Agenda

- Vistaprint Introductions
- Why Case Interviews?
- Interview Prep
- Working through the Case
- Tips & Tricks
- Mock Interview
- Questions?
Why Case Interviews?

- Problem Solving
- Analytical Ability
- Strategic Thinking
- Common Sense
- Creativity
- Comfort with Ambiguity
- Communication Skills

Past Experiences

Communication Skills

Behavioral Interviews vs. Case Interviews
Interview Preparation

- Introduction
- Resume
- Questions
- Sample Cases
5 Steps to Working Through a Case Interview

1. Repeat the question & state your objective.
2. Ask clarifying questions.
3. Organize your thoughts.
4. Share your thought processes.
5. Summarize findings and suggest solution.
Tips & Tricks to Remember

• Your interviewer is your ally
• Think out loud & take sanity checks
• Round your numbers
• Make logical assumptions
  – Memorize a few helpful stats prior to your interview
• There is no “right” answer!
Mock Interview

How many donuts are sold at Dunkin’ Donuts in Massachusetts?
5 Steps to Working Through a Case Interview

1. Repeat the question & state your objective.
   – I’m going to calculate how many donuts are sold in all the Dunkin Donuts locations in MA.

2. Ask clarifying questions.
   – What time frame should I calculate for?
   – Do you consider munchkins as donuts?
   – Should I include donuts given away as part of promotions?

3. Organize your thoughts.

4. Share your thought processes.
   – Explain your step by step process.
   – Share what assumptions you made along the way.

5. Summarize findings and suggest solution.
### Case Interview Workshop Summary

<table>
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<tr>
<th>Do</th>
<th>Don’t</th>
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<tbody>
<tr>
<td>• Practice</td>
<td>• Panic and say “I don’t know!” right away</td>
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<td>• Take your time</td>
<td>• Dive in without thinking and asking questions</td>
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<td>• Write it down</td>
<td>• Feel obligated to use all the numbers provided</td>
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<td>• Explain your thoughts</td>
<td>- Extract what’s important and will help answer the question!</td>
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<td>• Ask questions!</td>
<td>• Make assumptions (population, size) without telling your interviewer</td>
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<tr>
<td>• Breathe</td>
<td>• Be defensive about your answer</td>
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Your Turn!

How many plates are used at the UMass DCs in one month?