

Interviewing Role Play – Interviewee Instructions

In approximately 10 minutes, you will enter a first-round interview for a job as an Associate Consultant with Niche Play Consulting Group (see descriptions below). Because the company hires so few MBAs, it requires three interviews. In this round, you think it may be interviewing approximately 50 MBAs with the goal of identifying 10 to interview again. Your goal is to get to the second round.

You may use only your own real-life experience here. You may not invent, alter, fictionalize or lie about your actual past. At the same time, you must do your best to show how your experience matches the needs of this employer.

About the Company

Niche Play Consulting Group (NPC) is a mid-sized firm specializing in strategy consulting for mid-sized high tech firms. Founded in 1990, it generates about 150 million in revenue and is now growing at 15% per year. It is known for helping EMC and Cisco in their early stages. The firm typically recruits five MBAs a year, and it pays exceptionally well. It looks for candidates who show evidence of three qualities: strong problem solving and analytical skills, business and technology acumen, and exceptional and “likable” personal characteristics (e.g., integrity and sense of humor). It is also rumored to have a culture that is flexible and focused on helping employees maintain life-balance (i.e., sabbaticals, flex time, limited travel). The firm also is unusual in that it doesn’t have a partnership organizational structure but a traditional Manager, Director, VP, and EVP hierarchy.

About the Job

Associate Consultant. This is a position in which you are expected to play multiple roles. You will consult to clients as part of a small team, research and publish intellectual capital, contribute to business development and participate in the strategic planning for the firm.

About the Interviewer

You know only that the interviewer is a Sloan alum who graduated four years ago.