



When preparing for an interview with a consulting company, you need to be prepared for both “fit,” brain teasers, and case study questions. Below are sample questions to start your preparation for consulting interviews. Be sure to utilize other resources, such as practice cases that can be found directly on large consulting company websites, such as [McKinsey](#), [Deloitte](#), [Bain](#), [BCG](#), and [PwC](#).

The Career Development Office partners with the Consulting Club to offer Case Workshops, as interactive case preparation is key to success.

You also have access to CQ Interactive through [Carey Compass](#). CQ Interactive is the most advanced on-line interactive case training developed. CQI focuses on the skills you need to walk into the case interview well prepared and confident.

Access Vault.com for more indepth consulting interview preparation. Follow the steps below to create your free Vault.com account today:

- Log into [Carey Compass](#)
- On the homepage, scroll down until the right-side navigation is visible.
- Under the section titled Job Postings, click the link Vault - Career Intelligence.
- Once clicked, this link will take you to the webpage where you can create an account.
- If you have any questions or issues logging into Carey Compass or Vault - Career Intelligence, then please email the Career Development Office at [carey.careerdevelopment@jhu.edu](mailto:carey.careerdevelopment@jhu.edu) and we will be glad to assist you.

## BACKGROUND

- Walk me through your resume. (Highlights from experience, skills, education, certifications.)
- Describe your background. How can you connect your past experience into the reason you chose to apply to [insert name of consulting company]?
- What skills and experience do you have that make you a good fit for consulting?
- What skills have you learned in your MBA program at Johns Hopkins that will help you in the field?
- What is your competitive advantage?

## INTERESTS

- Why consulting?
- How did you hear about [insert name of consulting company]?
- What attracted you to the field of consulting?
- What attracted you to X firm? What attracted you to X type of consulting?
- What specific tasks do you enjoy completing in a workplace environment?

## BEHAVIORAL

- Tell me about a time when you had to make a decision under uncertainty.
- Tell me about a time when you had to “think on your feet.”
- How do you build consensus on a team? How do you approach differing opinions in a team setting?
- Tell me about a team experience within the past year. What made it positive?
- Describe a time you have disagreed with your supervisor. Did you resolve the issue or conflict? If so, how did you work things out?

## BEHAVIORAL cont.

- Describe a difficult professional situation you experienced. How did you handle it?
- Describe the last time you made a mistake or caved under pressure. What did you do to recover?
- Tell me about one recent [insert applicable area; for example, technology] trend that you are following.
- Tell me about a time when you had to act immediately, despite not being armed with all the facts. How did you handle this situation?
- Describe methods you would utilize to diagnose client's needs. What business frameworks might you use in structuring your approach to a client problem?
- Tell me about a time when you had to adjust a project schedule because you did not have all the resources that you needed.
- Describe a situation in which you had to change your communication style to influence stakeholders from different groups.
- Tell me about a time when you supported a difficult client. What was the outcome?
- Your project is severely under budget and your project manager asks you to bill for hours you did not work. What do you do?
- Imagine this client scenario: You have been brought into XYZ Company to study their operational efficiency. Your main client contact is the VP of Operations. The client is very skeptical and hostile of [insert consulting company name's] presence. How do you build rapport with this client to build a strong working relationship?
- Tell me about a time when you worked cross-functionally with another team to achieve a larger organizational objective. What did you do to facilitate collaboration and gain buy-in with that team?
- Have you ever been part of a proposal writing effort? If so, describe at a high level your role in the effort.

## BRAIN TEASERS

- How many sodas are sold in the U.S. per year?
- How many golf balls are there in Florida?
- How many street lights are there in New York City?
- Estimate the demand for plastic bags in the U.S.
- What is the probability of five people with different ages sitting in ascending or descending order at a round table?
- A scientist puts a bacteria in a petri dish at exactly noon. Every minute the bacteria divides into two. At exactly 1pm, the petri dish is full. At what time was the dish half full?
- How much does the Starbucks in Times Square bring in, in annual revenue?
- Describe the internet to someone who just woke up from a 30-year coma.
- An apple costs 40 cents, a banana costs 60 cents, and a grapefruit costs 80 cents. How much does a pear cost?

Schedule an appointment with a [Career Coach](#) to discuss interview strategies and conduct a mock interview.