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Career guide · Consulting

The consulting interview prep pack

The questions interviewers ask, model answers, and a plan to be ready on the day.

5
Interview questions with answers

6
Readiness checks

$125k to $170k
Junior pay, all-in (US)

Get interview-ready for consulting.

Consultants help companies and governments solve their hardest problems, from strategy to cost cutting to digital change. It's the main alternative to banking for ambitious graduates, with broad training and strong exits.

How to use this pack

Cover each answer, say yours out loud in under a minute, then compare. Use the lines to note what you missed.

Interview questions

5 questions

Case

Our client's profits have fallen. Why?

Structure it: profit is revenue minus costs. Revenue is price times volume; costs split into fixed and variable. Ask for data on each, find where the change is, then dig into why and suggest what to do.

Estimate

How many coffees are sold in London each day?

State your assumptions clearly: population, share who drink coffee, cups each, share bought rather than made at home. Round numbers, keep it simple, and sense-check the answer at the end.

Case

Should our client enter a new market?

Look at the market (size, growth, profitability), competition, the client's ability to win, and the economics of entering (cost, time, risk). Give a clear recommendation with the main risk and next steps.

Fit

Tell me about a time you led a team.

Use a clear structure: the situation, what you did, the result. Firms look for leadership, personal impact and drive, so show what you personally changed.

Fit

Why consulting rather than banking?

Talk about variety of problems and industries, working directly with client leaders, and building broad business skills. Be specific about what you've done that shows you'll enjoy it.

Are you ready to apply?

6 checks

- [ ] I can structure a case from a vague question
- [ ] I can make a sensible market-size estimate
- [ ] I have done at least 20 practice cases out loud
- [ ] I can do quick mental maths with percentages and large numbers
- [ ] I have three strong stories about leadership and impact
- [ ] I can read a chart and say what it means in one sentence

Your plan, step by step

4 stages

- [ ] **9 months before**

  ### Learn the basics

  Read a case interview guide and learn common frameworks, but don't rely on them.

- [ ] **6 months before**

  ### Practise cases weekly

  Find practice partners at your university.

3 months before

Prepare fit stories

Leadership, teamwork, failure, and why consulting.

Interviews

Lead the case

Drive the analysis, talk through your thinking, and end with a clear recommendation.

What to read

3 picks

1 **Case in Point by Marc Cosentino**
The classic case interview book.

2 **The Pyramid Principle by Barbara Minto**
How consultants structure ideas and writing.

3 **Firm insights pages from McKinsey, BCG and Bain**
See how they think and write.

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Now say it out loud.

Knowing the answer isn't the same as saying it well under pressure. The free Mandate app reads questions aloud and scores your spoken answer on key points, structure, pace and filler words.

mandateprep.com/desk

Scan to open the app. Free while in early access.

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