Economics at Amazon

Leadership Principles : Your greatest success in answering the behavioral questions will come from correlating the leadership principles to examples from your work experience. Your examples should highlight the actions **you** took in these situations, rather than the actions your team or group took. Using "I" statements rather than "we" statements is the best way to think about this (e.g., "The research that I did led to the decision in implementing this process throughout the company.") A statement like this shows ownership. Be prepared for your interviewer to ask follow-up questions that will dive deeper into your examples. The more interesting and compelling your answers are, the more data points that the interviewer will be able to gather, as well as a clear understanding of your ability to implement your skills in Amazon's work environment. Be prepared to share multiple strong examples of your professional experience demonstrating each leadership principle.

Technical Interview: The technical component of the interview will be focused around a business case study question. The business case study will be modeled off of a previous problem that our economists have solved. The technical evaluation is assessed by way of *technical depth* and *technical breadth* – **Depth:** Diving deeper into the specifics of the model that you use to solve the business related case study question (e.g., inquiring about the different assumptions of the model and what considerations should be accounted for). **Breadth:** Think of breadth as a toolbox of different econometric methods/approaches specific to your skill set. Breadth shows your ability to appropriately apply other models when answering a problem. You don't necessarily need to have expertise in every model specific to your skill set, but going back and brushing up on various models is certainly helpful (i.e., knowing the different assumptions of other models and having an understanding of how and when to apply such models.)

Keep in mind that when choosing an approach in solving the business case study question that some models will be more appropriate than others (e.g., a diff in diff model requires there to be a certain time series of data, rather than a snapshot at one period in time. If you don't have that series of data, a diff in diff model would be inappropriate to use.)

Other helpful tips: When asked the technical question, be sure to take your time before answering. The technical questions tend to be ambiguous; so thoughtfully considering the question that you have been presented with, and asking follow-up questions will help to provide a clear understanding of the question. When you are answering the case study question, it is helpful to follow this format presenting a clear thought out answer:

1. What type of data should you use?
2. What kind of model should you apply?
3. How should you set up the econometrics? and
4. How should you interpret it?

(data, model, econometrics, interpretation).