Some companies have specific questions outside of the behavioral scope that they will ask in interviews. Occasionally these will be questions of a specific technical element relative to a system or to a competency necessary to succeed in the position. These questions may also be of a more general brain teaser nature as well, simply to see how you encounter and think through a problem. Make sure you do your research to be as prepared as possible for all interview situations!

Resources:

- Informational Interviews
  - Fellow Students
    - Do you know any upper classmen or peers who have interned or interviewed with that company previously? If yes, ask to sit with them for a few minutes to learn more about their interview process and any advice/direction they have
  - Alumni
    - Complete a search on LinkedIn. Are there any personal connections or alumni currently at the company? Make sure you have enough time to engage them and form a relationship to request an informational interview before your position interview

- Glassdoor
  - https://www.glassdoor.com/index.htm
  - Search a company or position title and see various interview questions and scenarios
  - Research the company's page. See if there are questions that are continually mentioned regardless of position interviewed for. If a question is asked repeatedly, it may be something you should be prepared for
  - Examine the position title at several companies to see if any consistent themes arise (i.e. they all want to know about modeling skills, Excel abilities, programs utilized, etc.)

- Career Fairs & Information Sessions
  - Recruiters can be a wealth of information if you know what to ask. They may not know everything about several specific roles, but they can often give you a general idea
  - Ask a recruiter what main competencies someone working at their company needs to succeed. Listen to see if they describe technical skills or relationship skills. If they mention specific software, systems, models, etc. you will probably encounter a more technical interview at some point in the process
  - At Information Sessions, inquire about what the interview process looks like. Make sure to take notes so you know whether you will encounter a case study, a panel interview, an assessment, or anything that might give you more insight to what you may encounter

- Vault
  - https://careerinsider.vault.com/career-insider-login.aspx?parrefer=461
  - Vault houses company specific information as well as many guides to help you
  - Select "Interviewing" from the upper bar and be directed to a plethora of interview information, including sample interviews, information on types of interviews, as well as information on general interview questions

Technical Interview Question Examples

Finance
o What are examples of fixed and variable costs associated with our business?
o Pitch me a stock.
o What is working capitol? Walk me through how you would go about valuing a company.
o Tell me about a time you had to make a decision with an incomplete data set.
  o **Investment Management**
    ▪ What is the square root of .01? (mental math questions)
    ▪ Explain your view of what will happen in the market next year or to company X
    ▪ If you had $1M where would you invest it? How would you hedge it? (be sure to talk about identifying and mitigating risk)
  o **Sales and Trading**
    ▪ Statics problem sets.
    ▪ What asset class do you want to work in and why? (ie like why equity vs fixed income)
    ▪ Explain a complex finance concept to your grandmother. (ie, time, value, money)
  o **IB**
    ▪ Tell about a time you worked and succeeded under stress.
    ▪ How do you think policy changes will impact x market?
    ▪ How will rates impact M&A activity?
  o **Valuation**
    ▪ Walk me through a DCF.
    ▪ What is WACC?
    ▪ What is beta?
    ▪ What is CAPM?
    ▪ How do you unlever and relever beta?
    ▪ What are the three approaches to valuation?
    ▪ What is a p/e multiple

Accounting
o Why are you interested in Tax? Audit? Assurance?
o What is the difference between a budget and a forecast?
o What formulas do you use in Excel?
o Explain/Complete these journal entries.

Management
o Give examples of employee relations issues and how you would solve them.
o Do you know what ERP, PeopleSoft, SAP, etc. are?
o Explain a plan to develop business and how you would execute it.

Marketing
o Sell me this pen.
o What should X brand do to push into new areas of media? What would be the best ones to explore/are growing?
o Your client wants new customers, what do you advise? They do those things, it doesn't work, what do you do then?
o Explain what an API is and how it works.

Information Systems
o Explain the difference between Java and C++.
o Describe an interface.
o Troubleshoot for a client using X system.

Consulting
o How many lightbulbs are in Manhattan?
o How many ping pong balls can fit in a 747?

- o There are 6 rocks that all weigh the same except for one. There's a balance scale that you can use, but you can only use the scale twice, how would you find the correct rock?

Other
- o Why did you choose BU? Your concentration? Explain your decision process and factors.
- o Why should we NOT hire you?
- o What is your proudest moment or greatest achievement?
- o Tell me about a time you made a mistake.