Bootcamp Week 7

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Strengths & Weaknesses
Tell me your 3 Strengths and 3 Weaknesses

- Very common behavioral for all stages of the interviewing game
- Need to have 3 of each... you won’t get away with 2
- Be succinct, name the strength / weakness in maybe 1-2 sentences
- Very introspective questions, don’t say what you think they want you to say... be genuine
Strengths

- Don’t pick obvious ones.... Because everyone interviewing is!
  - No detail-oriented, hard working, team player etc... rephrase these
- Pick something related to an experience or unique to you...
  - Time management, collaboration, coachable, good teacher, adaptability
- Back up with 1-2 sentences... might be helpful to name them and then explain to prevent rambling, but up to you

- Ex: Time management because I balanced 5 classes, a professional athletic schedule and cultural experiences during study abroad and received all A’s.
- Ex: Coachable because I’m a quick learner, starting hockey late and caught up quickly enough to play pro, grasp concepts quickly along with hard work
Weaknesses

● For the love of God, please do not say you’re a perfectionist!
● Weakness should be something that can be turned into a strength / or just a general area of improvement
  ○ Public speaking, getting really excited about something and forgetting to take a step back, being more quiet / reserved, hard on yourself, brutally honest
● Ex: I am very afraid of public speaking, but I worked on it and received a speaking award during MiddCORE and am taking a public speaking class now to challenge myself
● Ex: I’m more quiet / reserved, but tend to be more analytical and notice the small details / I’m perceptive to other people’s ideas and can synthesize multiple point of views before offering my own opinion
Recent Deals
Why this question is important

- Talking about numbers
- Demonstrate genuine interest
- Express a cogent opinion
- Show you utilize structured thinking
Recent Deals

- Background information: players, revenue/profit, historical trend
- Rationale: strategic, financial, *for both sides of the table*
- Deal data: multiples, special features/structure, pricing
- Your opinion: who wins, who loses, and who’s waiting in the wings to run this off the road?
Tips

● Know 1-2 deals inside and out; probably not worth trying to have one for each bank you’re interviewing with — it’s a small world
● Track the deal over time so you can learn the developments as they occur and be able to speak to the deal in terms of market conditions as well
● Have an **opinion**!!
  ○ Pro tip: Ask bankers in the relevant industry their opinion about the deal when networking! This is an interesting conversation topic and you can hear an expert’s take
Where to Find?

- Read mainstream press releases from the usual sources – the WSJ and FT, Forbes, Business Insider, etc. You can get a lot of the qualitative information from these.
- If you can’t find the key multiples (EV / Revenue, EV / EBITDA, etc.) in these sources, look up the company’s filings in the SEC database (for non-US companies, you’ll have to look at the investor relations section of their sites) and search for anything that was issued around the time of the deal announcement.
- For specific bank: Bank website (e.g. “Recent Transactions”, “Archives”)
- Bloomberg
Open Applications

- Moelis, Greenhill, Guggenheim, PJT, Piper Sandler, Insight Partners, and Credit Suisse
- Apply ASAP - interviews given on a rolling basis at many banks

Check In

- Have you talked to a significant number of analysts/associates at your top banks?
- How many banks do you have relationships with?
- Are you confident about the technicals we have covered so far? Can you actually answer questions about them?
- Are you consistently reading the news?
- Do you have your story down? Why IB?
Questions?