

## INVESTMENT BANKING INTERVIEW PREPARATION TYPES OF QUESTIONS:

There are a limitless number of questions that an interviewer might ask during the interview. However, all of these questions will fall into one of four different categories:

1. Personal (40%)
2. Behavioral (30%)
3. Technical (25%)
4. Logical (5%)

Although there is no way to prepare for every question you might be asked, it is helpful to develop effective strategies on *how* to answer them. This interview package provides sample questions and an exercise to assist you in preparing successfully for the investment banking interview.

### **Personal:**

The majority of the questions you will be asked during your interviews will revolve around the central theme of, “Why should I hire you for this job.” It is important to provide insightful examples that demonstrate interest, aptitude and personality fit. It is equally important to demonstrate how well you have researched the firm, the industry and the opportunity itself. It is critical to communicate sincere interest and enthusiasm for the position.

Sample questions:

1. I see hundreds of great applicants, what separates you from everyone else?
2. Why are you interested in investment banking?
3. What do you enjoy doing in your spare time?

### **Behavioral:**

The primary purpose of the behavioral question is to understand how a person has handled a past situation as an indicator of how they might handle a similar situation in the future. Interviewers are generally not interested in *what you think you would do*. They are far more interested in *what you have done*.

Sample questions:

1. Give me an example of a time in your life that you failed?
2. What are the key ingredients to being a good leader? Give me an example of how you have been asked to lead and how you have demonstrated those qualities?
3. Describe a situation where you saw a problem or opportunity and took steps to address it.

**Technical:**

Technical questions are utilized to evaluate the candidate primarily in three areas : (1) does the candidate clearly understand the role and responsibilities; (2) has the candidate proven that he/she can actually do the job and (3) will the candidate be successful in this role. When answering these questions, it is important to communicate that you have a strong understanding of investment banking, the financial markets and the role of an analyst.

Sample questions:

1. How would you value a company?
2. If you had \$100 million to invest, how would you invest it and why?
3. Why would two companies merge? What major factors drive mergers and acquisitions?

**Logical:**

Logical questions assess a candidate's problem-solving and deductive reasoning skills, thought process and approach to problem-solving and how well he/she performs under pressure. To answer these questions successfully, the candidate should write the question down and work through the question out loud. This allows the interviewer to hear your thought process and understand how you structure and think through problems.

Sample questions:

1. Why are manhole covers round?
2. How many square feet of pizza are eaten in the United States each month?
3. What is 3% of 61?