



NET IMPACT BERKELEY – INTERVIEW FAQs & TIPS

Q: What if I'm not a business major and have never done a case interview before?

A: Don't worry - most of us didn't know about case interviews when we applied! Our cases DON'T test business jargon (all you *really* need to know is profit = revenue - cost), but instead evaluate your ability to solve problems and think on your feet. Just think of a case interview as a question/challenge being faced by a company, where you work collaboratively with your interviewer and with any available information to help solve the given problem! Common case examples include: factors to consider when entering a new market, increasing profitability and sales, growing customers and market share, creating a new product/service etc.

Q: What can I expect for Net Impact's First Round Interview?

A: Our first round interviews are about 30 minutes long, with 5-10 minute behavioral/fit questions followed by 10-15 minutes of a short consulting style case. For the behavioral/fit component, expect to get specific questions about experiences on your resume. The case itself will be relatively short and straightforward with qualitative components as well as a quantitative/math question, but no market sizing.

Q: What can I expect for Net Impact's Second Round Interview?

A: Our second round interviews are around an hour long, consisting of a 25-30 minute case interview followed by 20-25 minute behavioral interview. The case will consist of multiple parts to test different aspects of your qualitative and quantitative problem-solving ability. Second round cases may include basic market sizing, pulling insights from charts, calculations and quantitative/math questions, risks and next steps. The behavioral component for the second round will focus on how you connect with our values and community, and will also be your chance to ask us questions about NIB.

Q: How can I succeed in Net Impact's interview process?

A: Here are some tips to help you stand out in our interview process:

- Be **structured**. Take a second to pause, organize your ideas and thoughts, and explain them clearly.
- **Contextualize** your answers to the key question/objective. In other words, DON'T memorize and reproduce standard frameworks (e.g. 4Ps, 3Cs); instead, really think about the question at hand and give specific answers and examples.
- Take **clear notes**. Circle, box or highlight important information, especially the key objectives and any numbers.
- Be **comfortable with numbers**. You don't have to be a mathematical genius, you just need to be able to perform some simple arithmetic and show that you



can think logically about how different quantities or units might be related. Don't rush, take your time, and the calculations will be easy!

- **Communicate clearly.** Whether you're reading through a chart or working through a calculation, walk the interviewer through your thoughts as you go and make the case a conversation with the interviewer. If you get stuck, don't panic; take some time to gather your thoughts, ask the interviewer for help on specific areas where you're struggling, and do your best to give a reasonable answer.
- Be **enthusiastic!** Seriously – your interview doesn't have to be perfect, and don't worry about small mistakes. Try to have some fun thinking about the problem in front of you and it'll show.

Q: How can I best prepare for the interviews?

- For behavioral/fit questions, be prepared to discuss different experiences on your resume and think critically about how they've shaped who you are. **Be yourself!** This is your opportunity to tell us more about who you are, and we genuinely want to get to know you.
- For the case interview, try to practice with a friend. There's no substitute to real time, one-on-one practice and feedback.
- Go through our Case Workshop Presentation
- Go through our past first round case

Here are three online resources for additional practice:

1. Introduction to Case Interviews:
<https://www.youtube.com/watch?v=6R5bT4cJh0A&feature=youtu.be>
2. Case Interview Tips:
<https://www.youtube.com/watch?v=A9fw6R4GcDQ&feature=youtu.be>
3. How to Approach Market Sizing:
<https://www.youtube.com/watch?v=v5eKAmZuQzs&feature=youtu.be>