**Networking Questions**

Start off with short banter about work life etc….

* Can transition by saying “yah anyway really appreciate you taking the time to chat with me. Have a few questions about your experience and the firm would love to talk with you about.
  + They’ll say yah sure etc…
* Then can go
  + If it's alright with you I think it'd be helpful to introduce myself and then I'd love to hear about your background as well and then would love to ask you some questions.
* Use their background as an opportunity to lead into your next question. Typically godo to start off with some personal questions about their past experiences.
  + “Oh you mentioned you did xyz in the past” … or “Yah actually one of the first questions I had relates to what you said about xyz”

**General Questions for Banking**

1. Why did you join xyz firm?
2. Why did you decide to join a BB vs EB (or vice versa)?
3. Do you have any advice for me that you think is important to know as I go through the recruiting process?
4. What made you interested in joining the \_\_\_\_ group?
   1. What was the learning curve like when you entered the group in terms of the new topics you had to learn?
      1. Has that changed at all as you’ve spent more time on the job?
   2. Did you know you wanted to do a (product/coverage) or were you ever considering a (product/coverage)?
5. What does staffing look like within the group? What’s the process and do you have much say in the types of deals you work on?
6. I know a lot of people ask this, but on a weekly/holistic basis what are your general roles on a deal and how does it work across different groups and among analysts/associates/VPs
7. How does your time breakdown among modeling, industry research, and other types of work?
8. How have you seen the type of deals you’ve worked on change in the current environment?
9. Do you have a favorite deal you’ve worked on?
10. What is the culture like within the group in terms of how people handle work and social aspects as well? Do you think this varies heavily among different groups?
    1. What is it like specifically for more junior members?
    2. What are junior members relationships like with more senior people in the group?
    3. What is mentorship like, is the job pretty guided or is it more learn as you go?
    4. Have you been able to still do hobbies you did in college?
11. What does your client interaction look like, and how does that vary at different levels in the group?
12. What do deal teams look like in terms of responsibility breakdown, how many analysts are staffed on deals?

**Examples of Personal Questions You Can Ask based on Background**

1. What made you want to switch into IB from consulting?
2. **Given your STEM background why did you decide to pursue a career in Investment Banking**
3. What do you think made you stand out when you lateraled?

**Industry Specific Questions You can Ask depending on the banker**

**M&C**

1. Since Media and Communications is a coverage group, what is the groups relationship with product groups in terms of how work is split?
2. From what I’ve learned about the group, M&C covers an extremely broad set of subverticles, what has your experience been with the type of companies you look at? Have you been mainly broad across sub verticles or have you focused on specific types of companies you find more interesting?
   1. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?
3. What has your experience been in terms of the type of deals you’ve been on since M&C is a coverage group? Has it been focused more on M&A, capital raising, or any other type of work?
   1. Have you focused on specific types of deals you find more interesting?
   2. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?

**M&A**

1. Since M&A is a product group, what is the groups relationship with industry group in terms of how work is split?
   1. Who handles more of the qualitative vs quantitative aspects?
2. I know M&A is generalist across industry, so what has your experience been in terms of the companies that you cover? Has it been completely generalist, or have you focused at all on specific industries you find more interesting?
   1. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?
   2. Favorite deal in that vertical?

**Technology**

1. Since Technology is a coverage group, what is the groups relationship with product groups in terms of how work is split?
2. Since technology has a lot of subverticles—like SaaS, Semis, Internet, and others—what has your experience been with the type of companies you look at? Have you been mainly broad across sub verticles or have you focused on specific types of companies you find more interesting?
3. Do you think working in technology banking in New York has influenced the type of technology companies that you see in terms of their product focus?
4. What has your experience been in terms of the type of deals you’ve been on since technology is a coverage group? Has it been focused more on M&A, capital raising, or any other type of work?
   1. Have you focused on specific types of deals you find more interesting?
   2. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?

**CRG**

1. Since Consumer Retail is a coverage group, what is the groups relationship with product groups in terms of how work is split?
2. Since Consumer Retail covers a broad set of verticles, what has your focus been like in terms of the companies you look at?
   1. Have you focused on specific types of deals you find more interesting?
   2. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?
3. Since a lot of CRG companies have switched to ecommerce models as well, does Consumer Retail cover ecommerce specific companies or are involved in hybrid companies on that end?
4. What has your experience been in terms of the type of deals you’ve been on since Consumer Retail is a coverage group? Has it been focused more on M&A, capital raising, or any other type of work?
   1. Have you focused on specific types of deals you find more interesting?
   2. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?

**FSG**

1. Since FSG is a product group, what is the groups relationship with industry group in terms of how work is split?
   1. Who handles more of the qualitative vs quantitative aspects?
2. I know FSG is generalist across industry, so what has your experience been in terms of the companies that you cover? Has it been completely generalist, or have you focused at all on specific industries you find more interesting?
   1. **Follow Up:** Has this changed at all as you or does this change at all as you’ve become more experienced or senior in the group?
   2. Favorite deal in that vertical?
3. From what I’ve learned, FSG responsibilities vary pretty heavily among banks, so at MS what does the work focus look like? Is it focused on LBOs, working with Portfolio companies, and how much modeling is involved at the analyst level?