



25-MBA-Question (25 MBA-Q) Interview Matrix

Section 1 – Opening		
MBA-Q1.)	Suppose I have not read your application, tell me about you.	Variation: Introduce yourself.
Section 2 – What do you do well? What do you not do well?		
MBA-Q2.)	Give me ONE example of when you solved an analytical problem.	Variation: Give me ONE example when you had to work with people not at your intellectual level. Give me ONE example of when you had an intellectual insight that changed the way your group operated. Give me ONE example of when you bought a book in order to solve a professional problem. Give me ONE example of when you missed an obvious solution to a problem.
MBA-Q3.)	Give me ONE example of when you showed creativity or did something out of curiosity.	Variation: Give me ONE example of when you had to be creative to solve a problem, but was not successful. How do you react when someone in your group shows resistance to some innovative/creative approach in the solution of problems?
MBA-Q4.)	Give me ONE example of when you efficiently executed a plan.	Variation: Give me ONE example of when you faced a challenge. Give me ONE example of when you had to manage your academic or professional responsibilities with a social/community/volunteer activity. Give me ONE example of when you delegated a project effectively. Give me on example when you faced a roadblock in completing a project. Give me ONE example of when you failed to meet a deadline.
MBA-Q5.)	Give me ONE example of when you played a leader's role.	Variation: Give me ONE example of when you saw an opportunity and how you had to involve people to make it happen. Describe your relationship with your boss. (Rephrased: tell me about a project that reveals the way you relate with your boss) How do you define your leadership style? (Rephrased: tell me about a project that reveals your leadership style) How do you define your teamwork style? (Rephrased: tell me about a project that reveals your teamwork style)



		<p>Give me ONE example of when you could have taken the lead but instead contributed more as a team member.</p> <p>Give me ONE example of when a team member was not pulling his/her weight.</p> <p>Give me ONE example of when you stepped outside your expected team role.</p> <p>What would be your ideal work group?</p> <p>Give me ONE example of when, while leading a team, you failed.</p>
MBA-Q6.)	Give me ONE example of when you had to make a decision without having all the information you needed.	<p>Variation:</p> <p>Give me ONE example when, in your personal life, that you had to take a decision without all the information.</p> <p>Give me ONE example of when you had to make a split second decision.</p> <p>Give me ONE example of when you learned something from someone different from you.</p> <p>Give me ONE example when you used your ability to bring a troubled person into a group.</p> <p>Give me ONE example of when you dealt with a very upset customer/client.</p> <p>Give me ONE example of when you got co-workers or other people who dislike each other to work together.</p> <p>Give me ONE example of when you said/done something that shocked a person of a different cultural/political/religious background.</p> <p>Give me ONE example of when you were unable to take action because of the risk involved made you feel insecure.</p>
MBA-Q7.)	Give me ONE example of when you questioned an established practice or a thought within a group/organization.	<p>Variation:</p> <p>Give me ONE example of when you had to conform to a policy with which you did not agree.</p> <p>Give me ONE example of when you were forced to make an unpopular decision.</p> <p>Give me ONE example of when you saw and pursued an opportunity others did not.</p> <p>Give me ONE example of when you took an initiative and how you moved it forward.</p> <p>Give me ONE example of when you overstepped an authority.</p> <p>Give me ONE example of when you should have questioned the status quo, but was unable to do so.</p>
MBA-Q8.)	Give me ONE example of when you persuaded someone or a group of people.	<p>Variation:</p> <p>Give me ONE example of when you sold your supervisor on an idea or concept.</p> <p>Give me ONE example of when you provided/received a negative feedback.</p> <p>How do you motivate people to do what you want them to? (Rephrased: tell me about a project which you had to motivate people to do what you want them to)</p> <p>Give me ONE example of when you tried to persuade someone, but you failed.</p>



MBA-Q9.)	Give me ONE example of when you showed concern about people around you.	Variation: Give me ONE example of when you motivated others. When do you begin to work with people, how do you get to understand them? Tell me about a time a colleague had a contrasting opinion or gave you feedback and how you incorporated that into your approach to a task or project. Give me ONE example of when you were unable to persuade people who were very different from you.
MBA-Q10.)	Give me ONE example of when you faced a setback or a failure.	Variation: Can you list three weaknesses of yours? Tell me something you do well but you don't like to do; tell me something you don't do well but you would like to do. What do your co-workers say is your weakness? What does your direct supervisor say is your weakness?

Section 3 – Where are you? Where do you want to be?

MBA-Q11.)	Walk me through your resume.	Variation: What is your short (long)-term professional goals? Would any other industry make you change plans? There appears to be a gap of X months on your resume. What were you doing during this time? Tell me about an accomplishment of your since you submitted your application. If you could choose a country to work for the next 6 months, which country would you choose? Give me a short description of a recent accomplishment that is not in your essays. What has happened in your life since you submitted your application in O in September? What do you plan to do differently until the beginning of the course next year?
MBA-Q12.)	Why did you choose your undergrad program?	Variation: If you could choose to attend another college/university/program, which would it be?
MBA-Q13.)	Why did you choose your extracurricular activity during college?	Variation: If you could go back in time and engage in other volunteer activities, which ones would you choose?
MBA-Q14.)	Why did you choose your international exchange program?	Variation: What was your main challenge during your international exchange program?



MBA-Q15.)	Why did you choose your internship?	Variation: If you could go back in time and change your internship (or do an internship), what would you choose?
MBA-Q16.)	Why did you choose your full time job upon your graduation?	Variation: How do you explain what you do professionally to your mother? Which industries have you served through consulting projects that you would not like to serve again? What sector/project did you enjoy the most at XXX (consulting)? Mention a company (no obvious answers: Apple/Google) in which you would enjoy working. What do you like most/least about your position?
MBA-Q17.)	Any regret regarding your academic or professional decisions/choices?	Variation: If you were given the opportunity to do something completely different from what you do now, what would you choose?
MBA-Q18.)	Imagine yourself as a member of our B-school X community; tell me 3 activities you would get involved with.	Variation: In your case, what would be the downside of attending an MBA? (Rephrased: Play the devil's advocate role: prove that it is a waste of time to pursue an MBA). Do you have a Plan B if not accepted? Which programs/courses/professors/student groups at XXX will support you in To which schools you are applying? What do you think will be your main challenge at X B-school? What your parents think about you going to an MBA in the US?

Section 4 – Who are You?

MBA-Q19.)	Describe an extra-professional activity in which you have been or are still involved for a significant time.	Variation: Why did you decide to XXX (hobby)? How did you prepare? Describe a typical weekend. Describe an exceptional weekend you had.
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MBA-Q20.)	Suggest me a movie/book for my weekend.	Variation: How do you keep updated with your business? Which <i>podcasts</i> about <i>business</i> do you listen to? What magazines do you read on a weekly basis? Tell me about the last article that you've read that was important/relevant to you. What book would you recommend for a foreigner that plans to visit Brazil?
MBA-Q21.)	Mention someone you admire.	Variation: With what fictional character have you identified yourself? If you could be a superhero (comics, movies), which one would you be?
MBA-Q22.)	What are you most proud of?	Variation: Tell me about how family's value reveals who you are. (Rephrased: tell me a family story) What is your most valuable possession? What is your happiest childhood memory? When was the last time you did something completely out of pleasure? Surprise me. (Rephrased: Give me ONE example when you surprised someone) If you could choose to have one superpower, what would it be? What would like to see written on your grave? 15 years from now, how do you want people to view you? What is a common misperception people have when they first meet you?
MBA-Q23.)	Tell me something about you that you would like to change.	Variation: What is your main regret regarding personal choices/decisions?

Section 5 – Closing

MBA-Q24.)	What is the weakness of your application?	
MBA-Q25.)	Is there any question you would like me to have asked?	Variation: Do you have any questions concerning the process? Have you developed any other interesting project between the time you applied and now? What did you think of the application selection process? Would you suggest any change to it?