

# Interview Questions by Consulting Companies

Career Services SML



## Examples of Actual Questions Asked and Instructions Given by Interviewers in the Consulting Sector

**The following questions have been asked of students and graduates.**

- Tell us about your extracurricular activities as a student.
- Why didn't you do an internship last year?
- Why did you decide to study XYZ?
- What did you learn when you did your internship?
- What were the greatest challenges in your previous internships?
- Why do you want to pursue a career in consulting?
- Describe a situation in which you persuaded someone of an idea.
- Do you remember pursuing a specific goal and what the result was?
- Tell us about a conflict in your team in which you were involved and what your contribution was to resolve it.
- What are your greatest weaknesses?
- Tell us about a situation in which you were under time pressure.
- Tell us about a time when you had to solve a problem.
- What makes you special?
- Has there ever been a situation in which you were able to demonstrate leadership responsibility?
- Tell us about a challenging situation.
- What particularly interests you about the vacancy?
- Where do you see yourself in five years?
- What has been your greatest career success so far?
- Describe yourself in three words.
- What motivates you?
- What do others think are your greatest weaknesses?
- What feedback have you received?
- What do you feel proud about and what not so much?
- If you could turn back time, what would you do differently?
- What do you think it would be like to work here?
- What values are important to you?
- What was the best team in which you have ever worked?
- Why is our firm better than other strategy consulting firms?
- What was the most difficult task you have ever mastered?
- Can you remember a time when you built credibility?
- Which part of your CV is the most important one?
- What are your hobbies?

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## Unusual questions

- Draw a slide that describes who you are.
- What is the craziest thing you've ever done?
- Do you remember holding an unpopular opinion?
- Do you remember convincing a superior to change his or her opinion?
- Why are you interested in consulting even though you did not study business?
- Would you prefer being the best in a bad team or the worst in a good one?
- Tell us something that is not in your CV.
- What character traits would you like to have?
- Describe a former employer to us.
- Tell us how you have been able to solve a problem using creativity.
- What famous person would you like to meet? Why?
- Tell us about a situation when someone surprised you.
- Have you ever made a decision based on a gut feeling?
- Have you ever been an unpopular member of a team?
- Tell me, have you ever succeeded in an innovation?
- Have you ever performed disappointingly in a team?
- Tell us about a conflict with a customer or colleague.

## Brainteasers

- How big is the market for jeans?
- How big is the market for pork in China?
- What would a car look like if it was sold by Tchibo?
- Does a plane use less fuel per passenger than a car?
- How many kilometers do Nike trainers cover every year?
- List 10 business headlines of the past year.
- Should a telephone company charge per minute or second?
- How much would Swisscom lose if all fixed lines fail?
- What is Roland Berger worth?
- How many lightbulbs are there in Switzerland?
- What would you do with 100 million euros?

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## Follow-up questions

- How could one increase the sales of a Swiss brewery in Slovakia?
- Tomatoes, luxury cars, and T-shirts: What is the sales tax for these products?
- When would you invest in a new technology?
- Would you be willing to travel 50 to 60 percent of the time?
- Can you solve a long equation without paper and pencil?
- What would you do to lower the IT costs of a corporation?
- Would it be worthwhile to launch an online flower delivery service?
- How is a balance sheet structured?
- What roles does a team have?
- Why did the demand for luxury goods increase during the 2008 crisis?
- What companies belong to the SMI?

## Strange questions

- What other questions would you like us to ask you?
- Do you have a driver's license?
- Tell us a joke.
- Which is the most interesting "Game of Thrones" character?