

## 100% Guaranteed Questions

- Walk me through your resume.
- Why Investment Banking / Sales & Trading / Private Client Services?
- How do you value a company (particular to investment banking)?
- What were your fall term grades? Why didn't you do better in ..... class?
- What qualities do you think are important for this industry? Do you possess those qualities?
- What do you do for fun?
- With what other firms are you interviewing? Are you also interviewing with consulting firms or for opportunities outside corporations?
- If I gave you an offer right now would you accept?
- Rank the firms with whom you're interviewing in order of preference.
- What questions do you have for me?

## Personal Goals & Accomplishments

- What made you choose your undergraduate school? Why did you major in.....?
- To what other business schools did you apply? Which ones accepted you?
- What was your favorite class so far?
- What are your 5-20 year career plans?
- What is your proudest accomplishment? What is your most challenging personal experience?
- Tell me about a time when you led a team or took responsibility either at school or in your prior job?
- How do you work in teams? How do you handle a non-contributing team member? What do you add to a group when you take on a team assignment or group task?
- Describe a failure. What did you learn from it?
- How do you handle stress?
- Tell me a joke.

## Management Questions

- With reference to a days work, what steps do you take to organize and prioritize tasks?
- How do you decide which tasks take priority when organizing a complete project?
- How do you perform when others need your guidance in a business crisis?
- Has there been an occasion when you refused to bow to a customer's pressure to bend the rules?
- What do you do when you discover you are in a compromising situation?
- Describe a specific instance, in a group situation, where you made your views known about an issue important to yourself. What was the issue, and why was it crucial?

## General Questions

- How does your past career qualify you for a position in management?
- What do you hope to accomplish this summer?
- Rank the firms on Wall Street. Where do you fit? Who is our competition? What differentiates our firm?
- Describe a typical day for a full-time manager.
- What is your greatest concern about our firm?