

## CONSULTING QUESTIONS

Below are some sample Consulting interview questions you can use to help you prepare for job interviews. Practicing with a partner or your Career Coach and seeking feedback will help you improve your answers and get more comfortable answering questions as they come up in an interview. If you practice alone, answer the questions aloud so that the words come easily to you in your interviews. Try it in front of a mirror!

1. Tell me about some of the process improvement projects you've been involved in.
2. What experience do you have as an internal consultant?
3. How do you believe consulting as an industry will evolve considering the current economic situation?
4. Where do you see yourself in the next 5 years assuming you are hired for our consulting firm?
5. How would you find a way to upsell a current consulting client for more services?
6. Why did you choose the school for your MBA program?
7. What was your favorite subject in MBA program? And why was it your favorite?
8. Tell me about a time when you led a team in a challenging situation and how you applied your leadership skills to achieve your desired outcomes.
9. How would your colleagues in your previous job describe you?
10. What attracts you to work for our company?
11. Why do you want to leave your current job?
12. Tell me about a time when you re-calibrated your approach when a project was not moving in the right direction.
13. How have you dealt with a team that had low morale or lack of trust for each other?
14. What is your Personal Brand?
15. When you've encountered a customer who wanted services or deliverables that were out of the scope of the project, how have you handled managing their expectations?
16. What is the first thing you would do when you are assigned a new customer?
17. Describe how you would build a case for a customer to obtain additional resources for a project.



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18. Describe a time when a project you were in charge of was running behind schedule and how you got it back on schedule.
19. How have you engaged a resistant stakeholder in the past?
20. How would you determine what metrics should be implemented for a new department?
21. How would you determine if the current metrics in a department were creating focus on the most important areas that would create success?
22. How would you go about supporting a client in managing a layoff?
23. Select one experience from your resume to share with us.
24. Explain one concept you learned about in one of your classes to us in 60 seconds.
25. What was your favorite class from your MBA and what did you learn in it?
26. Which organizational functions are the most interesting to you? Explain why.
27. Which industries are you the most interested in? Explain why.
28. What do you want to do after management consulting?
29. If you saw your name in a newspaper article or blog tomorrow, what would the title be?
30. How would your friends describe you?
31. What would your friends say is your biggest flaw?
32. What constructive feedback have you received from your previous boss, peers or customers?
33. How have you led a team that was facing a significant challenge?



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