

NextEp MBB

Shaping your Next Episode

Interview Guide

BEFORE STARTING

First of all, **thank you for choosing our materials as part of your preparation.**

It means a great deal that you decided to trust these materials.

If you want to keep making progress beyond this workbook, you can sign up to receive short, practical FlashTips every day.

Each tip covers a key element of the consulting application process — from mental math to case structuring, fit questions, and interview techniques.

It's a simple way to stay consistent and strengthen your preparation step by step.

Sign up here: <https://nextepmbb.beehiiv.com/subscribe>

INTRODUCTION

This guide has two main goals.

First, it is designed to **help you understand the type of questions asked in consulting case interviews and the key concepts interviewers evaluate**. By examining the structure and logic behind these cases, you will gain a clearer understanding of what top consulting firms seek in candidates.

Second, it can also **be used as a practical guide for conducting mock interviews with peers**. Whether you take the role of interviewer or interviewee, this resource will help you simulate real consulting interviews and improve your skills on both sides of the table.

WANT TO TAKE YOUR PREPARATION FURTHER?

Join our NextEp community and practice live with other candidates. We have WhatsApp groups (in English and Spanish) where you can connect with peers, schedule mock interviews, exchange feedback, and grow your network. You don't need to speak if you don't want to — just read the rules and find a partner to practice with.

English



Spanish



POTENTIAL FIT QUESTIONS

Row Labels

Actual Interview Experience

Even

- Give an example of a situation where you had to maintain your motivation and focus during a long and challenging project.
- Give me an example of a time when you motivated others.
- Give me an example of a time when you successfully guided a team through a period of change or uncertainty.
- How do you handle diverse team dynamics and differences in opinions?
- How do you handle high-pressure or stressful situations?
- How do you handle negative feedback?
- How would you rate your presentation and communication skills?
- Tell me about a difficult decision you've made in the last year.
- What is your favorite thing about [school]?
- Why do you want to work in consulting?

Odd

- Describe a situation where you had to manage or resolve a conflict between two or more co-workers.
- Describe a time when you were able to use persuasion to successfully convince someone to see things your way.
- Give me an example of a time when something you tried to accomplish and failed.
- Share a situation where you had to analyze a complex problem, break it down into its components, and provide a structured solution.
- Tell me about a time when you mentored or coached a colleague or team member.
- What are your career goals?
- What is your favorite thing about working on a team?
- What is your most significant achievement to date?
- What motivates you to solve complex problems?
- What was your thesis or major research project about?

Coaching Interview Session

Even

- Describe a situation where you had to inspire and motivate a team to overcome a significant challenge.
- Describe a time when you had to make a critical decision under significant time constraints.
- Describe a time when you were faced with a stressful situation that demonstrated your coping skills.
- Give me an example of a situation where you had to meet a strict, challenging deadline.
- Give me an example of a time when you showed initiative and took the lead.
- How did your education prepare you for a career in consulting?
- What interests you about our company specifically (McKinsey, BCG, Bain)?
- What is your favorite thing to do on the weekends?
- What is your leadership style?
- What sets you apart in terms of your skills and experiences?

Odd

- Give me an example of a situation where you demonstrated effective leadership skills in a challenging environment.
- How do you manage conflict within a team?
- Share an example of a time when you had to adapt quickly to changes in a project or work environment.
- Tell me about a time when you had to come up with a creative solution to a problem with limited resources.
- Tell me about a time when you missed an obvious solution to a problem.
- What is your approach to making important decisions?
- What is your favorite thing about solving problems?
- What is your typical way of dealing with conflict? Give me an example.
- What notable projects have you been involved in during your career?
- Why are you a good fit for this role?

KEY CONCEPTS

			Below	Borderline		Above
Concepts	Topic	Description	1	2	3	4
Problem Solving	Focused	Can address problems in a focused and effective manner?				
	Structured	Has the ability to approach problems in a structured manner?				
	Pragmatic	Is she efficient and practical with her approach? 80/20				
	Math	Did she demonstrated the ability and confort to manage math?				
	Proactive	Does she show initiative? And the ability to drive?				
	Resilient	How does she act under preasure?				
	Creative	Does she have the ability to offer "out-of-the-box" solutions?				
Inter-personal	Coachable	Is able to improve and learn? How does she react to feedback?				
	Professional	Can we put her in front of clients? How does she react?				
	Team builder	Will she contribute to the team? Airport test				
	Commitment	Does she have the willigness to push forward?				
	Communication	Is she able to deliver messages in a clear and effective manner?				
	Leadershiop	Does she have the ability to guide and manage?				
	Engaged	What is her motivation for the job? Is she interested?				

TYPICAL MISTAKES

Mistake	Alarm
Being a robot answering fit questions	
Don't stop talking in the fit questions	
Losing the structure during the case	
Give me all the data	
Losing the story of the case	
Math mistakes	
Doesn't listen during the case	
Don't share their mental process	
Poor closure	
Don't listen during the Q&A	

ADDITIONAL RESOURCES

CRACK THE FIT INTERVIEW

Crack the Fit is the ultimate guide to help you confidently prepare for and overcome personal consulting interview questions.

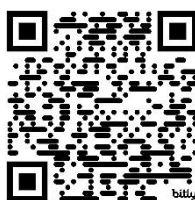
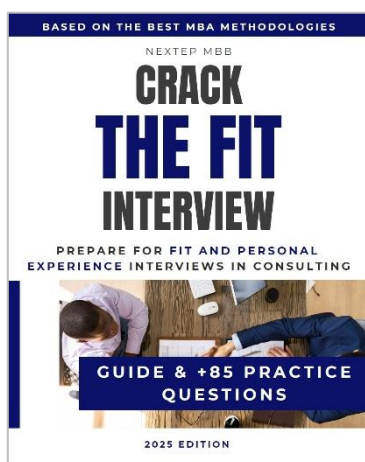
Fit interviews aren't just about "breaking the ice": they're a central part of the process. This is where interviewers value your ability to communicate, your experience, and your alignment with the role of a consultant.

This book provides a structured approach, high-level examples, and practical tips for crafting your answers without sounding rehearsed. It is designed to allow you to work on your personal story from scratch or refine the answers you already have.

Whether you're faced with questions about your journey, your motivations, or your accomplishments, this book will help you answer with confidence, authenticity, and focus.

What will you find inside?

- A transparent methodology for preparing personal interviews.
- Examples of robust responses, with the level expected by firms.
- Templates and outlines to structure your stories with impact.
- Frequently asked questions and how to address them without sounding generic.
- Tips to practice, gain naturalness, and avoid common mistakes.



Buy on AMAZON

CRACK THE FRAMEWORKS

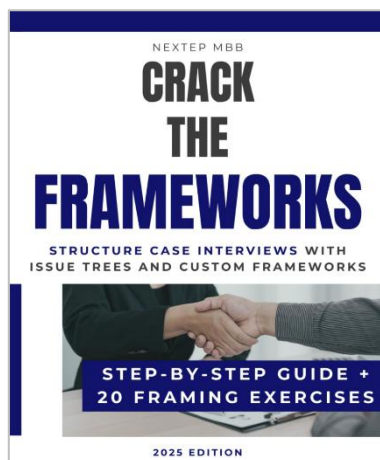
Crack the Frameworks is the most practical guide to help you master the most critical step of the case interview: the beginning.

The first minutes of a case are when interviewers decide whether you can think clearly, generate a solid hypothesis, and build a structured plan to solve the problem. That moment is called framing — and most candidates get it wrong.

This book teaches you how to structure your thinking from scratch using issue trees and custom frameworks. Whether you're just starting or already practicing live cases, this workbook helps you improve clarity, logic, and confidence when opening any case.

What will you find inside?

- A step-by-step guide to build issue trees and structure your analysis.
- Visual breakdowns of consulting frameworks: Profitability, Market, Pricing, Investment.
- Practical explanations of when and how to use each approach.
- 20 exercises to practice the case opening and sharpen your framing.
- Sample solutions to help you reflect and improve your logic.



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CRACK THE CASE INTERVIEW

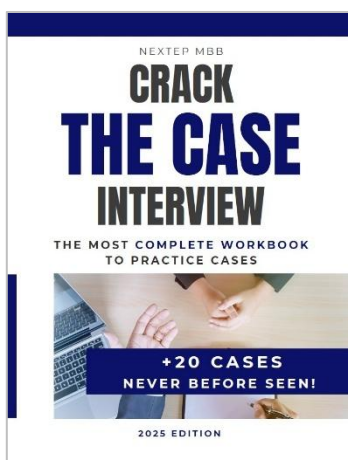
Crack the Case is the best workbook for preparing and practicing complete interview cases for consulting.

Case interviews are demanding, and the only way to master them is by practicing. That's why we've created this workbook with 20 original cases that will allow you to train in depth, both on your own and with other candidates.

Each case is designed to help you better structure your ideas, gain fluency in framing, and advance safely in the analyses. Whether you're just starting or want to fine-tune the last details before your interviews, here you'll find exercises that realistically simulate what you'll encounter in the process.

What will you find inside?

- 20 original and complete cases, ready to practice.
- A clear and realistic statement in each case.
- Guide to practicing alone or with other candidates.
- Graphics and exhibits like the ones you will see in real interviews.
- Notes and insights after each step to improve.
- An ideal complete solution at the end of each case.



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