

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 bank

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?