

Case Interview Introduction

Case studies are descriptions of real or hypothetical business problems. Candidates are expected to understand, analyze, and recommend solutions as part of the process for the interview. Generally this is a 45 to 60 minute one-on-one style interview and you are given a pen and paper or perhaps a whiteboard on which to write, brainstorm, perform calculations and structure your answer.

Case Interview Assessment Areas

Solving a case study requires the same qualities and skill as a consultant



- Basic Business Concepts
- Critical Thinking
- Business-Oriented Creativity
- Ability to Handle Ambiguity
- Communication and Presentation

Case Interview Best Practice Approach

Review & Prepare

- Read the case
- Summarize the case
- Verify case objectives
- Document questions and information needed

Analysis

- Define your approach and method to address the problem
- Prepare framework for analysis (i.e., Porters 5 forces, SWOT)
- Document assumptions
- Prepare hypothesis and potential conclusions/solutions

Presentation

- Summarize the case objectives
- Summarize your analysis and findings
- Present conclusion and next steps

Best Practices

- Don't feel like you need to answer questions immediately
- Set a structure for solving the case, but be sure to have a conversation (avoid a rehearsed speech)
- Ask for information, but make sure the interviewer understand why you are asking
- Don't be afraid to be creative and enthusiastic
- Articulate any assumptions you make throughout the case to derive your solution
- Maintain organization and deliver your thoughts logically and coherently
- Be comfortable working through basic arithmetic to perform estimations or analysis
- Demonstrate confidence and enthusiasm for your conclusion
- Practice! Practice! Practice!

Additional Resources

www.acethecase.com

www.consultancyLinks.com

www.managementconsulted.com

Case Study Interviewing Overview section of consulting websites: McKinsey, Boston Consulting Group, etc.

Case in Point: Case Interview Preparation, 3rd Edition

Crack the Case: How to Conquer Your Case Interviews

Vault Guide to the Case Interview

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