities of the people you would include in your team.
22. How would your peers describe you? Tell me one thing about you which you think your peers don't like.
23. Describe a situation where there was a problem with one of the members of your team. How was the conflict resolved?
24. Describe a recent stressful situation you were in and how you handled it.
25. Tell me about the various educational and career decisions you have made. Tell me why you made the choices that you did.
26. Have you ever taken a big risk in a decision that you have made? What was the result?
27. Describe a time when you disagreed with someone else's opinion in an important manner. What did you do?

28. Relate a time when a supervisor changed your work priorities on short notice. How did you handle it?
29. What has been your greatest professional achievement till date?
30. How would your supervisor describe you? What would they miss if you left your current organization?
31. If you were asked to hire your replacement at your current job, what qualities would you look for?
32. Tell me about one ethical dilemma you faced and how you dealt with it?
33. What are your long term and short term goals/plans after you graduate? How will an MBA help you achieve them? Why do you want to do an MBA from our school?
34. Tell me about an activity outside of work that is important to you.
35. What does International exposure mean to you?
36. How did you feel when you were faced with your biggest obstacle?
37. Tell me about an interesting book that you read recently?
38. Can you tell me about a time when you have received criticism?
39. Walk me through your resume
40. Tell me about a situation/experience you've seen good and/or bad leadership?
41. Where do you see yourself in 5 years?
42. Tell me a time when you were not a leader but were able to move things forward.
43. What are you good at?
44. What makes you different than other applicants or students?
45. Give me the 60 second rundown on yourself...
46. Tell me about your best and worst bosses? Why would you rate them as such?
47. When the immediate benefits of an MBA are gone, you are 35 and you have achieved your goals, what will motivate you to continue in your career?
48. What type of feedback have you received from your colleagues and friends during your life?
49. Tell me about a situation (non-business) when you have failed
50. How did you go about doing your research about MBA programs?

- 51.** Some believe leadership is innate, others think it can be taught. Which do you believe?
- 52.** What are the strengths and weaknesses in your application?
- 53.** Name a prominent figure you look up to.
- 54.** If you had one free day, what would you do?
- 55.** How has your education prepared you for a career?
- 56.** What qualifications do you have that make you think that you will be successful?
- 57.** If you were the interviewer, what qualities would you look for?
- 58.** Is there anything you would like to ask me?

In addition to the above questions, there are also a few other types of questions for which you should mentally be prepared.

- Situation based questions
- Market Size Calculation questions
- Analytical / Mathematical problems