

NextEp MBB

Shaping your Next Episode

Interview Guide

BEFORE STARTING

Thank you for choosing this book as part of your preparation.

If you want to keep sharpening your skills with **short, practical tips straight to the point**, join our **FlashTips** free insights delivered to your inbox to help you stay sharp between practice sessions.

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Many thanks, and best of luck with your preparation!

INTRODUCTION

This guide has two main goals.

First, it is designed to **help you understand the type of questions asked in consulting case interviews and the key concepts interviewers evaluate**. By examining the structure and logic behind these cases, you will gain a clearer understanding of what top consulting firms seek in candidates.

Second, it can also **be used as a practical guide for conducting mock interviews with peers**. Whether you take the role of interviewer or interviewee, this resource will help you simulate real consulting interviews and improve your skills on both sides of the table.

WANT TO TAKE YOUR PREPARATION FURTHER?

Join our NextEp community and practice live with other candidates. We have WhatsApp groups (in English and Spanish) where you can connect with peers, schedule mock interviews, exchange feedback, and grow your network. You don't need to speak if you don't want to, just read the rules and find a partner to practice with.

English



Spanish



POTENTIAL FIT QUESTIONS

Row Labels

Actual Interview Experience

Even

- Give an example of a situation where you had to maintain your motivation and focus during a long and challenging project.
- Give me an example of a time when you motivated others.
- Give me an example of a time when you successfully guided a team through a period of change or uncertainty.
- How do you handle diverse team dynamics and differences in opinions?
- How do you handle high-pressure or stressful situations?
- How do you handle negative feedback?
- How would you rate your presentation and communication skills?
- Tell me about a difficult decision you've made in the last year.
- What is your favorite thing about [school]?
- Why do you want to work in consulting?

Odd

- Describe a situation where you had to manage or resolve a conflict between two or more co-workers.
- Describe a time when you were able to use persuasion to successfully convince someone to see things your way.
- Give me an example of a time when something you tried to accomplish and failed.
- Share a situation where you had to analyze a complex problem, break it down into its components, and provide a structured solution.
- Tell me about a time when you mentored or coached a colleague or team member.
- What are your career goals?
- What is your favorite thing about working on a team?
- What is your most significant achievement to date?
- What motivates you to solve complex problems?
- What was your thesis or major research project about?

Coaching Interview Session

Even

- Describe a situation where you had to inspire and motivate a team to overcome a significant challenge.
- Describe a time when you had to make a critical decision under significant time constraints.
- Describe a time when you were faced with a stressful situation that demonstrated your coping skills.
- Give me an example of a situation where you had to meet a strict, challenging deadline.
- Give me an example of a time when you showed initiative and took the lead.
- How did your education prepare you for a career in consulting?
- What interests you about our company specifically (McKinsey, BCG, Bain)?
- What is your favorite thing to do on the weekends?
- What is your leadership style?
- What sets you apart in terms of your skills and experiences?

Odd

- Give me an example of a situation where you demonstrated effective leadership skills in a challenging environment.
- How do you manage conflict within a team?
- Share an example of a time when you had to adapt quickly to changes in a project or work environment.
- Tell me about a time when you had to come up with a creative solution to a problem with limited resources.
- Tell me about a time when you missed an obvious solution to a problem.
- What is your approach to making important decisions?
- What is your favorite thing about solving problems?
- What is your typical way of dealing with conflict? Give me an example.
- What notable projects have you been involved in during your career?
- Why are you a good fit for this role?

KEY CONCEPTS

			Below	Borderline		Above
Concepts	Topic	Description	1	2	3	4
Problem Solving	Focused	Can address problems in a focused and effective manner?				
	Structured	Has the ability to approach problems in a structured manner?				
	Pragmatic	Is she efficient and practical with her approach? 80/20				
	Math	Did she demonstrated the ability and confort to manage math?				
	Proactive	Does she show initiative? And the ability to drive?				
	Resilient	How does she act under preassure?				
	Creative	Does she have the ability to offer "out-of-the-box" solutions?				
Inter-personal	Coachable	Is able to improve and learn? How does she react to feedback?				
	Professional	Can we put her in front of clients? How does she react?				
	Team builder	Will she contribute to the team? Airport test				
	Commitment	Does she have the willigness to push forward?				
	Communication	Is she able to deliver messages in a clear and effective manner?				
	Leadershiop	Does she have the ability to guide and manage?				
	Engaged	What is her motivation for the job? Is she interested?				

TYPICAL MISTAKES

Mistake	Alarm
Being a robot answering fit questions	
Don't stop talking in the fit questions	
Losing the structure during the case	
Give me all the data	
Losing the story of the case	
Math mistakes	
Doesn't listen during the case	
Don't share their mental process	
Poor closure	
Don't listen during the Q&A	

ADDITIONAL RESOURCES

You've taken a solid step in your preparation, but cracking consulting takes more than one piece. Keep building with the rest of the NextEp MBB method: books and workbooks designed for every stage of the process, from the application and tests to the case and fit interviews:

CRACK THE INTERVIEW PROCESS

The most complete guide to understanding and preparing for the entire consulting recruitment process, from your first click on “Apply” to the final interview.

Before practicing cases or training your mental math, you need to understand how the process truly works. This book gives you a clear, structured overview of every stage: application, CV, cover letter, screening tests, interviews, and career path.

Here, you won’t just learn what to do. You’ll understand why each stage exists, what firms are really evaluating, and how to maximize your chances at every filter.

What will you find inside?

- A step-by-step guide to the full consulting application process.
- Key principles to build an output-driven CV and a distinctive Cover Letter.
- What to expect from quantitative screening tests, case interviews, and fit interviews.
- A structured overview of major firms: MBB, Tier 2, Big 4, and boutiques.
- A clear explanation of the consulting career path and exit opportunities.



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CRACK THE TEST WORKBOOK

Crack The Test is the most practical way to prepare for the GMAT-style tests firms use to screen candidates before the interviews.

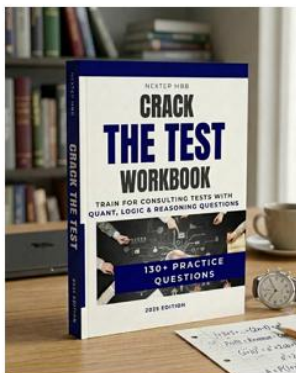
Most firms use numerical, logical or critical-reasoning tests to screen candidates in the early stages. They're easy to underestimate, but you can't reach the interview without passing them first.

This book helps you practice exactly what you need: multiple-choice problems, very similar to the real ones, with clear explanations and tips to gain speed and accuracy.

It is designed to help you train efficiently, understand the most common mistakes, and arrive prepared for the test day.

What will you find inside?

- 12 business case-style questions focused on charts, data interpretation, and logical business insights.
- 30 data insights questions covering percent changes, proportional logic, growth rates, and data analysis.
- 20 critical reasoning questions to strengthen multi-source reasoning, logical synthesis skills, and data evaluation.
- 90 GMAT-style quant questions, including data sufficiency, algebra, combinatorics, percentages, divisibility, and geometry.



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CRACK THE FRAMEWORKS

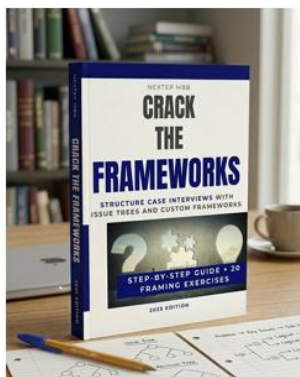
Crack The Frameworks is the most practical guide to mastering the most decisive moment of the case interview: the opening.

The first minutes of a case are when interviewers decide whether you can think clearly, generate a solid hypothesis, and build a structured plan to solve the problem.

This book teaches you how to structure your thinking from scratch using issue trees and custom frameworks. Whether you're just starting or already practicing live cases, this workbook helps you improve clarity, logic, and confidence when opening any case.

What will you find inside?

- A clear step-by-step guide to generate hypotheses and build effective issue trees and frameworks.
- Key frameworks adapted to different types of business problems.
- Visual breakdowns of core frameworks like Profitability, Market Overview, Investment Evaluation, and Pricing.
- 20 framing exercises to test the case opening and sharpen your structuring skills.
- Analysis and breakdown of 15 industries, including their value drivers and typical cost structures.
- Examples from real interviews and directional solutions.



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CRACK THE CASE INTERVIEW

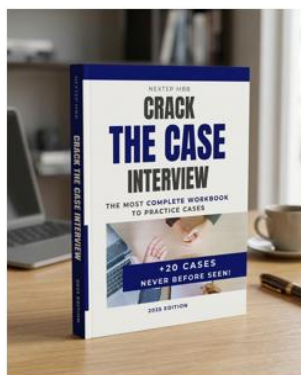
Crack The Case is the most complete workbook to prepare and practice full consulting case interviews.

Case interviews are demanding, and the only way to master them is by practicing. That's why we've created this workbook with 20 original cases that will allow you to train in depth, both on your own and with other candidates.

Each case is designed to help you better structure your ideas, gain fluency in framing, and advance safely in the analyses. Whether you're just starting or want to fine-tune the last details before your interviews, here you'll find exercises that realistically simulate what you'll encounter in the process.

What will you find inside?

- 20 original case studies based on realistic, high-impact business situations.
- A clear prompt and context for each case to simulate interviews.
- A dedicated interviewer guide to structure mock sessions or solo drills.
- Graphs and exhibits to analyze data and support your answers.
- Insights and tips after each key step to help you learn from top-performing candidates.
- A complete solution for every case, with logic and structure to learn and replicate.



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CRACK THE FIT INTERVIEW

Crack The Fit is the definitive guide to preparing for, and nailing, the personal (fit) questions in consulting interviews, with confidence.

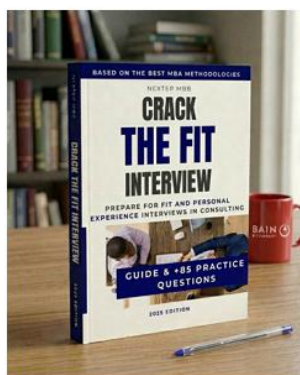
Fit interviews aren't just about "breaking the ice": they're a central part of the process. This is where interviewers value your ability to communicate, your experience, and your alignment with the role of a consultant.

This book provides a structured approach, high-level examples, and practical tips for crafting your answers without sounding rehearsed. It is designed to allow you to work on your personal story from scratch or refine the answers you already have.

Whether you're faced with questions about your journey, your motivations, or your accomplishments, this book will help you answer with confidence, authenticity, and focus.

What will you find inside?

- 85 essential behavioral questions covering both personal and skill-based experiences.
- The 8 most common categories of questions interviewers ask.
- The 14 skill areas consulting firms evaluate, with 50+ questions.
- A clear framework for how to structure any interview story.
- 7 story-building templates to write, edit, and refine your stories.
- A summary of the core traits interviewers assess.



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CRACK THE MATH

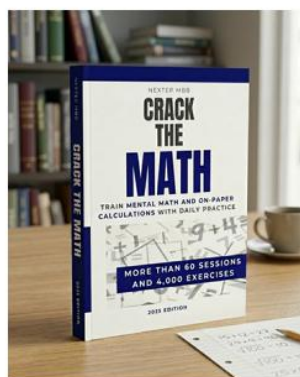
Crack The Math is our most intensive tool to train the speed, accuracy and mental agility that high-pressure case interviews demand.

Whether you're preparing for consulting tests, case interviews, business school assessments, or want to improve your quantitative reflexes, this workbook offers a structured system to sharpen your thinking with time-bound challenges.

It doesn't teach theory. It helps you build real stamina and precision through repetition, benchmarks, and a clear structure you can follow daily.

What will you find inside?

- 60 progressively challenging sessions with 4,000+ exercises in total.
- 56 mental math exercises per session: rapid operations in arithmetic and basic algebra to build speed and accuracy.
- 8 on-paper problems per session: multi-step calculations to practice with pencil and paper.
- Benchmark times (Top vs. Average): measure your progress and push your limits.
- Answer keys every two sessions: review mistakes and reinforce learning.
- Progressive difficulty: every 10 sessions, the challenge increases step by step.



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