

# Case study interview examples: questions and answers

[Business](#)



**ASSIGN  
BUSTER**

Questions and Answers You will need to adequately prepare for an interview where case study questions will be asked.

You should prepare for every job interview, but take extra time to prepare for one where these questions will be asked. Interviewers often exclude important details when asking candidates to resolve hypothetical business problems. Occasionally, Interviewers provide no details to test analytical skills when adequate resources are unavailable.

Interviewers asking case study questions are primarily concerned with how effective you can analyze a problem, determine key factors, brainstorm ideas, and propose workable solutions. Examples of Case Interview Questions The following are examples of common business case Interview questions: How would you work with a subordinate who is underperforming? \* You're consulting with a large pharmacy with stores in multiple states.

This company has improved sales but experienced a decrease in revenue.

As a result, it is contemplating store closings. Explain how you'd advise this client? \* You are working directly with a company's management team. It is organizing a project designed to significantly increase revenue. If you were provided with data and asked to supervise the project, what steps would you take to ensure it's successful? You have been assigned to work with a small company that manufactures a popular product.

However, a competitor begins selling a very similar product which incorporates state of the art technology.

What would you advise your client to do? \* You have been assigned to advise a company with a large Western European market. Company management wants to open the Chinese market. What advice do you have for this company? The firm has assigned you to consult a company Intending to drop a product or expand Into new markets In order to Increase revenue. What steps would you take to help this company achieve its objective? \* You have been assigned to consult a shoe retailer with stores throughout the nation.

Since its revenue is dropping, the company has proposed to sell food at its stores. How would you advise this client? Case Interview Answers If you're asked a case Interview question, organize responses as follows: 1 . Define the Problem Explain how the problem affects productivity at work. 2. Analyze the Problem Describe how you collect data and other important information necessary to resolve complex problems. Generate possible solutions Describe factors you consider when proposing solutions: how did you determine the primary causes?

What steps do you take to propose solutions? What do you consider before proposing solutions? 4.

Select the best Solution(s) and course of actions Justify the reasons behind a solution you recommended: what factors led to this decision? What goals did you set? How did you brainstorm ideas and involve team members. Additionally, explain how you conducted risk management. 5. Lesson learned Explain in detail what you learned from the process and what you'll do differently in the future.