

# IU International University MBA Interview Preparation Guide

## Overview

The IU International interview is a **15-minute online conversation** with an admissions counselor. It's conversational, not interrogative. They want to ensure you understand the program, have realistic goals, and can succeed in online learning.

**Key insight:** This is more about FIT than filtering. They want to admit you if you're a reasonable candidate.

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## Interview Structure (Typical Flow)

### Minutes 1-2: Icebreaker & Introduction

- "Tell me about yourself"
- "How did you hear about IU?"
- "Why are you interested in an MBA?"

### Minutes 3-8: Motivation & Goals Assessment

- "Why now? Why MBA? Why IU?"
- "What are your career goals?"
- "How will you manage online learning with work?"
- "What's your experience with online education?"

### Minutes 9-12: Program Understanding & Logistics

- "Do you understand the program structure?"
- "Are you comfortable with self-paced learning?"
- "What's your planned study schedule?"
- "Any questions about the curriculum?"

### Minutes 13-15: Questions & Wrap-up

- "What questions do you have for us?"
- "When would you like to start?"
- "How will you finance your studies?"

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## Core Questions & Model Answers

### 1. "Tell me about yourself"

**BAD ANSWER:** "I'm from Uganda, I studied Information Systems, and now I work in IT. I want to do an MBA."

**GOOD ANSWER:** "I'm an information systems professional with [X] years of experience in [specific area]. I graduated with a BSc in Information Systems from [University], where I developed strong analytical and technical skills.

Currently, I work at [Company] where I [brief description of role]. What I've learned is that technical skills alone aren't enough for the leadership challenges I'm facing. I'm managing teams, working with stakeholders across departments, and making strategic decisions that require business acumen beyond my technical training.

I'm at a point where formal management education will have the greatest impact on my career trajectory, which is why I'm pursuing an MBA. IU's flexible, online format is perfect because I can continue working while studying, applying what I learn immediately in my role."

**Why this works:** Concise, shows self-awareness, demonstrates clear motivation, connects past-present-future.

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### 2. "Why do you want an MBA? Why now?"

**BAD ANSWER:** "Everyone in my field is getting an MBA, so I feel like I need one too."

**GOOD ANSWER:** "I've reached a ceiling in what self-directed learning can teach me. In my current role, I'm facing challenges that require frameworks I don't have—strategic planning, financial decision-making, organizational leadership.

Specifically, [give 1-2 concrete examples]:

- Recently, I led a [project] where the technical aspects were straightforward, but managing stakeholder expectations and change resistance was difficult. I realized I need structured knowledge in change management and organizational behavior.
- I'm increasingly involved in budget discussions and ROI calculations, but my IS background didn't cover finance deeply. I need that competency to advance.

Why now? I have enough experience to apply MBA concepts immediately, but I'm early enough in my career that the degree will compound over time. Plus, I'm at a stable point professionally where I can commit to rigorous study."

**Why this works:** Specific, demonstrates self-awareness, shows you've thought deeply about this decision, provides concrete evidence.

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### 3. "Why IU International? Why not another program?"

**BAD ANSWER:** "It's affordable and online."

**GOOD ANSWER:** "I evaluated several programs—[mention 1-2 others, e.g., University of Liverpool, local universities]—and IU stood out for three key reasons:

**First, flexibility without compromising quality.** The self-paced model with clear deadlines strikes the right balance. I can accelerate when work is light and slow down during busy periods, but there's enough structure to keep me accountable.

**Second, European accreditation and international perspective.** As someone working in [your context], I value exposure to European business practices and an international cohort. This global lens is increasingly important in my industry.

**Third, practical accessibility.** The monthly start dates mean I can begin immediately without waiting six months for an intake. And the admissions process respects my time—this conversation is efficient and human, not bureaucratic.

Ultimately, IU offers the best combination of quality, flexibility, and accessibility for my situation."

**Why this works:** Shows you did research, compares alternatives, gives specific reasons, compliments their process.

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### 4. "What are your career goals?"

**BAD ANSWER:** "I want to be successful and make more money."

**GOOD ANSWER:** "I have both immediate and long-term goals:

**Short-term (1-3 years):** I want to transition from a primarily technical role to a management position where I lead cross-functional teams. Specifically, I'm aiming for roles like [Project Manager, Product Manager, IT Manager, Business Analyst Lead] where I bridge technology and business strategy.

**Medium-term (3-5 years):** I want to establish myself as a leader in [digital transformation / technology strategy / operations management] within [industry sector, e.g., fintech, logistics, telecommunications]. I see myself as a [Senior Manager, Director] driving innovation and business growth.

**Long-term (5-10 years):** My aspiration is C-suite responsibility—ideally CIO, COO, or CEO of a growth-stage company, whether in Uganda or regionally in East Africa. I'm particularly interested in [specific sector or

mission, e.g., leveraging technology to solve local market challenges, building sustainable businesses in emerging markets].

The MBA will give me the strategic frameworks, business acumen, and credibility to make these transitions possible."

**Why this works:** Specific, realistic, progressive, shows you've thought this through, demonstrates ambition without being unrealistic.

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## 5. "How will you manage work and study? This is rigorous."

**BAD ANSWER:** "I'll figure it out. I'm a hard worker."

**GOOD ANSWER:** "I've thought carefully about this, and I have a concrete plan:

**Time commitment:** I understand the program requires 15-20 hours per week. I've analyzed my schedule and identified specific blocks:

- Weekday mornings: 6-8am before work (2 hours daily = 10 hours/week)
- Weekday evenings: 8-10pm (2 hours, 3-4 times/week = 6-8 hours)
- Weekend mornings: 3-4 hours on Saturday

**Work support:** I've discussed this with my manager, and they're supportive. They see the MBA as beneficial to my performance. I'll use some of my coursework—case studies, projects—to address real challenges at work, creating synergy between study and employment.

**Discipline strategies:** I'm setting up:

- Dedicated study space at home
- Calendar blocks for study time (non-negotiable appointments with myself)
- Weekly goals to stay on track
- Accountability check-ins with a study partner if possible

**Experience with self-directed learning:** [If applicable] I've completed [online courses, certifications, etc.] successfully, so I know I can manage the discipline required for online education.

I'm realistic—this will be challenging, especially during busy periods at work. But I'm committed, and I have a support system in place."

**Why this works:** Detailed, realistic, shows planning, demonstrates commitment, acknowledges challenges without being naive.

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## 6. "Do you have any experience with online learning?"

**If YES:** "Yes, I've completed [specific courses/certifications, e.g., Coursera specializations, professional certifications, vendor training]. What I learned is that online education requires discipline and proactive engagement. I succeeded by treating online courses as seriously as in-person ones—setting schedules, taking notes, participating in forums, and reaching out to instructors when needed. I'm confident I can bring that same approach to the MBA program."

**If NO (but be honest):** "I haven't completed a full online degree, but I've taken [shorter courses, webinars, self-study programs] that gave me a taste of self-paced learning. I understand the challenges—staying motivated without physical classrooms, managing time effectively, and engaging with material independently."

I'm confident I can succeed because:

1. I'm highly motivated—this is a significant personal investment
2. I have strong self-discipline from [example from work/life]
3. I'm proactive about seeking help when needed
4. I have a structured plan (as I mentioned earlier)

I also see the benefits of online learning: I can pause and replay lectures, study at my own pace, and apply concepts immediately in my work environment."

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## 7. "This program is in English. Are you comfortable with that?"

**GOOD ANSWER:** "Absolutely. My bachelor's degree was taught entirely in English, so I'm accustomed to academic English in complex subjects. I've also worked in English-language environments for [X] years, including [writing reports, presenting to stakeholders, corresponding with international clients, etc.]."

I'm confident in my reading, writing, and comprehension abilities. [If applicable: I can provide TOEFL/IELTS scores if needed, though I understand my previous English-medium degree may satisfy this requirement.]"

**Bonus if true:** "I actually find that studying in English gives me access to the best global resources and prepares me for international career opportunities."

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## 8. "How will you finance your studies?"

**BAD ANSWER:** "I'm not sure yet, I'll figure it out."

**GOOD ANSWER (if self-funding):** "I'll be self-funding through a combination of personal savings and monthly income. I've budgeted for the €5,330 per semester payment and I'm prepared for the commitment. I see

this as an investment in my future with significant ROI—both in terms of career advancement and earning potential."

**GOOD ANSWER (if seeking support):** "I'm planning to self-fund the majority, but I'm also exploring scholarship opportunities. I noticed IU offers academic excellence scholarships, and I'd love to be considered for those based on my [bachelor's performance / professional achievements].

I'm also looking at [employer support, payment plans, etc.]. Regardless, I'm committed to completing the program and I'm treating the tuition as an investment in my career—one that will pay dividends over time."

**Why this works:** Shows you're serious, financially aware, and have thought about this practically.

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## 9. "What specialization are you interested in?"

**Good approach:** Research IU's MBA specializations beforehand (common ones include: Finance, Marketing, Digital Business, Leadership, Entrepreneurship). Then:

"I'm most interested in [specific specialization] because [reason tied to career goals].

For example, if I choose **Leadership & Management**, it's because I'm transitioning from a technical role to people management, and I need frameworks for team leadership, organizational behavior, and change management.

Alternatively, **Digital Business or Innovation Management** appeals to me because it combines my IT background with business strategy—perfect for driving digital transformation initiatives.

I'm open to exploring during the first semester and making a final decision once I've taken core courses and understand my interests better. What would you recommend based on my background?"

**Why this works:** Shows you've researched, ties to your goals, but remains open and asks for their input.

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## 10. "What questions do you have for us?"





**CRITICAL:** Always have 2-3 thoughtful questions prepared. Never say "No, you've covered everything."

### **GREAT QUESTIONS TO ASK:**

1. **"What do successful students in this program have in common? What separates those who excel from those who struggle?"**
  - Shows you want to succeed, opens up insights
2. **"How accessible are faculty members if I need support? What's the typical response time?"**
  - Shows you're serious about learning, practical concern







3. **"Are there networking opportunities with other students? How does the cohort model work for online students?"**
  - Shows you value community, thinking beyond just content
4. **"What career support services are available? Are there alumni networks I can tap into?"**
  - Shows you're thinking about outcomes
5. **"Can I speak with a current student or recent graduate to hear about their experience?"**
  - Shows due diligence, genuine interest
6. **"If I wanted to start in [specific month], what's the timeline for document submission and enrollment?"**
  - Shows urgency, readiness to commit
7. **"Are there opportunities for in-person experiences—intensive weeks, graduation ceremonies, networking events?"**
  - Shows you value the full experience

#### **AVOID THESE QUESTIONS:**


-  "Can I finish faster than 18 months?" (sounds like you want to rush)
  -  "Is this degree recognized in [country]?" (should research before interview)
  -  "What's the pass rate?" (sounds like you're worried about failing)
  -  Questions clearly answered on website
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### **Body Language & Presence (It's Online, But Still Matters!)**

#### **Technical Setup:**

-  Test your internet connection beforehand
-  Use a laptop/desktop (not phone) if possible
-  Choose a quiet, well-lit location
-  Clean, professional background (or use virtual background)
-  Camera at eye level (not looking down or up)
-  Headphones with mic for clear audio

#### **Visual Presence:**

-  Dress smart-casual (collared shirt minimum, business casual ideal)

- ☒ Make eye contact with camera, not your own image
- ☒ Smile—warmth goes a long way
- ☒ Sit up straight, project energy
- ☒ Have notepad visible (shows preparation)

### Vocal Delivery:

- ☒ Speak clearly and at moderate pace
  - ☒ Project enthusiasm (online can flatten energy)
  - ☒ Pause before answering—shows thoughtfulness
  - ☒ Vary your tone—avoid monotone
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### Red Flags to Avoid

☒ **Seeming unprepared** ("Um, I'm not sure why I want an MBA") 
 ☒ **Being vague** ("I just want to be successful") 
 ☒ **Badmouthing current employer** ("My boss doesn't appreciate me") 
 ☒ **Overconfidence** ("This will be easy for me") 
 ☒ **Financial uncertainty** ("I'll figure out how to pay later") 
 ☒ **Lack of time management plan** ("I'll find time somehow") 
 ☒ **Not knowing basic program details** ("What specializations do you offer?") 
 ☒ **Being late or having tech issues you didn't test**

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### Green Flags to Demonstrate

☒ **Clear motivation** (specific reasons for MBA) 
 ☒ **Career progression** (articulate goals) 
 ☒ **Research & preparation** (know IU's strengths) 
 ☒ **Realistic self-assessment** (acknowledge challenges) 
 ☒ **Concrete plans** (study schedule, financing) 
 ☒ **Professional maturity** (how you've grown) 
 ☒ **Global mindset** (interested in international perspectives) 
 ☒ **Enthusiasm** (genuine excitement about the program)

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### Sample 2-Minute "Tell Me About Yourself" Script

*Practice this until it feels natural, not rehearsed:*

"Thank you for meeting with me. I'm [Name], and I've been working in [field/industry] for [X] years since completing my BSc in Information Systems at [University].

Currently, I'm a [role] at [Company], where I [brief description of responsibilities—1 sentence]. What I love about my work is [specific aspect], but I've increasingly found myself facing challenges that go beyond



technical problem-solving—things like managing cross-functional teams, aligning technology investments with business strategy, and navigating organizational politics.

That's what brought me to pursue an MBA. I've reached a point where self-taught knowledge isn't enough. I need structured frameworks in finance, strategy, organizational behavior—the building blocks of effective leadership.

I chose IU International specifically because of the flexibility to study while working, the European accreditation, and the international perspective. My goal is to transition from a primarily technical role into a management position where I can drive both technological innovation and business growth—initially as a [short-term goal], and ultimately as a [long-term aspiration] in [industry/sector].

I'm excited about this next chapter, and I appreciate the opportunity to discuss how the IU MBA can help me get there."

**[Time: ~90 seconds]**

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## **Post-Interview Actions**

### **Immediately After:**

1. Send a brief thank-you email within 24 hours:

*Subject: Thank you - MBA Interview [Your Name]*

"Dear [Interviewer's Name],

Thank you for taking the time to speak with me today about the IU International MBA program. Our conversation reinforced my enthusiasm for joining the program.

I was particularly encouraged by [specific thing they mentioned—e.g., "the support structure for online students" or "the practical focus of the curriculum"].

I'm excited about the possibility of starting in [month] and contributing to the IU community. Please let me know if you need any additional information from me.

Looking forward to hearing from you.

Best regards,

[Your Name]"

2. Note any follow-up items they mentioned
3. Prepare any additional documents they requested
4. Continue with other applications (don't wait for their decision)

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## Final Confidence Boosters

### Remember:

- They WANT to admit you (more students = better for them)
- You have a strong profile (BSc in IS, work experience)
- This is a conversation, not an interrogation
- Being nervous is normal—they understand
- Your genuine motivation matters more than perfect answers
- There's no "trick question"—just be yourself

### You've got this!

The fact that you're preparing this thoroughly already puts you ahead of most candidates. Trust your preparation, be authentic, and let your genuine passion for growth come through.

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## Quick Reference Cheat Sheet

### Print this and have it nearby during your interview:

- ✓ Why MBA? → [Your specific reason]
- ✓ Why now? → [Career stage + concrete examples]
- ✓ Why IU? → Flexibility + European accreditation + international
- ✓ Career goals? → Short: [/ **Medium:** /] Long: [\_\_\_\_]
- ✓ How manage time? → [Your specific plan with hours]
- ✓ Online learning? → [Your experience or readiness plan]
- ✓ Questions for them? → [Your 3 prepared questions]
- ✓ Start date? → [Month you're targeting]
- ✓ Financing? → [Your plan]

Good luck! 🎓