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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