

Values

Our people are the heart and our culture is the foundation of our success.
We are grounded by our values in every client and team interaction.

	Collaboration We commit to working with respect and transparency and recognize we are better together than apart.		Excellence We strive to excel and continually exceed the expectations of our clients and our people, holding each other accountable for our actions and outcomes.		Humility While confident in our abilities, we realize that our current knowledge is but a fraction of what we have yet to learn, discover and create.		Impact We are passionate about making a difference and take initiative to have a lasting impact on the organizations and communities we serve.
	Inclusion We embrace different perspectives and draw on the strength of our diversity.		Integrity We value authenticity and honesty. We do the right thing regardless of the consequences.		Intellectual Curiosity As lifelong learners, we explore and encourage new ideas, and challenge the status quo.	<small>© 2021 Huron Consulting Group Inc. All rights reserved.</small>	

Case Interviewing Overview

The interviewer is assessing whether you can:

- ① **Identify the problem**
- ② **Structure the problem so that it can be solved**
- ③ **Proceed in an analytical and organized fashion**

"The interviewer is not only looking for the correct answer, but also a well-thought-out path to your solution, and whether or not you can defend your thought process."

Types of Case Interviews

Business Operations <i>Scenarios may include solving basic business problems such as how to increase revenue or how to cut costs</i>	Business Strategy <i>Scenarios may include how to compete in the market, how to meet business goals, or how to grow the company</i>
Brainteaser <i>Expect questions that are far fetched. Can you logically and creatively think through the question and arrive at an answer?</i>	Mathematical <i>Typically consists of basic mathematical problems, and may require you to extract data from a word problem or table</i>

Business Operations Examples

- Our client is a retail brokerage. We have seen our customer base in the Northeast region decline over the past 18 months. Why is this happening and what can we do about it?
- New Media is an Internet provider that has had three straight quarters of high profit gains followed by a 50% drop in profits this quarter. What has happened?

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- 1) Start asking questions to probe into the root of the issue

Think about the northeast over 18 months,
any current events that contribute to it?

Changes to the market Compare it with other regions?
Any changes in the market?

- 2) Cyclical factors: maybe it's a seasonal business

Is there a new market entrant?
What had you done differently this quarter?
External factors like covid
Recent Higher charges

Business Strategy Examples

- Should Kraft foods expand and incorporate ice cream into their product mix? If yes, how should they enter this market?
- You are the head of a large corporation. Your company must build a new paper plant. You must decide what country to build the plant. What factors would you consider?
- A big health care company hired you to determine a strategy for improving profitability through growth. The company hopes to reach its goal in three years. What would you advise?

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No right or wrong answers but you should be able to back it

Etc:

Yes yes they should expand into Ice Cream because ice cream is a profitable industry

No do not extend because ice cream is a saturated business

Brain Teaser Examples

- How many checking accounts do you think there are in the United States?
- How many quarters are there in the Mall of America?
- How much does a 747 weigh?
- How many chopsticks are sold in the US each year?

No correct answer, just to see your ability to think through

Break it down

I think there are x amount of stories in malls in America and x amount of changes in each store

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Best Practices

Steps to help navigate a case interview.

Step 1: Clarify	Step 2: Structure	Step 3: Analyze	Step 4: Recommend
<ul style="list-style-type: none">- Ask clarifying questions- Take notes on the background of the case and the client- Paraphrase the main points back to the interviewer	<ul style="list-style-type: none">- Identify the main issue- Brainstorm your thoughts aloud to keep transparency with the interviewer on your thought process- Clearly write out the structure you will follow	<ul style="list-style-type: none">- Determine the relevant data to be used- Formulate a hypothesis- Identify your key takeaways- Be willing to shift your structure as new information is introduced	<ul style="list-style-type: none">- Summarize your findings- Formulate a recommendation- Revisit the problem to be sure your recommendation aligns properly- Be sure defend your stance as it relates to other possible recommendations

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Think aloud so that the interviewer can catch any misunderstanding

Resources

[Hacking the Case Interview: Your Shortcut Guide to Mastering Consulting Interviews by Taylor Warfield](#)



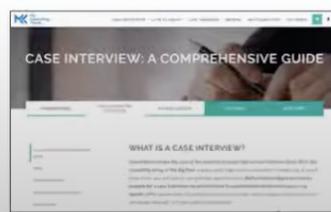
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20 min presentation? With lots of info?