



Julian Quintanilla's (AB'11) 60 Common Behavioral Interview Questions

General Behavioral Questions

1. Tell me about yourself / Walk me through your résumé.
2. What is the biggest risk you ever took?
3. Are you comfortable with risk?
4. Tell me about a time when you had to deliver an important goal when working in a team.
5. Tell me about a project that was particularly complex or challenging to you. What made it challenging? How did it conclude?
6. Are you a team player?
7. Describe a time you had to manage competing demands on your time and were not successful. Why did you fail? What would you do differently?
8. Tell me about a time you failed. What did you learn from it? How did you handle it? What would you have done differently?
9. Tell me about a time you were part of a team that didn't work well together or lacked direction.
10. Tell me about a time that you had to resolve a dispute between others. What happened? What would you have done differently?
11. Tell me about a time you had to work with a difficult person.
12. Tell me about a time when you had to work with someone who was different than you.
13. Tell me about a time when you had to use your persuasion skills to influence someone's opinion.
14. Tell me about a time you had to work with one or more people and you helped to coach or motivate them despite initial resistance.
15. Tell me about a diverse and demanding team you worked on.
16. Tell me about a time when you had a specific expertise or knowledge that you needed to share with others and how you did it? What was it? How did you share it?



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17. Tell me about a time when you had to use your persuasion skills to influence someone's opinion.
18. Give me an example of a time when you motivated others.
19. Tell me about a recent crisis you faced and how you solved it



20. Describe a time when you were faced with a stressful situation that demonstrated your coping skills.
21. If I gave you one day to raise \$10,000 for charity, what would you do?
22. What is the most demanding task you have ever undertaken? Why? Did you succeed?
23. Tell me about a time you had to deliver a high quality project in a short time frame.
24. Give me an example of an important goal that you set. Tell about your success in reaching it.
25. Tell me about a time you had to be analytical.
26. Tell me about a time you had to solve a complex problem.
27. What are your negative experiences and how did you overcome them or learn from them?
28. What is your most notable accomplishment?
29. You are sending a very important article (potentially market moving) to editorial. With only 10 minutes before it is released to the market you find a mistake. What do you do?
30. How do you handle mistakes?
31. What are your three greatest strengths?
32. What are your three greatest weaknesses?
33. Do you consider yourself successful?
34. What do co-workers / your friends / teammates say about you?
35. What is your leadership style?
36. Describe yourself in three adjectives.
37. What irritates you about co-workers?
38. What kind of person would you refuse to work with?
39. What do you bring to the table that no one else can? What makes you unique?
40. What motivates you?



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41. What are you passionate about?
42. What do you like to do for fun?
43. What's your favorite movie?
44. Do you have any questions for me?



Academic Questions

45. What was your favorite class and why?
46. Why is your GPA what it is?
47. Why the [insert non-Economics major here] major? How does it apply to a career in this industry?

Industry-Related Questions

48. Of your past experiences, what will help you in this industry?
49. Why this company?
50. What do you do to keep up with the industry?
51. Tell me about an article you read recently.
52. What did the market close at yesterday?
[For finance interviews - You should know what the Dow Jones, S&P 500, and 30-, 10-, and 1-yr US Treasury yields closed at yesterday, if they went up or down, and how much they changed. Also, find out what other key benchmarks are for the division/groups that you're interviewing for and know them.]
53. Are interest rates historically high or low right now? What has their recent trend been?
54. Which direction do you think market is heading in? Why?
55. What do you think are the skills and traits necessary for success in this industry? How do you embody them?
56. Please rate the following according to your comfort level: analytical skills, presentation skills, and client-relation skills. Why did you choose that order?
57. Why are you interested in this industry?
58. What group or sector are you interested in? Why?
59. Imagine I'm a 4-year-old. Explain the concept of [insert economic concept here; e.g. present-value] to me.
60. How do you value a company?