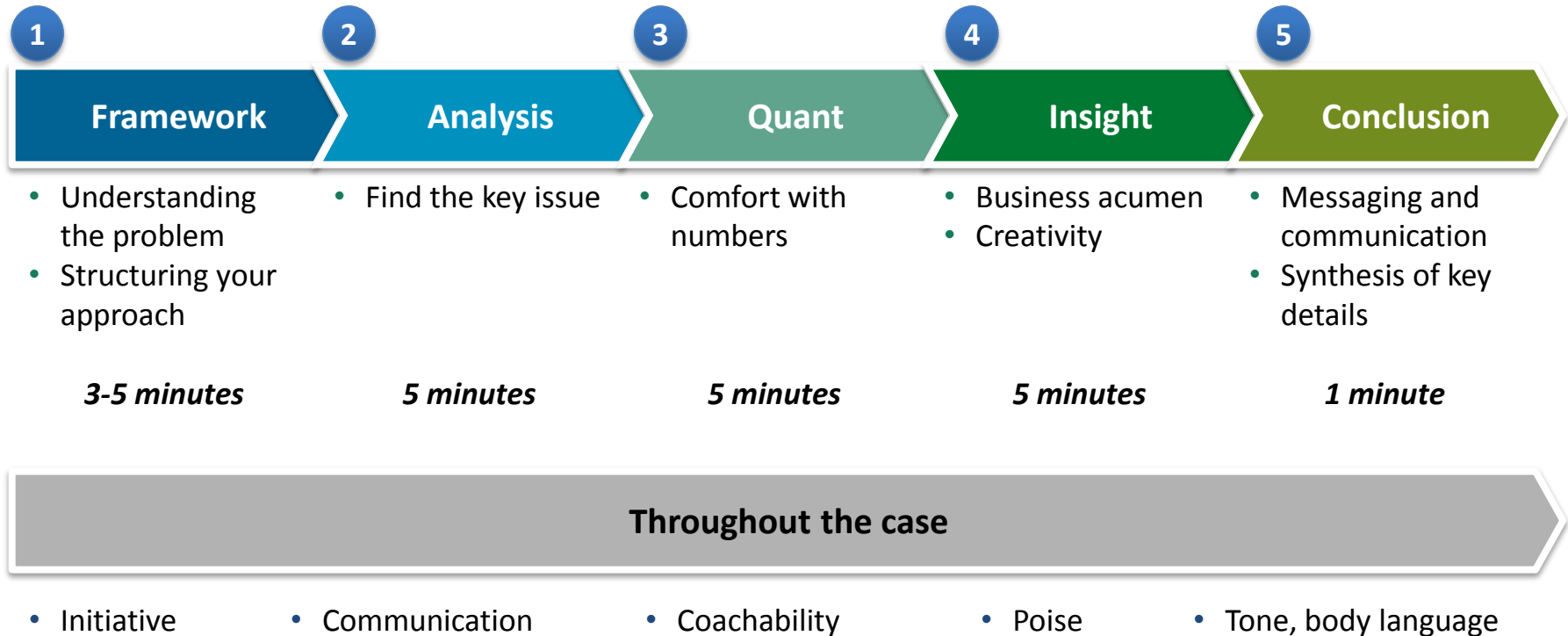


The MCA presents:

Case Prep 301

Friday, July 4, 2014

Recall: Overview of a Case Interview



It's not just cracking the case – the soft skills you demonstrate matter too!

Review: The stages of a strong conclusion

Start of delivery

Can I have a minute to gather my thoughts?

Quickly restate the problem

- “In order to restore profitability next quarter, I would recommend...”

Say what you will do upfront

- Lead with action not analysis

Analysis

Justify the recommendation with a brief synthesis

- Includes facts you’ve discovered from the case

I would recommend X because...

- Reason A
- Reason B
- Reason C

Risks and next steps

Move to risks and next steps without being prompted

- Shows you are thinking beyond the problem

Address key risks associated with your recommendation

Identify next steps required to confirm/implement recommendations

Strong conclusions leave a positive impression

Short and Sweet

Aim for 30 seconds to 1 minute

- Don't revisit every detail

Do not introduce new insights not previously discussed

- This takes you away from your structure

Confidence

Be confident with recommendations

- Acknowledge you do not know all the factors

Sound excited!

Go beyond the recommendation

Identify a way to mitigate risks

Next steps should be actionable on Monday morning

- Ex. A pilot program / survey

Being succinct and impactful are learnable skills!

Soft skills the interviewers are looking for and how to shine



Case presentation: Try to do your work in “slides”

- Makes it easy for the interviewer to follow your thought process throughout the case
- A method that works for me:
 - 1 blank sheet for initial case facts and later insights
 - 1 blank sheet for structure
 - Transfer key takeaways from branches to insights sheet, so you can jump into your conclusion smoothly and quickly
 - 1 blank sheet for calculations
 - Transfer key numbers to structure sheet and/or insight sheet

The interviewer will be looking beyond your case skills

There may be several opportunities to interact with your interviewer outside the actual case. Be sure you are up to date on the news regarding the company. Here are some general rules of thumb:

Fair questions

What types of business problems have you dealt with?

What types of clients/industries have you found to be the most interesting?

What are the most challenging aspects/biggest surprises/things you wish you knew?

I saw that your firm participated in program X, as I mentioned on my resume, I am passionate about education and was wondering if you could discuss further.

Topics to avoid

Anything you can Google or readily find on your own

Compensation

Hours, weekends

Specific client names

Personal information

Remember, etiquette and positive attitude are key

Having structure outside of the case is vital (I/II)

What scares you the most about this job?

A standard
answer

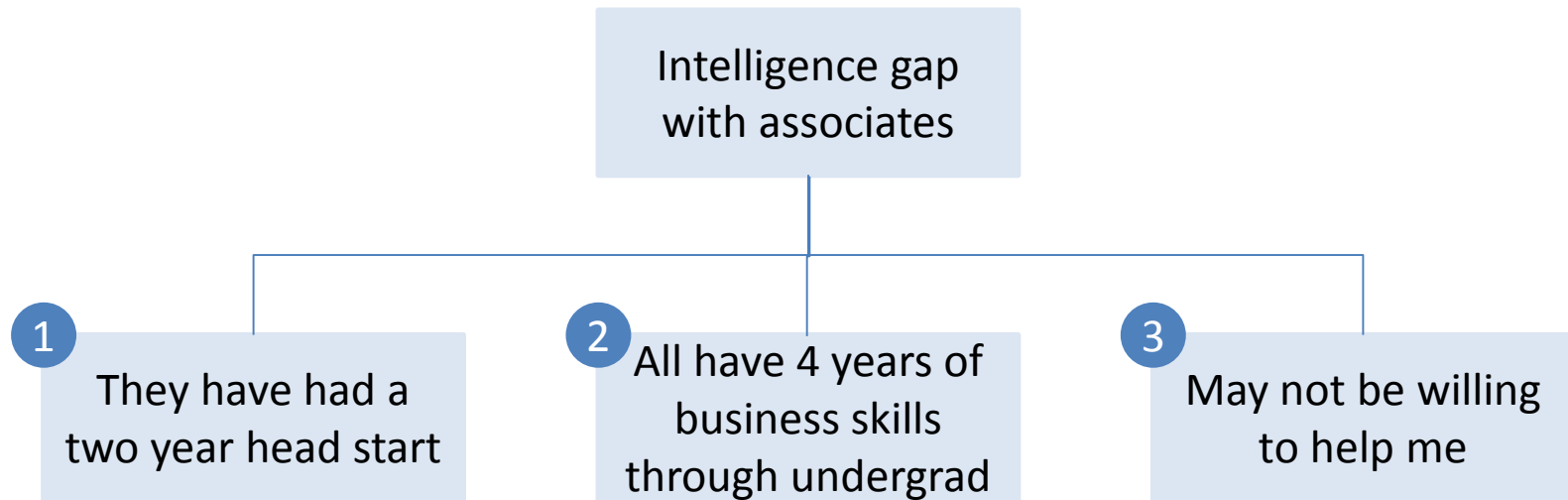
“When starting any new job the people who have been there longer will have an advantage over those who are newly joining. These same individuals have been trained longer and are more knowledgeable on the processes involved with the job. The intelligence gap between associates and consultants concerns me. On average, people who have joined this are of work have much more business knowledge than I have and understand the theory well.”

Think
further...

1. How can you rephrase this?
2. What could make this stronger?

Having structure outside of the case is vital (II/II)

What scares you the most about this job?



Every question be answered in a structured way!

Several key stories can help you navigate through behavioral questions

Leadership Story	<ol style="list-style-type: none">1. When have you shown initiative?2. Tell me about a time you lead a team?3. Tell me about a time when you dealt with conflict in a team setting
Communication Story	<ol style="list-style-type: none">1. Tell me about a time you convinced someone of something?2. Tell me about a time you had to present an idea to a large group.
Interpersonal Story	<ol style="list-style-type: none">1. How do you deal with different personalities?2. What do you think will be the most challenging part of the job.3. Do you prefer to work in a team or individually.

Leverage the Career Center to help you refine your stories

STAR framework can be used to structure stories

Situation

Brief description of the situation and context of the story

- Who
- What
- Where
- When
- How

Task

Explain the task you had to complete highlighting any specific challenges or constraints

- Deadlines
- Costs
- Other issues...

Action

Describe the specific actions you took to complete the task. These should highlight desirable traits without needing to state them

- Initiative
- Intelligence
- Dedication
- Leadership
- understanding

Result

Close with the result of your effort.

- Quantifying results always helps!

Case prep resources

We're here to support you as you tackle this challenge!

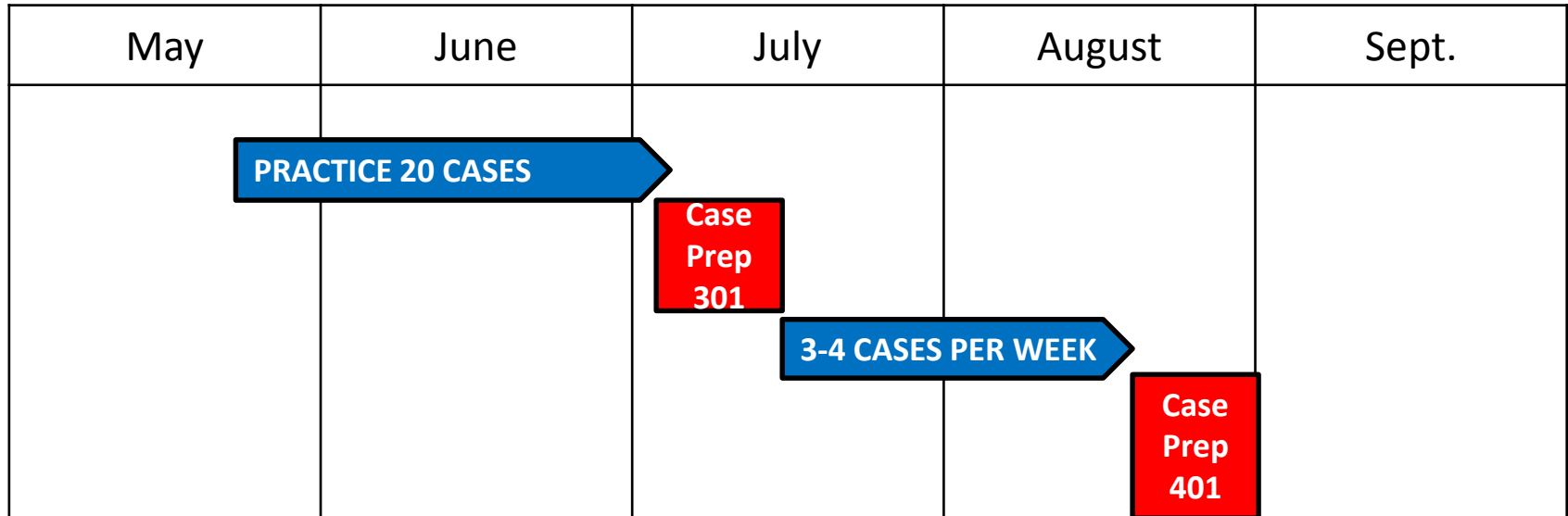
MCA Website

Victor Cheng

Your Peers

- Contains the MCA casebook and lots of mock cases and prep tips from other schools
- <http://inside.rotman.utoronto.ca/mca/resources-members-only/>
- Frameworks, advice and help with mental math
- <https://www.caseinterview.com/math/mathtest.php>
- You cannot get “over the bar” without working together – you are not in competition with your peers!
- If you are looking for case partners and can't find one reach out to us, we can set you up with someone

What's next: Timeline for fall recruiting



- Our next prep session will cover figures, figures, and more figures
- The goal of checking in during August is to make sure that you get additional feedback heading into the recruiting season.
- Find partners and get started!

Practice a Case: Breakout Rooms

Giving a case

- During: Don't give away key pieces of information without being asked
- During: If your partner is truly struggling, do help them along
- During: Push on "why" and "how", ask follow-up questions

Receiving a case

- During: Take notes and ask clarifying questions upfront
- During: Show your work and talk the interviewer through your assumptions
- After: Go over what you struggled with and focus on sticking points

Stick to a 25 minute timeline. If the candidate hasn't gotten every step of the case with 5 minutes left, start to wrap up so they can at least offer a conclusion based on what they do know.

Room

RTL 1010

RTL 1025

RTL 1043

RTL 1045

RTL 1047

RTL 1049

RTL 1051

RTL 1053

RTM 1041

RTM 1043

RTM 1045

RTM 1047

RTM 1049

RTM 1051

Thank you!
Questions?

Contact Us @ mca@rotman.utoronto.ca