

Interview Wrap Up - Dos and Don'ts

▶ **The final five minutes in most interviews will provide you the opportunity to ask questions**

- **DOs**

- Prepare 3-5 industry and company specific questions for each interviewer (see sample list)
- Ask questions relevant to your decision to take this position at this particular firm
- Listen to the answers! Respond or ask follow-up questions (if applicable)

- **DON'Ts**

- Don't ask questions about company facts that can be found through your own research or on the website).
- Avoid questions about salary and do not compare the firm with competition
- It is okay to ask the same questions to multiple interviewers as long as they are questions of opinion rather than fact (for example, to get different perspectives)
- Ask questions that can be answered by the interviewer (e.g., e.g. don't ask a senior associate or junior vice-president questions about the strategic direction of the bank!)

- **IMPORTANT! - Deliver a final 30-40 second pitch to make a long lasting impression**

- State how much you REALLY WANT THE JOB and how the job fits with your career goals
- Recap succinctly why you should be hired. This will help your interviewer make a better case for you when he/she sits down with the other interviewers in the evening



The last five minutes are not filler; you are still being evaluated!

What Types of Questions Should I Ask?

► Illustrative questions for your interviewer:

1.
**Interviewer's
Personal
Experience**

- What were the things that you were most surprised by when you joined your bank?
- What type of deals/ projects have you worked on since starting out at your bank?
- If you could improve one thing at your bank what would it be?

2.
Firm Strategy

- Your CEO, had gone on record saying that the firm's strategy is to increase market share in M&A advisory and equity underwriting. Which industry segments do you foresee the growth coming from?
- I read on Bloomberg, your CEO's directive to focus on profitable businesses and recurring clients. What are the areas within the investment banking group that you are focusing on for future growth?
- I read in the WSJ, that the corporate bank and the investment banking groups have been merged. How has this affected the investment banking group?
- Pure play investment banks are getting into lending? Do you see them as a threat?

3.
**Product
Specific
Questions**

- What is driving the activity in the convertibles market – How is your bank capturing a large market share in that segment?
- Your bank is obviously more famous for Fixed Income, Trading and Clearing. What is your opinion in the firm's strategy to take advantage of the expected rebound in equities?
- The M&A group in your bank recently merged with the industry groups. How will this impact my experience as an associate? What is your opinion on this reorganization?
- Given the increasing importance of Financial Sponsors in the M&A market do you think having a strong balance will help your bank gain market share in M&A business?
- Large parts of investment banking business are being commoditized. However so far your bank still maintains a strong hold in M&A. Do you see this changing?