

- ## Interview Structure and Time Management
- **Time Allocation:**
 - Meta interviews typically last 45 minutes, Google interviews about 50 minutes
 - Allocate 5 minutes for introduction, 35–40 minutes for core content, 5 minutes for your questions
 - Your speaking time should ideally be 80–90% of the total interview
 - Keep a visible timer to track your progress
- **Core Framework** (35-min structure):
 1. **Product Motivation** (<5 min) – Why the product exists
 2. **Target Audience** (<10 min) – Who it's for, including segmentation
 3. **Problem Identification** (<10 min) – Problems for the chosen segment and prioritization
 4. **Solution Development** (<10 min) – Creative solutions to the prioritized problem

- ## Understanding the Interview Game
- **Recognize the structured nature:** This is not a casual conversation but a specific game with clear rules
- **Understand interviewer context:**
 - Interviewers are often busy PMs doing interviews as part of their "contribution" requirements
 - Most interviewers have demanding day jobs and are trying to complete interviews efficiently
 - Interviews are typically scheduled by recruiting coordinators, not chosen by the interviewer
 - Interviewers don't know how senior candidates are – they don't know if you're interviewing for an RPM program, director role, or VP role
 - The rubric is generally the same across seniority levels (except for additional interviews at Level 7/Director and above)
 - **Make it easy for them:** Interviewers want to collect specific signals efficiently; help them do their job well
 - **Signal collection:** The interviewer needs to check boxes on a rubric – make these signals clear and easy to identify
 - **Frequent interruptions may mean:**
 - You're off track
 - They're trying to get specific signals from you that you're not providing

- ## General Interview Strategy

2. Connect to the company's mission and strategic objectives
3. Explain why this is meaningful in the world
4. Define a placeholder mission statement (you'll refer to it later when making decisions)
5. **Avoid assuming knowledge**: Explain concepts from first principles, even if they seem obvious
6. **Build a foundation for your mission statement**: The quality of your mission statement directly flows from your "why it matters" rationale
7. **Create a mission that enables evaluation**: Your mission statement will serve as a reference point for evaluating segments and solutions
8. **Connect on a deeper human level**: Higher scores (4-5) often come from connecting to deeper human needs, not just business rationale or ecosystem gaps

Target Audience (<10 min)

1. Identify key ecosystem players with incentives in the game
 - **Always include this step**: Even if you plan to focus on end users
 - Skipping ecosystem analysis signals potential lack of systems thinking
 - Mention as many players as you can think of (cheap to do and signals broad thinking)
 - Consider mentioning the company itself, advertisers, developers, etc.
2. Divide selected ecosystem group into motivation-based subgroups
3. Define segments based on behaviors, usage patterns, etc.
4. Prioritize segments using two dimensions:
 - Reach (segment size)
 - Underserved degree (relative to mission)
5. Create a concrete persona for your chosen segment
 - This bridges the gap between abstract segments and specific problems
 - A persona makes problem identification more intuitive and grounded
 - Vividly picture this persona in their environment – what city they live in, their daily routine, etc.
6. **Test mutual exclusivity**: Ask yourself if anyone from one segment could be the same person as someone from another
7. **Use product archetypes**:
 - There are only 4-6 archetypes for most products (e.g., two-sided marketplaces, social feeds, messaging apps)

- Understanding one marketplace (like Uber) helps you understand similar ones (like Airbnb)
 - Look for supply side vs. demand side dynamics in all products
8. **Adapt for existing vs. new products:**
- For new products, motivational groupings are more useful to chip away ambiguity
 - For existing products, consider skipping motivational groupings and go directly to segmentation heuristics, treating people's goals as one of the heuristics

Problem Identification (<10 min)

1. Outline key steps in the user journey
 - Create a mental visualization of your persona using the product in context
 - Tell yourself a story about how the product fits into this person's life
 - Think about the "bookends" of the experience – where does it start and end for the user?
 - **Use concrete user journeys:** Anchor to "day in the life" or "week in the life" of the user rather than generic pre/during/post session journeys
 - Generic user journeys that could apply to any segment might result in a "3" score but won't get you a "5"
2. Identify problems (not needs) at different stages of the journey
 - Remember:
 - **Needs** are desires ("I need beautiful flowers")
 - **Problems** are pain points ("It's challenging to find flowers that thrive in my lighting")
 - **Problems are not properties of a person but experiences in context** with specific emotional impacts
 - Problems occur at specific moments in a user's journey
 - Problems prevent users from achieving the mission stated at the start
 - **Frame problems properly:** Describe the specific challenge, not just a goal or desire
 - Explain why the problem exists and what makes it difficult to solve
3. Prioritize problems using two dimensions:
 - Severity (impact when problem occurs)
 - Frequency (how often problem happens)

Solution Development (<10 min)

1. Brainstorm different ways to solve the prioritized problem
 - **Aim for diversity**: Generate truly different approaches, not variations on the same idea
 - Creative solutions signal breadth of thinking, not just depth
2. Prioritize solutions using two dimensions:
 - Impact (how well it solves the problem)
 - Effort (feasibility to implement)
3. Describe MVP in clear but not overly granular language
 - **Verbal descriptions are sufficient**: No need for wireframes or visual designs
 - Focus on how features would be implemented within existing infrastructure
 - Explain how users would discover and interact with your solution
4. Identify key risks with the solution and briefly outline mitigations
5. **Connect back to mission**: Explicitly tie your solution back to your mission statement to create a complete narrative arc
6. **For Google**: Include one obvious solution, one innovative solution, and a third option, rather than focusing on "moonshot" ideas
7. **For existing products**: Anchor to what already exists
 - Ask clarifying questions about current capabilities to avoid suggesting solutions that already exist
 - Consider making an assumption that states you're not familiar with all existing features and confirm the interviewer is comfortable with you potentially suggesting solutions that might already exist

Understanding the Interview Dynamics

Rubric Understanding

- Interviewers score candidates separately on each dimension of the product sense framework
- You need to achieve at least a passing score on all dimensions to pass the interview
- Poor performance in one area (like solutions) can't be compensated by excellent performance in other areas
- The expectation is basic passing scores across all sections within the time box
- For Google, a solid "B" answer passes - don't obsess over "moonshot" solutions

- A score of "3" out of "5" on each dimension is generally considered passing

Interpreting Interviewer Intervention

- "Nudging" is the term for interviewer interventions when they need additional signals
- Any question during the interview is likely a nudge if you're following the framework
- How to respond to nudges: pause, reconsider your approach, and either clarify your rationale or pivot
- Understanding "double nudges" – when an interviewer pushes back twice, it's a strong signal to reconsider
- Don't get defensive – treat nudges as opportunities to clarify or reconsider

Maintaining a "Through Line"

- Create a clear logical connection from beginning to end of the interview
- Every decision should connect to previous decisions
- Interviewers need to follow how your mission connects to ecosystem players, to segments, to problems, to solutions
- This creates a coherent story that makes it easy for interviewers to follow your thinking
- If you're getting nudged, it often means the through line isn't clear to the interviewer

"Waypointing" Technique

- Set explicit "waypoints" throughout the interview
- Check in at transition points by confirming understanding before moving forward
- Instead of asking "Where would you like me to go next?", say "I'll now move to discussing [next section]"
- Signal transitions with phrases like: "Now that we've established our target segment, let's explore the problems they face"

Strategic Thinking

- **Think like a chess player**: Each choice constrains your next options
 - Segment choice → constrains problem space
 - Problem choice → constrains solution space
 - Choose paths that maintain optionality
- **Connect to company context**: Align your solutions with the company's mission and strengths

- **Separate Product Sense from Analytical Thinking**: Keep metrics discussions for Analytical Thinking interviews
- **Have at least one high-scoring option**: Aim to have at least one option with a high score in each category to demonstrate genuine excitement
- **Pragmatic innovation is valued**: Interviewers appreciate solutions that effectively solve problems, even if they're incremental rather than revolutionary

Rule of 3s and 2s

- Present 3 options (segments/problems/solutions)
- Prioritize using 2 dimensions
- This provides breadth while maintaining focus
- If someone feels they need more breadth, they can check with the interviewer during transitions (e.g., "I'm happy to explore more segments if you feel we need to cover more ground")

Communication Strategy

- **Avoid both extremes**: Find balance between one-sentence answers and excessive explanation
- **Explain from first principles**: Don't assume interviewer knowledge of concepts
- **Tie solutions to mission**: Repeatedly connect your choices back to the mission statement
- **Use imagination**: Visualize your segments and solutions clearly in your mind
- **Create a narrative arc**: Ensure your final solution connects back to your initial mission
- **Make it engaging**: While maintaining structure, try to make the conversation engaging
- **Have fun with it**: Approach the interview as a chance to "talk shop" about product thinking

Solo Practice Techniques

- **Mock interview analysis**: Watch mock interviews on platforms like Exponent, pausing after the question to attempt your own response
- **Develop muscle memory**: Practice writing out your approach while watching, then compare to experts
- **Pattern recognition**: After several practice rounds, patterns will emerge in how strong candidates approach problems
- **Product archetypes preparation**: Map out the 4-6 common product archetypes and practice frameworks for each
 - Two-sided marketplaces (e.g., Uber, Airbnb)

- Social media feeds (e.g., Instagram, Facebook)
- Messaging apps
- Fintech payment apps
- **Paper practice**: Write out frameworks for products you might be asked about to identify patterns
- **Create a simple 5-section template**: Rather than complex tools, use a simple divided paper for interview notes
- **Question bank practice**: Pull questions from resources like Lewis Lin's question bank and work through them independently
- **Pair practice**: Find others to exchange mock interviews and feedback
- **Active comparison**: Compare your thinking process to exemplars to identify gaps or different approaches
- **Self-calibration techniques**:
 - If you can confidently complete the template from top to bottom in 30 minutes for any PS question, you're likely ready
 - Practice more with questions you find challenging – don't practice with ones that seem approachable
 - Use AI tools to evaluate your performance on practice exercises
 - Focus practice on parts of the framework you struggle with most, not the ones you're already strong at

Framework Use in Interviews

- Physical printouts of frameworks are acceptable as reference materials
- You can keep frameworks visible (e.g., posted on the wall behind your camera)
- Write on paper rather than typing into templates during the interview
- As you practice, you'll become less dependent on having the framework visible

User Journey Visualization Tips

- If you struggle with user journeys, try to enter a "visual mode" in your thinking
- Picture the persona vividly – where they live, their daily routine
- Imagine when and how they interact with the product throughout their day
- For products like AirPods, think: When do they grab them? When do they put them in?
- For content like Instagram Reels, think: When do they open

the app? In what contexts?

- Limit the scope to one session or chapter to manage time effectively
- Consider "bookends" – what happens right before and after using the product
- Anchor to "day in the life" or "week in the life" rather than generic pre/during/post session journeys

Common Pitfalls to Avoid

- Confusing needs with problems
- Shallow segmentation
- Thinking too tactically vs. strategically
- Jumping to solutions before fully defining the problem
- Contradicting yourself or your mission statement
- Not tying your solution back to the identified problem
- Introducing metrics discussions (save for Analytical Thinking interviews)
- Failing to state assumptions upfront
- Skipping ecosystem player analysis
- Creating segments that aren't meaningfully different
- Prematurely narrowing your solution space with overly specific assumptions
- Losing track of time during the interview
- Making it a "first-person problem" rather than using personas
- Asking "where would you like me to go next?" instead of driving the conversation
- Defensive responses to interviewer nudges
- Spending too much time explaining options you didn't choose
- Using generic user journeys that could apply to any segment (focus on specific day/week in the life)

Google vs. Meta Interview Differences

- Google interviews blend different evaluation dimensions ("hats") while Meta keeps them separate
- Google primary interview types include:
 - Product Insight (similar to Product Sense but more user-focused than business-focused)
 - Strategic Insights (industry trends, competition, technology shifts)
 - Craft and Execution
 - Analytical Thinking
 - Cross-functional Collaboration
 - Googliness and Leadership (similar to Meta's Leadership & Drive)

- For Google Product Insight interviews, focus more on user needs and less on monetization
- Google's interviews may be less predictable and require more improvisational thinking
- The high-level framework and signals sought are essentially the same at both companies

Handling B2B vs B2C Questions

- The core framework applies to both B2B and B2C contexts
- In both cases, focus on the human using the product and the workflow it sits within
- For those with primarily B2B experience approaching consumer questions:
 - Focus on universal elements (user needs, problems, workflows)
 - Remember that consumer products still fit into life "workflows" even if not work-related
 - Use concrete visualization of the user to make the scenario tangible

Understanding Expectations Across Seniority Levels

- The bar for product sense interviews is generally standardized across seniority levels
- Even senior candidates (up to VP level) must demonstrate the same structured approach
- Companies typically add different types of interviews for more senior roles rather than changing product sense criteria
- Focus on mastering the fundamental framework regardless of your seniority level
- Interviewers at companies like Meta don't know how senior candidates are – they don't know if you're interviewing for an RPM program, director role, or VP role

Handling Existing Product Improvement Questions

- When asked to improve an existing product, anchor to what already exists
- Start with rationale/motivation for why the company built that product
- Describe segments of current users, then their journey with the product
- Identify pain points in that journey, then solutions
- Consider asking the interviewer for a rundown of current capabilities early in the conversation
- Alternative approach: Make an assumption that you're not

familiar with all features and may suggest solutions that already exist

- For existing products, consider skipping motivational groupings and go directly to segmentation heuristics

Remember: The interview is like a game of chess – each section sets up the next one. Choose paths with high optionality and be prepared to tie everything together at the end.