

Structuring + prioritisation	Identifies the key question of the brief. Hypothesis driven, breaking down areas of analysis into exhaustive and independent drivers (i.e. MECE). Explores the most important areas first. Approach would solve the case. Shares thoughts and insights along the way, in a structured manor.
Numeracy	Able to construct the correct calculation from the data. Lays out and communicates approach before calculating. Communicates maths as they go along. Fairly quick and accurate maths. Able to recorrect course confidently if a mistake is made. Presents final result and implication to the original question without prompt.
Commercial judgement + insights	Confident chart/graph/exhibit reading and identifies key findings. Suggests hypothesis behind the cause and how this effects the initial question. Shares practical recommendations. Many ideas when brainstorming. Understands short term and long-term implications.
Solutions + creativity	Able to suggest numerous and varied ideas in a structured way – specific to the case. Identifies practical and common ideas but also suggest some far-reaching, ‘out of the box’ considerations.
Synthesis	Synthesises throughout and if reaches a dead-end. Recommendation is clear and succinct. Answers the main question with key supporting (ideally numerical) evidence. Identifies key considerations/risk and next steps
Case leadership	Frequently ties findings and thoughts back to the initial question without prompt. Uses the initial question to drive case forward and suggests next part of analysis without prompt. Confidently states this (even if interviewer-led).If gets lost, confidently refers back to the initial question and summarises to find own path before asking for help. Calm under pressure. Offers best guess before asking a question.
Presence + energy	Professional, enthusiastic, confident, assertive, looks calm
Communication + client friendliness	Structured at every opportunity, top-down communication, draws diagrams and shares, gets interviewer buy-in, humour
Coachability	Takes suggestions and guidance with ease throughout case. Not defensive when ideas are probed further.



MBB101

SCORE /5

Candidate:	Case name + type
Interviewer:	Date

**Case interviews:
mark scheme**

COMMENTS

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Numeracy		
Commercial judgement + insights		
Solutions + creativity		
Synthesis		
Case leadership		
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