Pdf free Case interview secrets a former mckinsey interviewer reveals how to get multiple job offers in consulting (PDF)

In Case interview secrets you’ll discover step by step instructions on how to dominate what many consider to be the most complex, most difficult, and most intimidating corporate job interview in the world: the infamous case interview. Victor Cheng, a former McKinsey management consultant, reveals his proven insider’s method for acing the case interview. Having personally secured job offers from McKinsey, Bain Company, Monitor, LEK, Oliver Wyman, and A.T. Kearney, he has also been a McKinsey case interviewer, providing you with a hands-on, real-world perspective on what it really takes to land job offers. Cheng’s protégées work in all the major strategy management consulting firms, including McKinsey, the Boston Consulting Group, Bain Company, Monitor Company, A.T. Kearney, Oliver Wyman, LEK, Roland Berger, Accenture, and Deloitte, as well as in the strategic planning departments of numerous Fortune 500 companies.

Whether you’re an undergraduate, MBA, Ph.D., or experienced hire applicant, you’ll discover what case interviewers really say about you behind closed doors but wouldn’t dare tell you until now. The subtle yet specific performance differences that separate those who get management consulting offers from those who don’t. The 10 biggest mistakes candidates make in case interviews and how to avoid them. The 3 specific things interviewers expect in the first 5 minutes of a case that often decide the outcome on the spot, and an insider’s take on what interviewers really look for and how to give them what they want.

Cheng, a former McKinsey management consultant, reveals his proven insider’s method for acing the case interview. Former Google interviewer reveals how to get multiple job offers. Have an upcoming product manager interview, perhaps for Google, Facebook, Amazon, or Uber? Find out secrets to getting multiple job offers with the world’s #1 author on product management interviews. Lewis C. Lin secrets of the product manager interview shares what to expect in your product management interviews and how to prepare. Collecting 10 years of questions from his readers, clients, and workshop attendees, the author answers and reveals his interview secrets in a single book. The ideal companion to Decode and Conquer as well as PM interview questions. Many of you enjoyed reading about the PM interview frameworks revealed in Decode and Conquer, including the circles, samurai, TM and Digs methods, and others enjoyed product manager interview questions for the 160 practice questions. Secrets of the product manager interview takes a different approach; it’s not focused on frameworks or practice questions but everything you need to know about product manager interviews. You’ll get his secrets on what to expect at the interview and the best way to prepare to get the first PM job. How to interpret interviewer feedback and more. Top consulting firms like McKinsey, BCG, and Bain only hire about 1% of their job applicants. Becoming a management consultant is difficult, but it is possible if you use a proven approach at each stage of the process. Cracking case interviews is a comprehensive one-stop shop for military blue bird technical manuals.
landing a job in consulting this book will help you write the perfect consulting resume and cover letter that gets multiple interview invitations from top consultancies learn the 7 different parts of a case interview and exactly what you need to do in each step master maths tips and tricks to solve market sizing and other case interview questions quickly and accurately discover the most commonly used frameworks in consulting and how you can use them for inspiration without over relying on them practice with 5 full length sample cases that are based on mckinsey bcg and bain case interviews prepare answers to behavioural interview questions like why consulting why mckinsey or tell me about a time you led a team max serrano and jonathon yarde are former consultants and instructors at igotanoffer the 1 website for case interview preparation which has helped place over 2 000 applicants in consulting careers since 2015 this book translates the countless hours the authors have spent coaching undergraduates mbas phds mds jds and experienced hires on their consulting applications i m terry gross and this is fresh air now available in paperback a selection of revealing interviews from the award winning national public radio show originating from whyy fm in philadelphia and heard on more than 450 npr stations fresh air with terry gross has become a daily habit with millions of listeners nationwide a must for anyone hoping to keep up with what s happening in the arts over the last twenty years terry s guests have included our most significant writers actors musicians comics and visual artists for her first collection terry has chosen more than three dozen timeless interviews that prove to be as lively on the page as they were on the radio her questions probing yet sensitive encourage revelations from figures as diverse as john updike isabella rossellini conan obrien samuel l jackson johnny cash and nicolas cage and in her introduction the generally self effacing host of fresh air does something she wouldnt dream of doing on the air she reveals a thing or two about herself praise for case interview for engineers this book will help you develop the behaviours and the way of looking the world that make you a consultant and get a job in a consulting firm luiz zorzella mckinsey company alumni canada josemaria is very useful because he is focusing on behaviours rather than frameworks sergi pereira deloitte consulting consultant spain josemaria was extremely helpful i went from an engineer background to securing an offer with booz company high recommended eho kim booz company alumni korea he helped me a lot to improve case interview skills seila osman accenture slovak republic he knows very well how to deal with the case interview process marcel amor to land a management consulting job at any of the top firms including mckinsey bcg bain deloitte i e k oliver wyman and accenture you must get through several rounds of case interviews whether your interview is in a few weeks or even tomorrow this book is written to get you the maximum amount of knowledge in the least amount of time i cut out all of the filler material that some other consulting books have and tell you everything that you need to know in a clear and direct way with this shortcut guide you will understand and become proficient at the nine different parts of a case interview and know exactly what to say and do in each step learn the only framework strategy that you need to memorize to craft unique and tailored frameworks for every possible case scenario gain knowledge of basic business terms and principles so that you can develop an astute business intuition acquire the skills to solve any market sizing or other quantitative problem uncover how to differentiate yourself from the thousands of other candidates who are fighting to get the same job you are practice your case interview skills with included practice cases and sample answers also visit hackingthecaseinterview com for a one week online crash course to pass your
upcoming interview are you tired of being told by others self help books included what you should do drs allan zuckoff and bonnie gorscak understand that s why this book is different whether it s breaking an unhealthy habit pursuing that dream job or ending harmful patterns in relationships the key to moving ahead with your life lies in discovering what direction is truly right for you and how you can get there the proven counseling approach known as motivational interviewing mi can help drs zuckoff and gorscak present powerful self help strategies and practical tools that help you understand why you re stuck break free of unhelpful pressure to change and build confidence for developing a personal change plan vivid stories of five men and women confronting different types of challenges illustrate the techniques and accompany you on your journey mi has a track record of helping people resolve long standing dilemmas in a remarkably short time now you can try it for yourself and unlock your own capacity for positive action crack the case system is a complete training program covering every aspect of the infamous case interview favored by top management consulting firms and a growing number of fortune 500 companies david ohrvall s step by step approach combines practical instruction on structuring analytics and communication as well as insider tips and insights gained from training thousands of candidates ctc s includes over 150 bonus videos on mbacase com 42 practice cases homework and drills about the author david ohrvall is the global expert on the topic of case interviews a dynamic and sought after speaker he trains several thousand mbas and undergraduates each year at premiere business schools around the world including wharton stanford harvard business school chicago booth duke s fuqua school of business insead oxford and cambridge david also has an extensive private coaching practice that has helped launch hundreds of candidates into consulting venture capital and a variety of industries david is a former management consultant bain company and a graduate of the wharton school mba undergrad learn more about david at mbacase com are you considering a job switch or a career change perhaps you are actively interviewing but haven t advanced beyond the phone screen or been offered the job or maybe just one or two questions always seem to find you at a loss for the right response everyone can benefit from developing and keeping interviewing skills in top shape in this straightforward guide executive search expert and author of the 20 minute networking meeting marcia ballinger spells out exactly what it takes to win your executive interview in this book marcia reveals what really goes on during an executive interview from the other side of the desk how to prepare for different kinds of interviews and position yourself for success the very best ways to answer the most common interview questions this practical book gives you the strategy and tools for every interview and is a must have for any executive job candidate in the ultimate case interview workbook you ll sharpen your case interview skills to dominate your upcoming interview and land your dream consulting job taylor warfield a former bain management consultant and interviewer provides essential practice problems and challenging cases to develop the skills needed to get multiple job offers use this workbook to access 65 problems tailored towards each type of question in case interviews feel confident across a range of interview questions including framework questions market sizing problems profitability assessments breakeven analysis charts graphs analysis brainstorming questions and other qualitative questions 15 full length cases based on mckinsey bcg and bain interviews build business acumen across a variety of industries e g technology retail healthcare energy finance non profit and functions e g strategy operations efficient practice that can be done individually or with a partner save
yourself time by working through carefully crafted practice problems and cases that teach you a new concept strategy or takeaway each time. Warfield's former students include undergraduates, MBAs, advanced degree holders, and experienced hires who have landed job offers at top consulting firms including McKinsey, BCG, Bain, Deloitte, LEK, Oliver Wyman, and Accenture, as well as at Fortune 500 strategy groups. I felt really confident after my McKinsey interview. This book's cases prepared me perfectly; they were very similar to the ones I received in my first and final round interviews. McKinsey consultant Wharton MBA candidate I had very little time before my next BCG interview. This book provided me with plenty of practice that I could do by myself after working through these cases. I felt excited going into my interviews. BCG associate Experienced hire These cases were much higher quality than those found in other case books. The explanations were detailed and thorough, and I got to practice thinking like a true consultant. Bain consultant Stanford undergraduate also visit hackingthecaseinterview.com for a one week online crash course to pass your upcoming interview in the marketing interview. Lewis C Lin gives an industry insider's perspective on how to answer the most common and difficult marketing interview questions. The book will reveal answers to marketing interview questions, frameworks on how to tackle marketing case questions, biggest mistakes marketing candidates make at the interview, understand what interviewers are looking for, and how to deliver it. This book is ideal for anyone who is interviewing in any marketing role, including the most coveted roles in CPG, tech, and financial services. CPG: P&G, Clorox, Kraft Heinz, Nestle, Pepsi, Colgate, S C Johnson, Unilever, Reckitt Benckiser, Hershey Foods, Campbell Soup Company, Tech: Apple, Amazon, Google, Facebook, Microsoft, Uber, Dell, HP, IBM, Cisco, PayPal, Yelp, Airbnb, Pinterest, Financial services: American Express, Citi, HSBC, UBS, Barclays, Santander, Standard Chartered, and more. Questions and answers covered in the book include what promotional strategies would you use for a Honey Nut Cheerios campaign, develop a social good campaign for Teavana, should Hidden Valley increase the price of its ranch dressing Kit Kat sales declined year over year, why is that, and what would you do to address it? Tell me about a terrible product that's marketed well. More. This new second edition includes chapters on digital marketing, including A/B testing, landing page testing, lead scoring, and more. What hidden skill links successful people in all walks of life? The answer is surprisingly simple: they know how to ask the right questions at the right time. Questions help us break down barriers, discover secrets, solve puzzles, and imagine new ways of doing things. The right question can provide for us not only the answer we need right then but also the ones we'll need tomorrow. Emmy award-winning journalist and media expert Frank Sesno wants to teach you how to question others in a methodical, intentional way so that you can find the same success that others have found by mastering this simple skill in ask more. You will learn how the Gates Foundation used strategic questions to plan its battle against malaria. Turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems. Creative questions animated a couple of techies dreamers to brainstorm Uber. How journalist Anderson Cooper uses confrontational questions to hold people accountable. Throughout ask more, you'll explore all different types of inquiries from questions that cement relationships to those that will help you plan for the future. By the end, you'll know what to ask and when what you should listen for and what you can expect as the outcome. Game-changing tips and tricks to nail the case interview and launch your consulting career.
tightening your case interview skills 20 days to ace the case interview process with daily exercises mock interviews and industry know how designed to help you ace your interview think of this book as your twenty day intensive management consulting boot camp the perfect supplement to your arsenal of case interview lessons and material with this guidebook you will gain day by day structure daily case interview exercises progressively prep you ask the right questions fundamental frameworks teach you exactly what to ask under pressure learn from the pros review real life stories from consulting experts uncover unique strategies discover custom developed case interview tips straight from the authors go off script adapt what you ve learned with our bonus case interview guides everything you need to know about building a successful world class consulting practice whether you are a veteran consultant or new to the industry an entrepreneur or the principal of a small firm the consulting bible tells you absolutely everything you need to know to create and expand a seven figure independent or boutique consulting practice expert author alan weiss who coaches consultants globally and has written more books on solo consulting than anyone in history shares his expertise comprehensively learn and appreciate the origins and evolution of the consulting profession launch your practice or firm and propel it to top performance implement your consulting strategies in public and private organizations large or small global or domestic select from the widest variety of consulting methodologies achieve lasting success in your professional career and personal goals the author is recognized as one of the most highly regarded independent consultants in america by the new york post and a worldwide expert in executive education by success magazine whether you re just starting out or looking for the latest trends in modern practice the consulting bible gives you an unparalleled toolset to build a thriving consultancy the ultimate insider s look at the fine art of interviewing i had a fantasy the other night that this interview is so great that they no longer want me to act just do interviews i thought of us going all over the world doing interviews we ve signed for three interviews a day for six weeks al pacino in an interview with lawrence grobel highly respected in journalist circles and hailed as the interviewer s interviewer lawrence grobel is the author of well received biographies of truman capote marlon brando james michener and the huston family with bylines from rolling stone and playboy to the new york times he has spent his thirty year career getting tough subjects to truly open up and talk now in the art of the interview he offers step by step instruction on all aspects of nailing an effective interview and provides an inside look on how he elicted such colorful responses as i don t like shakespeare i d rather be in malibu anthony hopkins feminists don t like me and i don t like them mel gibson i hope to god my friends steal my body out of a morgue and throw a party when i m dead drew barrymore i want you out of here and i want those goddamn tapes bob knight i smoked pot with my father when i was eleven in 1973 he thought he was giving me a mind extending experience just like he used to give me hemingway novels and woody allen films anthony kiedis in the art of the interview grobel reveals the most memorable stories from his career along with examples of the most candid moments from his long list of famous interviewees from oscar winning actors and nobel laureates to pulitizer prizewinning writers and sports figures taking us step by step through the interview process from research and question writing to final editing the art of the interview is a treat for journalists and culture vultures alike rock stars and rap gods comedy legends and a list actors supermodels and centerfolds moguls and mobsters a president over his unrivaled four decade career in radio howard stern has
interviewed thousands of personalities discussing sex relationships money fame spirituality and success with the boldest of bold faced names but which interviews are his favorites it s one of the questions he gets asked most frequently howard stern comes again delivers his answer this book is a feast of conversation and more as between the lines stern offers his definitive autobiography a magnum opus of confession and personal exploration tracy morgan opens up about his near fatal car crash lady gaga divulges her history with cocaine madonna reminisces on her relationship with tupac shakur bill murray waxes philosophical on the purpose of life jerry seinfeld offers a master class on comedy harvey weinstein denies the existence of the so called casting couch an impressive array of creative visionaries weigh in on what stern calls the climb the stories of how they struggled and eventually prevailed as he writes in the introduction if you re having trouble finding motivation in life and you re looking for that extra kick in the ass you will find it in these pages interspersed throughout are rare selections from the howard stern show archives with donald trump that depict his own climb transforming from manhattan tabloid fixture to reality tv star to president of the united states stern also tells of his moby dick like quest to land an interview with hillary clinton in the run up to the 2016 election one of many newly written revelations from the author he speaks with extraordinary candor about a variety of subjects including his overwhelming insecurity early in his career his revolutionary move from terrestrial radio to siriusxm and his belief in the power of psychotherapy as stern insightfully notes in the introduction the interviews collected here represent my best work and show my personal evolution but they don t just show my evolution gathered together like this they show the evolution of popular culture over the past quarter century this is a book about deeper listening that will help professionals become more sensitive and enable closer communication this book is a must for professionals dr chirban shows us both how and why we interview interviewing in depth will hold an important place on my shelf i hope you find it as warm and fascinating as i have allen e ivey ed d a b p p distinguished university professor university of massachusetts this sensitive reflective and revealing book supplies a most valuable anatomy of the deep structure of the personal interview as well as remarkable insights into people who have left indelible marks on our times clinicians and lay readers will be both instructed and fascinated by this work thomas g gutheil m d professor of psychiatry harvard medical school use this quote first i hope this useful and challenging book reaches well beyond clinicians and other health professionals to anyone whose work depends upon face to face encounters its simple yet radical message is that a successful interview is more likely to happen when collaboration personal attributes values and feelings are brought and made available by both participants recognizing that this is precisely what professional interviewers have avoided dr chirban skillfully shows how mutual visibility can be achieved but managed the interactive relational approach works readers will love seeing it in action especially with b f skinner and lucille ball anthony g barrand ph d department of anthropology boston university in interviewing in depth john t chirban presents an innovative and powerful interviewing approach the interactive relational that promises and delivers a clearer deeper portrait of the person by focusing on how the interviewer participates more fully in the interview through particular interaction in the relationship he or she establishes chirban shows how the interviewer manages his or her personal feelings while still maintaining a professional stance through excerpts of interviews in journalism oral histories and psychohistory chirban draws from his work with b f skinner lucille ball sandra day o connor and
patients to illustrate how the interactive relational approach differs from more traditional techniques and applies to interviewing in the health professions communications and business as well as psychology the spellbinding classic that started it all from the 1 new york times bestselling author the inspiration for the hit television series a magnificent compulsively readable thriller rice begins where bram stoker and the hollywood versions leave off and penetrates directly to the true fascination of the myth the education of the vampire chicago tribune here are the confessions of a vampire hypnotic shocking and chillingly sensual this is a novel of mesmerizing beauty and astonishing force a story of danger and flight of love and loss of suspense and resolution and of the extraordinary power of the senses it is a novel only anne rice could write this is a concise introduction to the richness and scope of interviewing in social science research teaching the craft of interview research with practical hands on guidance incorporating discussion of the wide variety of methods in interview based research and the different approaches to reading the data this book will help you to navigate the broad field of qualitative research with confidence and get out there and start collecting your data removing doubt in an interview is an innovative and successful approach to job interviewing that shows how to remove doubt in the eyes of the interviewer it introduces a unique system that will work for virtually any position focusing on a person s skills and background then targeting potential doubts and how to remove them often the person who leaves the least doubt with the interviewers is the one who gets hired the user friendly style of removing doubt in an interview makes it easy to learn the system and get the job you want everyone at some point in their life will have to attend an interview whether they are applying for a job a promotion a training programme or even a college course the fact remains that a questioning process will occur and the need to create a good impression is essential now in its fifth edition this extremely useful guide shows you how to portray professionalism and confidence and take control of the interview process breaking the process down into accessible steps rebecca corfield identifies the ways in which you can prepare for an interview providing example questions and advice on how to answer them there are also tips on what employers are looking for how to make a presentation during an interview and vital information on how you should present yourself so that you make a good and lasting impression inside interviewing highlights the fluctuating and diverse moral worlds put into place during interview research when gender race culture and other subject positions are brought narratively to the foreground it explores the facts thoughts feelings and perspectives of respondents and how this impacts on the research process the 2nd edition of this work has been completely rewritten to add new examples to better integrate the presentation of topics readers will see how the choice of topic influences question wording how the questions asked influence the analysis this book provides a valuable alternative to the traditional empirical interview the interactive relational approach which generates a clearer deeper portrait of the person interviewed a girl covered in blood a missing man a coded fairy tale detective laura shaw seems to have it all a supportive husband a happy two year old and a great career she is her team s top victim interviewer a genius at getting vulnerable people to open up that s until she meets jenny a 14 year old assault victim who talks only in fairy tales jenny s stepfather is missing and the blood on her clothes isn t her own so laura s colleagues need answers fast but laura s strange behaviour makes the girl shut down even more leaving her bewildered partner niamh desperately trying to rescue the situation it seems that this case has triggered something deep within laura and jenny is
not the only one with secrets as the clock ticks down laura teeters on the brink of disaster grappling with the biggest question of all is every life worth saving originally published why you london portfolio an imprint of penguin random house uk 2014 from the creator of the popular website ask a manager and new york s work advice columnist comes a witty practical guide to 200 difficult professional conversations featuring all new advice there s a reason alison green has been called the dear abby of the work world ten years as a workplace advice columnist have taught her that people avoid awkward conversations in the office because they simply don t know what to say thankfully green does and in this incredibly helpful book she tackles the tough discussions you may need to have during your career you ll learn what to say when coworkers push their work on you then take credit for it you accidentally trash talk someone in an email then hit reply all you re being micromanaged or not being managed at all you catch a colleague in a lie your boss seems unhappy with your work your cubemate s loud speakerphone is making you homicidal you got drunk at the holiday party praise for ask a manager a must read for anyone who works alison green s advice boils down to the idea that you should be professional even when others are not and that communicating in a straightforward manner with candor and kindness will get you far no matter where you work booklist starred review the author s friendly warm no nonsense writing is a pleasure to read and her advice can be widely applied to relationships in all areas of readers lives ideal for anyone new to the job market or new to management or anyone hoping to improve their work experience journal starred review i am a huge fan of alison green s ask a manager column this book is even better it teaches us how to deal with many of the most vexing big and little problems in our workplaces and to do so with grace confidence and a sense of humor robert sutton stanford professor and author of the no asshole rule and the asshole survival guide ask a manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way erin lowry author of broke millennial stop scraping by and get your financial life together everyone has a purpose and according to oprah winfrey your real job in life is to figure out as soon as possible what that is who you are meant to be and begin to honor your calling in the best way possible that journey starts right here in her latest book the path made clear oprah shares what she sees as a guide for activating your deepest vision of yourself offering the framework for creating not just a life of success but one of significance the book s ten chapters are organized to help you recognize the important milestones along the road to self discovery laying out what you really need in order to achieve personal contentment and what life s detours are there to teach us oprah opens each chapter by sharing her own key lessons and the personal stories that helped set the course for her best life she then brings together wisdom and insights from luminaries in a wide array of fields inspiring readers to consider what they re meant to do in the world and how to pursue it with passion and focus renowned figures such as eckhart tolle brene brown lin manuel miranda elizabeth gilbert gilbert jay z and ellen degeneres share the greatest lessons from their own journeys toward a life filled with purpose paired with over 100 awe inspiring photographs to help illuminate the wisdom of these messages the path made clear provides readers with a beautiful resource for achieving a life lived in service of your calling whatever it may be the 1 new york times bestseller that examines how people can champion new ideas in their careers and everyday life and how leaders can fight groupthink from the author of think again and co author of option b filled with fresh insights on a broad array of topics that are important to our personal and professional lives the new york
times dealbook originals is one of the most important and captivating books I have ever read full of surprising and powerful ideas it will not only change the way you see the world it might just change the way you live your life and it could very well inspire you to change your world sheryl sandberg coo of facebook and author of lean in with give and take ad am grant not only introduced a landmark new paradigm for success but also established himself as one of his generation s most compelling and provocative thought leaders in originals he again addresses the challenge of improving the world but now from the perspective of becoming original choosing to champion novel ideas and values that go against the grain battle conformity and buck outdated traditions how can we originate new ideas policies and practices without risking it all using surprising studies and stories spanning business politics sports and entertainment grant explores how to recognize a good idea speak up without getting silenced build a coalition of allies choose the right time to act and manage fear and doubt how parents and teachers can nurture originality in children and how leaders can build cultures that welcome dissent learn from an entrepreneur who pitches his start ups by highlighting the reasons not to invest a woman at apple who challenged steve jobs from three levels below an analyst who overturned the rule of secrecy at the cia a billionaire financial wizard who fires employees for failing to criticize him and a tv executive who didn t even work in comedy but saved seinfeld from the cutting room floor the payoff is a set of groundbreaking insights about rejecting conformity and improving the status quo are you new to qualitative research or a bit rusty and in need of some inspiration are you doing a research project involving in depth interviews are you nervous about carrying out your interviews this book will help you complete your qualitative research project by providing a nuts and bolts introduction to interviewing with coverage of ethics preparation strategies and advice for handling the unexpected in the field this handy guide will help you get to grips with the basics of interviewing before embarking on your research while recognising that your research question and the context of your research will drive your approach to interviewing this book provides practical advice often skipped in traditional methods textbooks written with the needs of social science students and those new to qualitative research in mind the book will help you plan prepare for carry out and analyse your interviews for as long as we have been researching human memory psychologists have been investigating how people remember and forget this research is regularly drawn upon in our legal systems historically we have relied upon eyewitness memory to help judge responsibility and adjudicate truth but memory is malleable prone to error and susceptible to bias even confident eyewitnesses make mistakes and even accurate witnesses sometimes find their testimony subjected to harsh scrutiny emerging from this environment the cognitive interview ci became a means of assisting cooperative witnesses with recalling more information without sacrificing accuracy first used by police interviewing adult witnesses it is now used with many populations in many contexts including public health accident reconstruction and the interrogation of terror suspects evidence based investigative interviewing reviews the application of cognitive research to investigative interviewing revealing how principles of cognition memory and social dynamics may increase the accuracy of eyewitness testimony it provides evidence based applications for investigators beyond the forensic domain in areas such as eyewitness identification detecting deception and interviewing children drawing together the work of thirty three authors across both the academic and practice communities this comprehensive collection is essential reading for researchers in psychology forensics and disciplines such as
epidemiology and gerontology need to learn case interviews but don’t know where to start this book is designed to get you up and running by using scripted examples and interviews with experienced recruiters it gives readers an understanding of what a case actually is and how they can start to prepare case interviews are used extensively by most major recruiters including mckinsey bain bcg amazon google and many more and this book contains interviews with recruiters from all of the above companies the author stephen pidgeon is a former mckinsey consultant and interviewer who now works as a career coach at the tuck school of business he coaches hundreds of candidates every year many of whom are successful in their goal of landing their dream job he is also the author of how to get a job in consulting effective interviewing and interrogation techniques second edition is completely revised and updated so as to cover all the information a student needs to know to obtain answers from a witness a victim or a suspect and how to interpret these answers with the utmost accuracy building on the previous edition’s ground breaking search for truth in criminal and non criminal investigations this book contains five new chapters which include coverage of false confessions interviewing the mentally challenged and the ethics of interrogation in a post 9 11 world this new edition includes highly illustrated chapters with topics ranging from the psycho physiological basis of the forensic assessment to preparation for the interview interrogation question formulation projective analysis of unwitting verbal clues interviewing children and the mentally challenged and pre employment interviewing also included are several model worksheets and documents case studies and complete instructions for using the authors integrated interrogation technique a 10 point highly successful approach to obtaining confessions that can stand up in court the book concludes with an insightful look at the future of truth verification this book will be of benefit to attorneys coroners detectives educators forensic psychophysicologists lie detection human resource professionals intelligence professionals and investigators as well as journalists authors jurists medical professionals psychological professionals researchers and students expanded coverage of statement analysis including actual statements from real cases new photos to aid in assessing nonverbal behavior added section on assessment of written statements research and qualitative interviews brings into focus the decisions that the interviewer faces by taking a data led approach in order to open up choices and decisions in the process of planning for managing analysing and representing interviews the chapters concentrate on the real time moment by moment nature of interview management and interaction a key feature of the book is the inclusion of reflexive vignettes that foreground the voices and experience of qualitative researchers both novices and more expert practitioners the vignettes demonstrate the importance of reflecting on and learning from interactional experience in addition the book provides an overview of different types of interviews commenting on the orientation and make up of each type overall this book encourages reflective thinking about the use of research interviews it distinguishes between reflection reflective practice and reflexivity all the chapters focus on recurring choices dilemmas and puzzles offering advice in opening out and engaging with these aspects of the research interview qualitative researchers have long made use of many different interview forms yet for novice researchers making the connections between theory and method is not always easy this book provides a theoretically informed guide for researchers learning how to interview in the social sciences in order to undertake quality research using qualitative interviews a researcher must be able to theorize the application of interviews to investigate research problems in
social science research as part of this process researchers examine their subject positions in relation to participants and examine their interview interactions systematically to inform research design this book provides a practical approach to interviewing helping researchers to learn about themselves as interviewers in ways that will inform the design conduct analysis and representation of interview data the author takes the reader through the practicalities of designing and conducting an interview study and relates various forms of interview to different underlying epistemological assumptions about how knowledge is produced the book concludes with practical advice and perspectives from experienced researchers who use interviews as a method of data generation this book is written for a multidisciplinary audience of students of qualitative research methods the use of complex graphs in case interviews has exploded interviewees have a very short time to look at the graph analyze it extract what is important and apply it to their answer this book was designed to help understand the role of graphs in consulting both during an interview and on the job the authors introduce the ivy graph framework to assist the analysis of graphs during interviews in addition the book provides ten sophisticated cases with numerous graphs per case the case interview workbook contains 60 case questions for management consulting interviews with complete solutions every case is compiled and edited by a team of ex consultants from mckinsey company the boston consulting group and bain company this book fills the gap left by others by providing you with plenty of high quality cases to practice on before your interview many cases are from actual interviews at the top tier firms and cannot be found elsewhere after working through this book you will be prepared for every type of case question you may encounter market sizing estimation operations industry analysis pricing growth strategy marketing investment m a market entry customer segmentation profitability valuation logic issue identification cost analysis market expansion and brainteasers to name a few these cases will help you prepare for interviews at leading management consulting firms including mckinsey company the boston consulting group bain company oliver wyman strategy formerly booz company a t kearney roland berger and l e k as well as for consulting roles at large firms such as accenture deloitte pwc ey and kpmg note that is a workbook designed to complement other preparation books you will have a hard time solving these cases without learning first elsewhere how to do so e g which frameworks to use how to use them and how to structure a solution
Case Interview Secrets 2012 in case interview secrets you’ll discover step by step instructions on how to dominate what many consider to be the most complex most difficult and most intimidating corporate job interview in the world the infamous case interview victor cheng a former mckinsey management consultant reveals his proven insider’s method for acing the case interview having personally secured job offers from mckinsey bain company monitor l e k oliver wyman and a t kearny he has also been a mckinsey case interviewer providing you with a hands on real world perspective on what it really takes to land job offers cheng’s protégées work in all the major strategy management consulting firms including mckinsey the boston consulting group bain company monitor company a t kearny oliver wyman l e k roland berger accenture and deloitte as well as in the strategic planning departments of numerous fortune 500 companies whether you’re an undergraduate ba phd or experienced hire applicant candidate you’ll discover what case interviewers really say about you behind closed doors but wouldn’t dare tell you until now the subtle yet specific performance differences that separate those who get management consulting offers from those who don’t the 10 biggest mistakes candidates make in case interviews and how to avoid them the 3 specific things interviewers expect in the first 5 minutes of a case that often decide the outcome on the spot and an insider’s take on what interviewers really look for and why and how to give them what they want

Secrets of the Product Manager Interview 2017-02-17 former google interviewer reveals how to get multiple job offers have an upcoming product manager interview perhaps for google facebook amazon or uber if so find out secrets to getting multiple job offers with the world’s 1 author on product management interviews lewis c lin secrets of the product manager interview shares what to expect in your product management interviews and how to prepare collecting 10 years of questions from his readers clients and workshop attendees the author answers and reveals his interview secrets in a single book the ideal companion to decode and conquer as well as pm interview questions many of you enjoyed reading about the pm interview frameworks revealed in decode and conquer including the circles tm aarm tm and digs tm methods and others enjoyed product manager interview questions for the 160 practice questions secrets of the product manager interview takes a different approach it’s not focused on frameworks or practice questions instead it’s everything you need to know about product manager interviews you’ll get his secrets on what to expect at the interview the best way to prepare how to get the first pm job how to interpret interviewer feedback and more

Cracking Case Interviews 2020-10-08 top consulting firms like mckinsey bcg and bain only hire about 1 of their job applicants becoming a management consultant is difficult but it is possible if you use a proven approach at each stage of the process cracking case interviews is a comprehensive one stop shop for landing a job in consulting this book will help you write the perfect consulting resume and cover letter that gets multiple interview invitations from top consultancies learn the 7 different parts of a case interview and exactly what you need to do in each step master maths tips and tricks to solve market sizing and other case interview questions quickly and accurately discover the most commonly used frameworks in consulting and how you can use
them for inspiration without over relying on them practice with 5 full length sample cases that are based on mckinsey bcg and bain case interviews prepare answers to behavioural interview questions like why consulting why mckinsey or tell me about a time you led a team max serrano and jonathon yarde are former consultants and instructors at igotanoffer the 1 website for case interview preparation which has helped place over 2 000 applicants in consulting careers since 2015 this book translates the countless hours the authors have spent coaching undergraduates mbas phds mds jds and experienced hires on their consulting applications

**Case in Point** 2007 i m terry gross and this is fresh air now available in paperback a selection of revealing interviews from the award winning national public radio show originating from whyy fm in philadelphia and heard on more than 450 npr stations fresh air with terry gross has become a daily habit with millions of listeners nationwide a must for anyone hoping to keep up with what s happening in the arts over the last twenty years terry s guests have included our most significant writers actors musicians comics and visual artists for her first collection terry has chosen more than three dozen timeless interviews that prove to be as lively on the page as they were on the radio her questions probing yet sensitive encourage revelations from figures as diverse as john updike isabella rossellini conan obrien samuel l jackson johnny cash and nicolas cage and in her introduction the generally self effacing host of fresh air does something she wouldnt dream of doing on the air she reveals a thing or two about herself

**All I Did Was Ask** 2004-09-01 praise for case interview for engineers this book will help you develop the behaviours and the way of looking the world that make you a consultant and get a job in a consulting firm luiz zorzella mckinsey company alumni canada josemaria is very useful because he is focusing on behaviours rather than frameworks sergi pereira deloitte consulting consultant spain josemaria was extremely helpful i went from an engineer background to securing an offer with booz company highly recommended eho kim booz company alumni korea he helped me a lot to improve case interview skills seila osman accenture slovak republic he knows very well how to deal with the case interview process marcel amor

**Case Interview for Engineers** 2013-11 to land a management consulting job at any of the top firms including mckinsey bcg bain deloitte l e k oliver wyman and accenture you must get through several rounds of case interviews whether your interview is in a few weeks or even tomorrow this book is written to get you the maximum amount of knowledge in the least amount of time i cut out all of the filler material that some other consulting books have and tell you everything that you need to know in a clear and direct way with this shortcut guide you will understand and become proficient at the nine different parts of a case interview and know exactly what to say and do in each step learn the only framework strategy that you need to memorize to craft unique and tailored frameworks for every possible case scenario gain knowledge of basic business terms and principles so that you can develop an astute business intuition acquire the skills to solve any market sizing or other quantitative problem uncover how to differentiate yourself from the thousands of other candidates who are fighting to get the same job you are practice your case interview skills with included practice cases and sample answers also visit hackingthecaseinterview com for a one week online crash course to pass your upcoming interview

**Hacking the Case Interview** 2017 are you tired of being told by others self help books included what you should do drs allan
Zuckoff and Bonnie Gorscak understand that why this book is different whether it's breaking an unhealthy habit pursuing that dream job or ending harmful patterns in relationships the key to moving ahead with your life lies in discovering what direction is truly right for you and how you can get there the proven counseling approach known as motivational interviewing MI can help Drs Zuckoff and Gorscak present powerful self-help strategies and practical tools that help you understand why you're stuck break free of unhelpful pressure to change and build confidence for developing a personal change plan vivid stories of five men and women confronting different types of challenges illustrate the techniques and accompany you on your journey MI has a track record of helping people resolve long-standing dilemmas in a remarkably short time now you can try it for yourself and unlock your own capacity for positive action

Finding Your Way to Change 2015-05-22 Crack the Case System is a complete training program covering every aspect of the infamous case interview favored by top management consulting firms and a growing number of Fortune 500 companies David Ohrvall's step-by-step approach combines practical instruction on structuring analytics and communication as well as insider tips and insights gained from training thousands of candidates CTCs includes over 150 bonus videos on MBACase.com 42 practice cases homework and drills about the author David Ohrvall is the global expert on the topic of case interviews A dynamic and sought-after speaker he trains several thousand MBAs and undergraduates each year at premiere business schools around the world including Wharton Stanford Harvard Business School Chicago Booth Duke's Fuqua School of Business INSEAD Oxford and Cambridge David also has an extensive private coaching practice that has helped launch hundreds of candidates into consulting venture capital and a variety of industries David is a former management consultant Bain Company and a graduate of the Wharton School MBA Undergrad Learn more about David at MBACase.com

Crack the Case System 2011 Are you considering a job switch or a career change perhaps you are actively interviewing but haven't advanced beyond the phone screen or been offered the job or maybe just one or two questions always seem to find you at a loss for the right response Everyone can benefit from developing and keeping interviewing skills in top shape In this straightforward guide executive search expert and author of the 20-Minute Networking Meeting Marcia Ballinger spells out exactly what it takes to win your executive interview In this book Marcia reveals what really goes on during an executive interview from the other side of the desk how to prepare for different kinds of interviews and position yourself for success The very best ways to answer the most common interview questions This practical book gives you the strategy and tools for every interview and is a must-have for any executive job candidate

Winning the Executive Interview 2017-08-28 In the ultimate case interview workbook you'll sharpen your case interview skills to dominate your upcoming interview and land your dream consulting job Taylor Warfield a former Bain management consultant and interviewer provides essential practice problems and challenging cases to develop the skills needed to get multiple job offers Use this workbook to access 65 problems tailored towards each type of question in case interviews Feel confident across a range of interview questions including framework questions market sizing problems profitability assessments breakeven analysis charts graphs analysis brainstorming questions and other qualitative questions 15 full-length cases based on McKinsey BCG and Bain
interviews build business acumen across a variety of industries e.g., technology, retail, healthcare, energy, finance, non-profit, and functions e.g., strategy, operations, efficient practice that can be done individually or with a partner. Save yourself time by working through carefully crafted practice problems and cases that teach you a new concept, strategy, or takeaway each time. Warfield's former students include undergraduates, MBAs, advanced degree holders, and experienced hires. They have landed job offers at top consulting firms including McKinsey, BCG, Bain, Deloitte, E&K, Oliver Wyman, and Accenture as well as at Fortune 500 strategy groups. I felt really confident after my McKinsey interview. This book's cases prepared me perfectly; they were very similar to the ones I received in my first and final round interviews. McKinsey consultant and Wharton MBA candidate. I had very little time before my next BCG interview. This book provided me with plenty of practice that I could do by myself. After working through these cases, I felt excited going into my interviews. BCG associate and experienced hire. These cases were much higher quality than those found in other case books. The explanations were detailed and thorough, and I got to practice thinking like a true consultant. Bain consultant. Stanford undergraduate. Also visit hackingthecaseinterview.com for a one-week online crash course to pass your upcoming interview.

The Ultimate Case Interview Workbook 2019-07-31 in the marketing interview, Lewis C. Lin gives an industry insider's perspective on how to answer the most common and difficult marketing interview questions. The book will reveal answers to marketing interview questions, frameworks on how to tackle marketing case questions, biggest mistakes marketing candidates make at the interview, understand what interviewers are looking for, why they're looking for it, and how to deliver it. This book is ideal for anyone who is interviewing any marketing role including the most coveted roles in CPG, Tech, and Financial services. CPG: Pepsi, Clorox, Kraft Heinz, Nestle, Pepsi Colgate. S. C. Johnson, Unilever, Reckitt Benckiser, Hershey Foods, Campbell Soup Company, Tech: Apple, Amazon, Google, Facebook, Microsoft, Uber, Dell, HP, IBM, Cisco, PayPal, Yelp, Airbnb, Pinterest. Financial services: American Express, Visa, Citi, HSBC, UBS, Barclays, Santander, Standard Chartered, and more. Questions and answers covered in the book include what promotional strategies would you use for a Honey Nut Cheerios campaign, develop a social good campaign for Teavana, should Hidden Valley increase the price of its ranch dressing, Kit Kat sales declined year over year, why is that, and what would you do to address it? Tell me about a terrible product that's marketed well, and more. This new second edition includes chapters on digital marketing including A/B testing, landing page testing, lead scoring, and more.

The Marketing Interview 2018-05-10 what hidden skill links successful people in all walks of life? The answer is surprisingly simple; they know how to ask the right questions at the right time. Questions help us break down barriers, discover secrets, solve puzzles, and imagine new ways of doing things. The right question can provide us with not only the answer we need right then but also the ones we'll need tomorrow. Emmy Award-winning journalist and media expert Frank Sesno wants to teach you how to question others in a methodical, intentional way so that you can find the same success that others have found by mastering this simple skill. In Ask More, you will learn how the Gates Foundation used strategic questions to plan its battle against malaria. How turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems. How creative questions animated a couple of techie dreamers to brainstorm Uber. How journalist Anderson Cooper uses confrontational questions to hold
people accountable throughout ask more you’ll explore all different types of inquiries from questions that cement relationships to those that will help you plan for the future by the end you’ll know what to ask and when what you should listen for and what you can expect as the outcome

**Ask More** 2017-01-11 game changing tips and tricks to nail the case interview and launch your consulting career management consultants destin whitehurst and erin robinson give you need to know techniques for polishing your poise and tightening your case interview skills 20 days to ace the case interview preps you with the nuts and bolts of the case interview process with daily exercises mock interviews and industry know how designed to help you ace your interview think of this book as your twenty day intensive management consulting boot camp the perfect supplement to your arsenal of case interview lessons and material with this guidebook you will gain day by day structure daily case interview exercises progressively prep you ask the right questions fundamental frameworks teach you exactly what to ask under pressure learn from the pros review real life stories from consulting experts uncover unique strategies discover custom developed case interview tips straight from the authors go off script adapt what you’ve learned with our bonus case interview guides

**The Case Interview: 20 Days to Ace the Case** 2016-02-11 everything you need to know about building a successful world class consulting practice whether you are a veteran consultant or new to the industry an entrepreneur or the principal of a small firm the consulting bible tells you absolutely everything you need to know to create and expand a seven figure independent or boutique consulting practice expert author alan weiss who coaches consultants globally and has written more books on solo consulting than anyone in history shares his expertise comprehensively learn and appreciate the origins and evolution of the consulting profession launch your practice or firm and propel it to top performance implement your consulting strategies in public and private organizations large or small global or domestic select from the widest variety of consulting methodologies achieve lasting success in your professional career and personal goals the author is recognized as one of the most highly regarded independent consultants in america by the new york post and a worldwide expert in executive education by success magazine whether you’re just starting out or looking for the latest trends in modern practice the consulting bible gives you an unparalleled toolset to build a thriving consultancy

**The Consulting Bible** 2011-04-05 the ultimate insider’s look at the fine art of interviewing i had a fantasy the other night that this interview is so great that they no longer want me to act just do interviews i thought of us going all over the world doing interviews we’ve signed for three interviews a day for six weeks al pacino in an interview with lawrence grobel highly respected in journalist circles and hailed as the interviewer’s interviewer lawrence grobel is the author of well received biographies of truman capote marlon brando james michener and the huston family with bylines from rolling stone and playboy to the new york times he has spent his thirty year career getting tough subjects to truly open up and talk now in the art of the interview he offers step by step instruction on all aspects of nailing an effective interview and provides an inside look on how he elicited such colorful responses as i don’t like shakespeare i’d rather be in malibu anthony hopkins feminists don’t like me and i don’t like them mel gibson i hope to god my friends steal my body out of a morgue and throw a party when i’m dead drew barrymore i want you out
of here and i want those goddamn tapes bob knight i smoked pot with my father when i was eleven in 1973 he thought he was
giving me a mind extending experience just like he used to give me hemingway novels and woody allen films anthony kiedis in
the art of the interview grobel reveals the most memorable stories from his career along with examples of the most candid
moments from his long list of famous interviewees from oscar winning actors and nobel laureates to pulitzer prizewinning writers
and sports figures taking us step by step through the interview process from research and question writing to final editing the art
of the interview is a treat for journalists and culture vultures alike
The Art of the Interview 2010-05-05 rock stars and rap gods comedy legends and a list actors supermodels and centerfolds
moguls and mobsters a president over his unrivaled four decade career in radio howard stern has interviewed thousands of
personalities discussing sex relationships money fame spirituality and success with the boldest of bold faced names but which
interviews are his favorites it s one of the questions he gets asked most frequently howard stern comes again delivers his answer
this book is a feast of conversation and more as between the lines stern offers his definitive autobiography a magnum opus of
confession and personal exploration tracy morgan opens up about his near fatal car crash lady gaga divulges her history with
cocaine madonna reminiscs on her relationship with tupac shakur bill murray waxes philosophical on the purpose of life jerry
seinfeld offers a master class on comedy harvey weinstein denies the existence of the so called casting couch an impressive
array of creative visionaries weigh in on what stern calls the climb the stories of how they struggled and eventually prevailed as
he writes in the introduction if you re having trouble finding motivation in life and you re looking for that extra kick in the ass you
will find it in these pages interspersed throughout are rare selections from the howard stern show archives with donald trump
that depict his own climb transforming from manhattan tabloid fixture to reality tv star to president of the united states stern also
tells of his moby dick like quest to land an interview with hillary clinton in the run up to the 2016 election one of many newly
written revelations from the author he speaks with extraordinary candor about a variety of subjects including his overwhelming
insecurity early in his career his revolutionary move from terrestrial radio to siriusxm and his belief in the power of psychotherapy
as stern insightfully notes in the introduction the interviews collected here represent my best work and show my personal
evolution but they don t just show my evolution gathered together like this they show the evolution of popular culture over the
past quarter century
Howard Stern Comes Again 2019-05-14 this is a book about deeper listening that will help professionals become more
sensitive and enable closer communication this book is a must for professionals dr chirban shows us both how and why we
interview interviewing in depth will hold an important place on my shelf i hope you find it as warm and fascinating as i have allen
eivey ed a b p p distinguished university professor university of massachusetts this sensitive reflective and revealing book
supplies a most valuable anatomy of the deep structure of the personal interview as well as remarkable insights into people who
have left indelible marks on our times clinicians and lay readers will be both instructed and fascinated by this work thomas g
gutheil m d professor of psychiatry harvard medical school use this quote first i hope this useful and challenging book reaches
well beyond clinicians and other health professionals to anyone whose work depends upon face to face encounters its simple yet
radical message is that a successful interview is more likely to happen when collaboration personal attributes values and feelings are brought and made available by both participants recognizing that this is precisely what professional interviewers have avoided. Dr. Chirban skillfully shows how mutual visibility can be achieved but managed the interactive relational approach works. Readers will love seeing it in action especially with B.F. Skinner and Lucille Ball. Anthony G. Barrand, Ph.D., Department of Anthropology, Boston University in interviewing in depth, John T. Chirban presents an innovative and powerful interviewing approach the interactive relational that promises and delivers a clearer deeper portrait of the person by focusing on how the interviewer participates more fully in the interview through particular interaction in the relationship he or she establishes. Chirban shows how the interviewer manages his or her personal feelings while still maintaining a professional stance through excerpts of interviews in journalism, oral histories, and psychohistory. Chirban draws from his work with B.F. Skinner, Lucille Ball, Sandra Day O'Connor, and patients to illustrate how the interactive relational approach differs from more traditional techniques and applies to interviewing in the health professions, communications, and business as well as psychology.

**Interviewing in Depth** 1996-06-03 the spellbinding classic that started it all from the #1 New York Times bestselling author the inspiration for the hit television series a magnificent compulsively readable thriller. Rice begins where Bram Stoker and the Hollywood versions leave off and penetrates directly to the true fascination of the myth. The education of the vampire. Chicago Tribune here are the confessions of a vampire hypnotic shocking and chillingly sensual. This is a novel of mesmerizing beauty and astonishing force a story of danger and flight, of love and loss, of suspense and resolution and of the extraordinary power of the senses. It is a novel only Anne Rice could write.

**Interview with the Vampire** 2010-11-17 this is a concise introduction to the richness and scope of interviewing in social science research teaching the craft of interview research with practical hands-on guidance incorporating discussion of the wide variety of methods in interview-based research and the different approaches to reading the data this book will help you to navigate the broad field of qualitative research with confidence and get out there and start collecting your data.

**Doing Interviews** 2018-09-03 removing doubt in an interview is an innovative and successful approach to job interviewing that shows how to remove doubt in the eyes of the interviewer. It introduces a unique system that will work for virtually any position focusing on a person's skills and background then targeting potential doubts and how to remove them often the person who leaves the least doubt with the interviewers is the one who gets hired. The user-friendly style of removing doubt in an interview makes it easy to learn the system and get the job you want.

**Removing Doubt in an Interview** 2009-03-13 everyone at some point in their life will have to attend an interview. Whether they are applying for a job, a promotion, a training programme, or even a college course, the fact remains that a questioning process will occur and the need to create a good impression is essential. In its fifth edition, this extremely useful guide shows you how to portray professionalism and confidence and take control of the interview process breaking the process down into accessible steps. Rebecca Corfield identifies the ways in which you can prepare for an interview. Providing example questions and advice on how to answer them. There are also tips on what employers are looking for, and how to make a presentation during an interview and vital
information on how you should present yourself so that you make a good and lasting impression.

**Successful Interview Skills** 2009-08-03 inside interviewing highlights the fluctuating and diverse moral worlds put into place during interview research when gender race culture and other subject positions are brought narratively to the foreground it explores the facts thoughts feelings and perspectives of respondents and how this impacts on the research process.

**Inside Interviewing** 2003-03-21 the 2nd edition of this work has been completely rewritten to add new examples to better integrate the presentation of topics readers will see how the choice of topic influences question wording how the questions asked influence the analysis.

**Qualitative Interviewing** 2005 this book provides a valuable alternative to the traditional empirical interview the interactive relational approach which generates a clearer deeper portrait of the person interviewed.

**Interviewing in Depth** 1996-06-03 a girl covered in blood a missing man a coded fairy tale detective laura shaw seems to have it all a supportive husband a happy two year old and a great career she is her team s top victim interviewer a genius at getting vulnerable people to open up that s until she meets jenny a 14 year old assault victim who talks only in fairy tales jenny s stepfather is missing and the blood on her clothes isn t her own so laura s colleagues need answers fast but laura s strange behaviour makes the girl shut down even more leaving her bewildered partner niamh desperately trying to rescue the situation it seems that this case has triggered something deep within laura and jenny is not the only one with secrets as the clock ticks down laura teeters on the brink of disaster grappling with the biggest question of all is every life worth saving.

**The Interview** 2022-03-24 originally published why you london portfolio an imprint of penguin random house uk 2014.

**101 Job Interview Questions You'll Never Fear Again** 2016-05-03 from the creator of the popular website ask a manager and new york s work advice columnist comes a witty practical guide to 200 difficult professional conversations featuring all new advice there s a reason alison green has been called the dear abby of the work world ten years as a workplace advice columnist have taught her that people avoid awkward conversations in the office because they simply don t know what to say thankfully green does and in this incredibly helpful book she tackles the tough discussions you may need to have during your career you ll learn what to say when coworkers push their work on you then take credit for it you accidentally trash talk someone in an email then hit reply all you re being micromanaged or not being managed at all you catch a colleague in a lie your boss seems unhappy with your work your cubemate s loud speakerphone is making you homicidal you got drunk at the holiday party praise for ask a manager a must read for anyone who works alison green s advice boils down to the idea that you should be professional even when others are not and that communicating in a straightforward manner with candor and kindness will get you far no matter where you work booklist starred review the author s friendly warm no nonsense writing is a pleasure to read and her advice can be widely applied to relationships in all areas of readers lives ideal for anyone new to the job market or new to management or anyone hoping to improve their work experience library journal starred review i am a huge fan of alison green s ask a manager column this book is even better it teaches us how to deal with many of the most vexing big and little problems in our workplaces and to do so with grace confidence and a sense of humor robert sutton stanford professor and author of the no asshole rule and
the asshole survival guide ask a manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way erin lowry author of broke millennial stop scraping by and get your financial life together
Ask a Manager 2018-05-01 everyone has a purpose and according to oprah winfrey your real job in life is to figure out as soon as possible what that is who you are meant to be and begin to honor your calling in the best way possible that journey starts right here in her latest book the path made clear oprah shares what she sees as a guide for activating your deepest vision of yourself offering the framework for creating not just a life of success but one of significance the book s ten chapters are organized to help you recognize the important milestones along the road to self discovery laying out what you really need in order to achieve personal contentment and what life s detours are there to teach us oprah opens each chapter by sharing her own key lessons and the personal stories that helped set the course for her best life she then brings together wisdom and insights from luminaries in a wide array of fields inspiring readers to consider what they re meant to do in the world and how to pursue it with passion and focus renowned figures such as eckhart tolle brene brown lin manuel miranda elizabeth gilbert gilbert jay z and ellen degeneres share the greatest lessons from their own journeys toward a life filled with purpose paired with over 100 awe inspiring photographs to help illuminate the wisdom of these messages the path made clear provides readers with a beautiful resource for achieving a life lived in service of your calling whatever it may be
The Path Made Clear 2019-03-26 the 1 new york times bestseller that examines how people can champion new ideas in their careers and everyday life and how leaders can fight groupthink from the author of think again and co author of option b filled with fresh insights on a broad array of topics that are important to our personal and professional lives the new york times dealbook originals is one of the most important and captivating books i have ever read full of surprising and powerful ideas it will not only change the way you see the world it might just change the way you live your life and it could very well inspire you to change your world sheryl sandberg coo of facebook and author of lean in with give and take adam grant not only introduced a landmark new paradigm for success but also established himself as one of his generation s most compelling and provocative thought leaders in originals he again addresses the challenge of improving the world but now from the perspective of becoming original choosing to champion novel ideas and values that go against the grain battle conformity and buck outdated traditions how can we originate new ideas policies and practices without risking it all using surprising studies and stories spanning business politics sports and entertainment grant explores how to recognize a good idea speak up without getting silenced build a coalition of allies choose the right time to act and manage fear and doubt how parents and teachers can nurture originality in children and how leaders can build cultures that welcome dissent learn from an entrepreneur who pitches his start ups by highlighting the reasons not to invest a woman at apple who challenged steve jobs from three levels below an analyst who overturned the rule of secrecy at the cia a billionaire financial wizard who fires employees for failing to criticize him and a tv executive who didn t even work in comedy but saved seinfeld from the cutting room floor the payoff is a set of groundbreaking insights about rejecting conformity and improving the status quo
Originals 2017-02-07 are you new to qualitative research or a bit rusty and in need of some inspiration are you doing a research
A Practical Introduction to In-depth Interviewing
2015-05-18

For as long as we have been researching human memory, psychologists have been investigating how people remember and forget. This research is regularly drawn upon in our legal systems. Historically, we have relied upon eyewitness memory to help judge responsibility and adjudicate truth. But memory is malleable, prone to error, and susceptible to bias. Even confident eyewitnesses make mistakes, and even accurate witnesses sometimes find their testimony subjected to harsh scrutiny. Emerging from this environment, the cognitive interview (CI) became a means of assisting cooperative witnesses with recalling more information without sacrificing accuracy. First used by police interviewing adult witnesses, it is now used with many populations in many contexts, including public health, accident reconstruction, and the interrogation of terror suspects. Evidence-based investigative interviewing reviews the application of cognitive research to investigative interviewing, revealing how principles of cognition, memory, and social dynamics may increase the accuracy of eyewitness testimony. It provides evidence-based applications for investigators beyond the forensic domain in areas such as eyewitness identification, detecting deception, and interviewing children. Drawing together the work of thirty-three authors across both the academic and practice communities, this comprehensive collection is essential reading for researchers in psychology, forensics, and disciplines such as epidemiology and gerontology.

Evidence-based Investigative Interviewing
2019-02-21

Need to learn case interviews but don’t know where to start? This book is designed to get you up and running by using scripted examples and interviews with experienced recruiters. It gives readers an understanding of what a case actually is and how they can start to prepare. Case interviews are used extensively by most major recruiters, including McKinsey, Bain, BCG, Amazon, Google, and many more. This book contains interviews with recruiters from all of the above companies. The author, Stephen Pidgeon, is a former McKinsey consultant and interviewer who now works as a career coach at the Tuck School of Business. He coaches hundreds of candidates every year, many of whom are successful in their goal of landing their dream job. He is also the author of “How to Get a Job in Consulting.”

Case Interviews for Beginners
2014

Effective interviewing and interrogation techniques second edition is completely revised and updated so as to cover all the information a student needs to know to obtain answers from a witness, a victim, or a suspect, and how to interpret these answers with the utmost accuracy. Building on the previous edition’s groundbreaking search for truth in criminal and non-criminal investigations, this book contains five new chapters, which include coverage of false confessions, interviewing the mentally challenged, and the ethics of interrogation. In a post 9/11 world, this new edition includes highly
illustrated chapters with topics ranging from the psycho physiological basis of the forensic assessment to preparation for the interview interrogation question formulation projective analysis of unwitting verbal clues interviewing children and the mentally challenged and pre employment interviewing also included are several model worksheets and documents case studies and complete instructions for using the authors integrated interrogation technique a 10 point highly successful approach to obtaining confessions that can stand up in court the book concludes with an insightful look at the future of truth verification this book will be of benefit to attorneys coroners detectives educators forensic psychophysicists lie detection human resource professionals intelligence professionals and investigators as well as journalists authors jurists medical professionals psychological professionals researchers and students expanded coverage of statement analysis including actual statements from real cases new photos to aid in assessing nonverbal behavior added section on assessment of written statements

Effective Interviewing and Interrogation Techniques 2006-01-18 research and qualitative interviews brings into focus the decisions that the interviewer faces by taking a data led approach in order to open up choices and decisions in the process of planning for managing analysing and representing interviews the chapters concentrate on the real time moment by moment nature of interview management and interaction a key feature of the book is the inclusion of reflexive vignettes that foreground the voices and experience of qualitative researchers both novices and more expert practitioners the vignettes demonstrate the importance of reflecting on and learning from interactional experience in addition the book provides an overview of different types of interviews commenting on the orientation and make up of each type overall this book encourages reflective thinking about the use of research interviews it distinguishes between reflection reflective practice and reflexivity all the chapters focus on recurring choices dilemmas and puzzles offering advice in opening out and engaging with these aspects of the research interview

The Consulting Interview Bible 2014 qualitative researchers have long made use of many different interview forms yet for novice researchers making the connections between theory and method is not always easy this book provides a theoretically informed guide for researchers learning how to interview in the social sciences in order to undertake quality research using qualitative interviews a researcher must be able to theorize the application of interviews to investigate research problems in social science research as part of this process researchers examine their subject positions in relation to participants and examine their interview interactions systematically to inform research design this book provides a practical approach to interviewing helping researchers to learn about themselves as interviewers in ways that will inform the design conduct analysis and representation of interview data the author takes the reader through the practicalities of designing and conducting an interview study and relates various forms of interview to different underlying epistemological assumptions about how knowledge is produced the book concludes with practical advice and perspectives from experienced researchers who use interviews as a method of data generation this book is written for a multidisciplinary audience of students of qualitative research methods

The Research Interview 2016-04-29 the use of complex graphs in case interviews has exploded interviewees have a very short time to look at the graph analyze it extract what is important and apply it to their answer this book was designed to help
understand the role of graphs in consulting both during an interview and on the job the authors introduce the ivy graph framework to assist the analysis of graphs during interviews in addition the book provides ten sophisticated cases with numerous graphs per case

Reflective Interviewing 2010-02-11 the case interview workbook contains 60 case questions for management consulting interviews with complete solutions every case is compiled and edited by a team of ex consultants from mckinsey company the boston consulting group and bain company this book fills the gap left by others by providing you with plenty of high quality cases to practice on before your interview many cases are from actual interviews at the top tier firms and cannot be found elsewhere after working through this book you will be prepared for every type of case question you may encounter market sizing estimation operations industry analysis pricing growth strategy marketing investment m a market entry customer segmentation profitability valuation logic issue identification cost analysis market expansion and brainteasers to name a few these cases will help you prepare for interviews at leading management consulting firms including mckinsey company the boston consulting group bain company oliver wyman strategy formerly booz company a t kearney roland berger and l e k as well as for consulting roles at large firms such as accenture deloitte pwc ey and kpmg note that is a workbook designed to complement other preparation books you will have a hard time solving these cases without learning first elsewhere how to do so e g which frameworks to use how to use them and how to structure a solution

Case in Point 2016
The Case Interview Workbook: 60 Case Questions for Management Consulting with Solutions 2018-09-14
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