

Finance Mock Interview Outline

Banking

- Why do you want to do investment banking/sales & trading/research etc?
- What do bankers/sales&trading/research analysts do?
- What would you do as an associate?
- How do you feel about New York (or other geography)?
- What do you see as the differences between the banks? (ex., culture, structure of program, rotations)
- What specific area of interest in banking (group/product) do you think you would be most interested in?
- Where do you see yourself in 5 years?

Culture

Intellectual Curiosity

What do bankers do?

- Judgment
- Processing
- Client Service

The Firm

- Why this firm?
- What other banks are you interviewing with?
- What are your impressions of other firms?
- What do you think of our firm?
- Who are our competitors?
- What differentiates this firm from our competitors?
- If we gave you an offer right now, would you take it?

Behavioral- Strengths and weaknesses, examples of leadership, personality questions

Skills

- What are strengths? What are your weaknesses?
- What kind of finance background do you have?
-
- What skills do you bring to the job? Why should we hire you?
-
- What is your greatest accomplishment?
-
- What are two (three) concerns we have should have from your resume?
-
- What has been your biggest failure, professional or personal? What did you learn?
-
- Discuss an unsuccessful/successful team? What would your teammates say about you?
-
- What skills do you bring to the job? I see many qualified candidates, why should I hire you?
- Why do you think that you would be successful at this job?
- Give me an example of your leadership abilities?
- What is the biggest risk you have ever taken? What business publications do you read?
- What do you think of _____ article in that day's WSJ or NYT? What recent deals have you been following?
- If I gave you a million dollars, how would you invest your money?
- How would you manage an analyst who was underperforming? Would you fire him or her if there were no improvement?
- If you were a managing director and the client told you that he wanted to move his stock price up, what would you suggest as potential strategies?
- How will your background add to your ability to contribute at the firm?
- How would you rank yourself from one to ten? Why?
- Do you work well under pressure?
-
- What qualities do you think are important to this job? What makes people successful in this area?
- Tell me about a time when you were creative.
- Explain a project where you did the analysis from beginning to end?
- Give me some example of doing more than is required in the course of job.
- How would you describe your leadership and/or management style?
-

Leadership/Maturity

Team Player

Presence/Poise

Overall Potential

Technical Skills- Accounting and finance questions

- What is your GPA at Smith? Grades in Finance, Accounting, Statistics? GMAT score?
-
- What kind of quantitative skills do you have? Prove to me that you have quantitative skills.
- If I gave you a \$100,000, where would you invest your money?
- What stocks would you invest in?

Smart

Analytical ability

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Terry C. Jones



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