

Management Consulting Job Interview Questions And Answers



Interview Questions Answers

<https://interviewquestionsanswers.org/>

About Interview Questions Answers

Interview Questions Answers . ORG is an interview preparation guide of thousands of Job Interview Questions And Answers, Job Interviews are always stressful even for job seekers who have gone on countless interviews. The best way to reduce the stress is to be prepared for your job interview. Take the time to review the standard interview questions you will most likely be asked. These interview questions and answers on Management Consulting will help you strengthen your technical skills, prepare for the interviews and quickly revise the concepts.

If you find any **question or answer** is incorrect or incomplete then you can **submit your question or answer** directly with out any registration or login at our website. You just need to visit [Management Consulting Interview Questions And Answers](#) to add your answer click on the *Submit Your Answer* links on the website; with each question to post your answer, if you want to ask any question then you will have a link *Submit Your Question*; that's will add your question in Management Consulting category. To ensure quality, each submission is checked by our team, before it becomes live. This [Management Consulting Interview preparation PDF](#) was generated at **Wednesday 29th November, 2023**

You can follow us on FaceBook for latest Jobs, Updates and other interviews material.
www.facebook.com/InterviewQuestionsAnswers.Org

Follow us on Twitter for latest Jobs and interview preparation guides.
<https://twitter.com/InterviewQA>

If you need any further assistance or have queries regarding this document or its material or any of other inquiry, please do not hesitate to contact us.

Best Of Luck.

Interview Questions Answers.ORG Team
<https://InterviewQuestionsAnswers.ORG/>
Support@InterviewQuestionsAnswers.ORG



Management Consulting Interview Questions And Answers Guide.

Question - 1:

Management Consulting interview questions part 12:

Ans:

- * Are we not too small for you?
- * What experience do you have with our business area?
- * What are the backgrounds of your consultants?
- * Are you always successful in the projects you work on?
- * How many of your customers reach their goals?
- * Are you not too good for us?
- * What are your payment terms?
- * How can we integrate this in our existing structure?

[View All Answers](#)

Question - 2:

Management Consulting interview questions part 11:

Ans:

- * How much will you be around?
- * Have you developed the model yourselves?
- * How do you guarantee the results you talk about?
- * What sets you apart from other consultants?
- * Who do you work with within the organisation? - the entire organisation?
- * Is it enough to work with only one area of operation?
- * Shouldn't our managers already know this?

[View All Answers](#)

Question - 3:

Management Consulting interview questions part 10:

Ans:

- * Which firms are you interviewing with? How have you gone?
- * If given an offer, how will you decide whether or not to accept it?
- * What do you think are the differences between your current company and this firm?
- * What do you think you'll add to this firm?

[View All Answers](#)

Question - 4:

Management Consulting interview questions part 9:

Ans:

- * Why do you want to work in consulting? And why this firm?
- * What do you believe a consultant does? What would you consider to be the three most important qualities of a successful consultant?
- * How is our practice different from other consulting firms?
- * If I was to review your performance after six months, what do you think my evaluation of you would be?

[View All Answers](#)

Question - 5:

Management Consulting interview questions part 8:

Ans:

- * What is the most important thing that you have learned in the past year?



- * What has been your biggest setback?
- * What is it that you do?
- * But what is it really that you do?
- * How long does it take?

[View All Answers](#)

Question - 6:

Management Consulting interview questions part 7:

Ans:

- * Give me an example of a time when you had to make a split second decision?
- * What is your typical way of dealing with conflict? Give me an example?
- * Have you ever had to motivated others? Tell me about such an experience?
- * Give me an example of a time when you used your fact-finding skills to solve a problem?
- * Highlight your top achievements/ accomplishments?

[View All Answers](#)

Question - 7:

Management Consulting interview questions part 6:

Ans:

- * Describe a time when you were faced with a stressful situation that demonstrated your coping skills?
- * Give me a specific example of a time when you used good judgment and logic in solving a problem?
- * Tell me about a time when you had to use your speaking and presentation skills to influence a groups opinion?
- * Explain a situation when you had to go above and beyond the call of duty in order to get a job done?
- * Have you ever had too many things to do and you were required to prioritize your tasks?

[View All Answers](#)

Question - 8:

Management Consulting interview questions part 5:

Ans:

- * How would you go about advising a hypothetical client on commercializing a teleportation device that they have invented?
- * Should I open Chick-Fil-A on Sunday?
- * Should I put Wi-Fi on my airline?
- * Our client is thinking of acquiring a company that makes a certain type of medical device; what do they need to consider in making their decision?
- * Our client wants to enter the wine market; how should they go about doing so?

[View All Answers](#)

Question - 9:

Management Consulting interview questions part 4:

Ans:

- * Client X is deciding how best to enter a new market. They have a choice of buying an existing company, or developing the technology in-house. How would you think about advising them to make the best decision?
- * How should a nuclear plant deal with waste products?(Hint: the same person who submitted this question told us that the answer involves heavy analytic calculation about the recycling of plutonium, various storage option with different cost structures, and recommendations taking into account various green initiatives and business risks)?
- * An online brokerage is growing well but can't seem to reach their profitability goals; what could be going on?
- * You're discussing a contemplated divestiture with the CFO of a large corporation. What are some of the points you'd want to make in considering how our firm can potentially assist him or her? What key themes would you want to hit on?
- * Your client is a Fortune 50 aerospace and defense company interested in entering adjacent markets through organic or inorganic expansion. Which markets should she enter and how?

[View All Answers](#)

Question - 10:

Management Consulting interview questions part 3:

Ans:

- * How many airplanes leave from Boston's Logan Airport on Monday?
- * How many light bulbs are there in Manhattan?
- * What is the market size for a cancer diagnostic technology in the U.S.?
- * How many passengers fly through LAX in a calendar year?

[View All Answers](#)

Question - 11:

Management Consulting interview questions part 2:

Ans:

- * Tell me about a project that didn't go well and why and what you would do differently next time?
- * How do you quantify a lead?
- * Can you describe your brand?
- * How have you dealt with low team morale in the past? Provide an example of when you had to give a bad performance review?
- * Describe a project which challenged you. Describe a client relationship which was challenging?



[View All Answers](#)

Question - 12:

Management Consulting interview questions part 1:

Ans:

- * Please describe your most important leadership experience and the impact that you had as a leader?
- * Describe a problem that you would like to tackle at [this firm], why and how would you pursue it?
- * If I were to speak to your colleagues from your most recent internship (or friends in school), what would they say about you? What are the strengths and weaknesses they would share?
- * Describe a situation where you failed. What did you learn about yourself and how did you change as a result?
- * Why our firm instead of your current firm? What do you know about us compared to your firm?

[View All Answers](#)

Question - 13:

What you do when you are in a tough spot, especially with your client?

Ans:

When in a tough spot, especially with your client (FYI client = king in Consulting), do not try to take him head on. Try to compromise, and if that doesn't work, get help from team members and/or your manager who will be more experienced to handle such issues. You may be a great mediator amongst your friends, but never try to resolve a client sensitive issue all on your own!

[View All Answers](#)

Question - 14:

Imagine that you are married. You are a consultant at "some firm". After weeks of hard work, you finally take a day off and plan an anniversary dinner with your spouse. 2 hours before your dinner, your client calls you and tells you that he wants a report by tonight. What are you going to do?

Ans:

In that case, I would ask my team members if they can help me out. If the client's demands are too unreasonable, then I could perhaps talk to my manager to resolve this issue.

[View All Answers](#)

Question - 15:

Tell me of a time when you had a conflict with your boss?

Ans:

- * I was given a lot of work during peak mid term season
- * PhD student had his thesis deadline and had promised to end my life if I did not deliver
- * I told him to give me 3 weeks & I would give him his results
- * He threatened to tell the supervising professor because he thought I was slacking off
- * I decided to talk to him in front of my professor. I agreed to allocate at least an hour everyday towards his research & update him every other day on my progress
- * In return, the grad student agreed to be less overbearing and demanding. He was a lot more helpful once he realized that I am putting in the effort despite my hectic workload.
- * In the end, everything worked out just fine!

[View All Answers](#)

Question - 16:

Why team friction happens?

Ans:

Team friction happens often due to differing schedules, skill sets and mostly because of unequal motivation levels amongst members. Every group has the "know it all genius", "slacker", "person who talks a lot but brings nothing to the table" Keep in mind one of the times when you had to deal with such a person in a group and elaborate on how you resolved the issue. Consulting firms are looking for leadership abilities as well, and they certainly wont hire someone who sits in a corner while other team members resolve issues.

[View All Answers](#)

Question - 17:

Tell me of a time when you resolved a team conflict?

Ans:

Tells a personal story:

- * Was set up in a team of four for a course project.
- * Project was broken into 2 modules so we decided to split the team into 2.
- * Nobody wanted to work with one of the team members because her programming skills were extremely weak.
- * Team was on the verge of splitting up because of this.
- * I realized that she had better writing skills than any of us & could help out majorly by writing out the report (was 20% of our grade)
- * I decided to work with her on the simpler module and split the work so that I could program and she could test & debug it.
- * Came to a compromise where everyone was happy!

[View All Answers](#)

Question - 18:

What is the hardest part of leading a team?

Ans:



The hardest part of leading a team is motivating people to work. Also, it is extremely difficult to inspire a bunch of volunteers who have little incentive to work. In this case, it is best to use subtle tactics - hand out responsibilities, reward people with appreciation and admiration when they get the work done. You also can't get mad at people who don't perform because you aren't running a firm where you can kick out a shoddy worker. You have to shake sluggish people into being more productive by giving them only as much as they can handle - and letting them know that you believe that they are the best for the job and that you trust them to get it done on time.

[View All Answers](#)

Question - 19:

Tell me of a time when you lead a team?

Ans:

I was part of a team which had to organize an event to showcase Indian Culture. (For those not familiar with Indian work ethics, we pretty much jerk off till we get threatened) True to our stereotype, we were pretty disorganized, with lots of people contributing great ideas, but no one takes on the responsibility or the initiative to do anything about it. 10 days before the event, I overhear someone commenting that Indians were the most lethargic group that they had ever seen. With my national pride on the line, I decided to step up and get the show running.

[View All Answers](#)

Question - 20:

What is your weakness that you think you have?

Ans:

Wow, that was pretty cheesy, filled with metaphors and idioms. I would also advise against excessive use of these, unless spewing philosophy comes to you naturally. Also note that most other interview experts would advise against using my example above as a weakness. It seemingly comes across as a strength portrayed as a weakness.

* My habit of spreading myself too thin. I have a variety of interests and love to take on additional responsibilities. This has often led me to lose focus and burning out prematurely. However, I am learning to eat one spoon at a time and not bite off more than I can chew. I have learned that it is not worthwhile to be a jack of all trades, yet master of none. Elaborate (again) with a story.

[View All Answers](#)

Question - 21:

What is your strength that you think you have?

Ans:

I would like to emphasize a strength that would differentiate me from the rest. Not that having no international exposure is a drawback. But I think one should set themselves apart by highlighting the 'cool factor' in their personality arsenal. I personally like the whole 'international outlook' thing and believe that this is especially important in today's world as businesses get more globally interlinked.

* Honestly my greatest strength would be the ability to adapt. Adapt to different philosophies, ideologies, cultures, atmospheres and be able to mingle with and relate to people from all over the world.

[View All Answers](#)

Question - 22:

Tell me of a time when you influenced/persuaded a group?

Ans:

DO you know how hard it is to convince a group? And what are you supposed to say if your persuasion skills are worse than Sarah Palin's and you have failed to influence anyone in your life?

You sort of 'embellish the truth'. Maybe you influenced a small group (like maybe 2) to do something your way. It doesn't really matter. The point is, firms are looking at your approach. Are you dictatorial? Or do you just let brilliant ideas go by just because you are too timid to voice out your opinion? Consulting firms unfortunately want intellectual barbies - geniuses with high EQs and leadership abilities.

[View All Answers](#)

Question - 23:

how do you influence a group?

Ans:

* Had a brilliant idea (could be anything from changing cafeteria food vendors to implementing a mentor ship or student counseling program)

* Governing body and other higher ups didn't like my idea because of stretched resources/no solid plans/plain pigheaded

* I came up with a detailed plan to implement my idea, using minimal resources and highlighting its benefits

* Gathered support of student body

* Was persistent

* Eventually Governing body saw my way and approved my idea after minor modifications

[View All Answers](#)

Question - 24:

Whats your greatest strength/weakness?

Ans:

Honestly my greatest strength would be the ability to adapt. Adapt to different philosophies, ideologies, cultures, atmospheres and be able to mingle with and relate to people from all over the world.

My habit of spreading myself too thin. I have a variety of interests and love to take on additional responsibilities. This has often led me to lose focus and burning out prematurely. However, I am learning to eat one spoon at a time and not bite off more than I can chew. I have learned that it is not worthwhile to be a jack of all trades, yet master of none. Elaborate (again) with a story.

[View All Answers](#)

**Question - 25:**

What is your definition of success?

Ans:

To me success is honestly when I feel like I have made an impact. Even the smallest of all impacts. In fact my favorite success story is one during my undergrad years. I was a Teaching Assistant for an Advanced Calculus class. Now I love math, especially calculus, and I put in a great deal of effort into my lectures, drawing and visualizing concepts so that other students could understand it as naturally as I could. At the end of one semester, a bunch of students came up to me and told me that I was the best TA they had ever had and that they got an 'A' in the class because of me. Despite the millions of dollars of savings that I have achieved for my clients, that has been the most rewarding experience of my life and I truly felt successful at that moment.

[View All Answers](#)

Question - 26:

Why should we hire you as management consultant?

Ans:

* Company Name should hire me because I have great Analytical/Quantitative/Interpersonal (Teamwork)/Communication skills. Elaborate with a short example.
* I have a keen desire and determination to succeed in every endeavor. If you hire me, I promise you will receive nothing short of a stellar performance from me.
* I will be a good fit for the company. Elaborate on how/why.

[View All Answers](#)

Question - 27:

Why Management Consulting is satisfactory job?

Ans:

Most consultants love their jobs and lifestyle. If you can deal with it, Consulting is a profession which provides job satisfaction like none other.

[View All Answers](#)

Question - 28:

What is impact?

Ans:

Millions of dollars of savings for clients is quite an impact. Also, you get to build strategies to assist organizations improve their performance and attain new levels of productivity from their business processes.

[View All Answers](#)

Question - 29:

Explain depth of project?

Ans:

Every new project provokes a different thought process, new ideas and innovation.

[View All Answers](#)

Question - 30:

Explain exposure?

Ans:

The learning never ends. You tend to gain a wealth of industry knowledge and business issues depending on the project you are working on. You interact and work with the most talented and brilliant minds in the business.

[View All Answers](#)

Question - 31:

Why do you want to do consulting?

Ans:

Sometimes this seems like a no-brainer. I mean why else would you be giving the interview right?

The thing is, most people don't know what they're in for when they choose to go into consulting. This is more so for students who aren't business majors. The employer wants to know if you really know the consulting industry. Are you getting in just for the money? Or because it sounds cool? Or you don't know any better? Even if the above is true, you should appear to be a well researched individual who knows what he/she wants. A lot of consulting is about marketing yourself/your company/your skills - take your pick. And this starts at the interview level.

[View All Answers](#)

Question - 32:

Why do you want to work with us as opposed to "Other Firm"?

Ans:

Because "Other Firm" isn't hiring me!! => Generally, I believe it's the smaller firms that ask this question. I would like to take it as a compliment. You are so good that this small firm can't believe you would think of joining them as opposed to a McKinsey!!

I personally work in a small consulting firm. Definitely not my first choice, but now that I am here, I can see why someone would want to work in a small firm as opposed to a large firm. Some reasons are -

- * I have an entrepreneurial streak. I want to work in an environment where I can experience all aspects of a business' operations.
- * I want to be a part of the company's growth.
- * The relatively flat organizational structure.



[View All Answers](#)

Question - 33:

Why do you want for McKinsey/BCG/Booz/Bain etc?

Ans:

What I really wish I could say - Because it is McKinsey/BCG/Booz/Bain etc. DUH!!
What I end up saying (and I honestly, personally, sincerely do mean all of my points below)
I know I want to work in the consulting industry, and "Firm Name" is one of the best management consulting firms in the world today.
I personally thrive in an environment which promotes intellectual curiosity and a zest for success.
"Firm's" international presence gives me a chance to work in a global environment and scope.

[View All Answers](#)

Question - 34:

Tell me simply about yourself?

Ans:

The simplest and yet the most dangerous of them all. 120% likely hood of getting this question in every interview round. I dread this question, mostly because I never know how to answer it. I mostly combine with a brief personal & resume based history leading to why I want to go into consulting.

[View All Answers](#)

Question - 35:

What is Revenue model?

Ans:

Traditionally, the consulting industry charged on a time and materials basis, billing for staff consultants based upon the hours worked plus out-of-pocket expenses such as travel costs. During the late 1990s and early 2000s, there was a shift to more results-based pricing, either with fixed bids for defined deliverables or some form of results-based pricing in which the firm would be paid a fraction of the value delivered. The current trend seems to favor a hybrid with components of fixed pricing and risk-sharing by both the consulting firm and client.

[View All Answers](#)

Question - 36:

What types of consulting firms are?

Ans:

- * Large and diversified organizations
- * Medium-sized management consultancies
- * Boutique firms that have focused areas of consulting expertise in specific industries, functional areas, technologies, or regions of the world
- * Strategy consulting branches

[View All Answers](#)

Question - 37:

What is Specialization in Management Consulting?

Ans:

Management consulting refers generally to the provision of business services, but there are numerous specialties, such as information technology consulting, human resource consulting, virtual management consulting and others, many of which overlap, and most of which are offered by the larger diversified consultancies. So-called "boutique" consultancies, however, are smaller organizations focusing upon a few of such specialties.

[View All Answers](#)

Question - 38:

What is the Function of Management Consulting?

Ans:

The functions of consulting services are commonly broken down into eight task categories. Consultants can function as bridges for information and knowledge, and that external consultants can provide these bridging services more economically than client firms themselves.

[View All Answers](#)

Question - 39:

What is management consulting

Ans:

Management consulting is the practice of helping organizations to improve their performance, operates primarily through the analysis of existing organizational problems and the development of plans for improvement. Organizations may draw upon the services of management consultants for a number of reasons, including gaining external (and presumably objective) advice and access to the consultants' specialized expertise.

[View All Answers](#)

Management Most Popular & Related Interview Guides

- 1 : [Store Keeper Interview Questions and Answers.](#)
- 2 : [Administrative Officer Interview Questions and Answers.](#)
- 3 : [Good Team Leader Interview Questions and Answers.](#)
- 4 : [Hotel Management Interview Questions and Answers.](#)
- 5 : [Project Coordinator Interview Questions and Answers.](#)
- 6 : [Assistant Manager Interview Questions and Answers.](#)
- 7 : [Training Manager Interview Questions and Answers.](#)
- 8 : [Senior Project Officer Interview Questions and Answers.](#)
- 9 : [Project Manager Interview Questions and Answers.](#)
- 10 : [MBA Interview Questions and Answers.](#)

Follow us on FaceBook

www.facebook.com/InterviewQuestionsAnswers.Org

Follow us on Twitter

<https://twitter.com/InterviewQA>

For any inquiry please do not hesitate to contact us.

Interview Questions Answers.ORG Team

[https://InterviewQuestionsAnswers.ORG/
support@InterviewQuestionsAnswers.ORG](https://InterviewQuestionsAnswers.ORG/support@InterviewQuestionsAnswers.ORG)