

## Banking & Financial Markets Interview Questions

*These are example questions that have been reported to be asked at interviews. It isn't useful to memorise or try and find a perfect answer to all of them – more to use them as an example of the types of topics employers are interested in.*

### Fit questions

*Questions that ask you about your experience, your qualities/attitudes/attributes and your motivation for the role.*

1. What is your greatest achievement?
2. What was your worst experience working in a group?
3. What steps do you take to remain resilient under pressure?
4. Walk us through your CV.
5. How do you work in a team dynamic?
6. What would you bring to our team?
7. What are your strengths and weaknesses?
8. Tell me about a time you missed a deadline.
9. Tell us about yourself.
10. What are your career goals?
11. Why should we *not* hire you?
12. How would your former manager describe you?
13. How do you deal with a colleague who isn't cooperative?
14. Tell us about a project you've worked on in the past.
15. Have you ever been in a role in which you were rated on performance?
16. Tell us about a view you have on anything.
17. Describe a challenging project you've worked on.
18. When are you ready to begin the internship?
19. What is the hardest decision you've ever made?
20. How would your friends describe you?
21. Tell us about a time you were a team player.
22. Have you ever been in an unethical situation during your college or professional career?  
How did you deal with the situation?
23. What motivates you?
24. What perspective can you bring to this team?
25. How do you handle stress?
26. What is some feedback you've received, and how did you handle it?
27. Where do you see yourself in five years?
28. What would your perfect day look like?
29. Highlight three things on your CV.
30. What was it like working at your former employer?
31. Tell me about a time you needed to display superior analytical skills.
32. Describe something difficult you've accomplished.
33. How do you prioritise your work?
34. Do you prefer to work alone or in a team?
35. How do you evaluate success?
36. Explain a time you overcame adversity. Tell us about a time you realised something was wrong.
37. Why do you want the job?
38. Tell me about a time when you had to go beyond your job to get an issue resolved.
39. What was the last book you read?
40. What's a habit that's annoyed you in a colleague?
41. Tell me about yourself without mentioning anything on your CV.

42. Why are you interested in financial markets?
43. What differentiates you? Tell us something that isn't on your CV.
44. Tell me about a time you had to convince someone.
45. What is an achievement you are proud of?
46. Tell me about a time when you were confused about details of a request. What steps did you take to clarify things?
47. Tell me about a time when you balanced competing priorities.
48. Tell me about how you handle constructive criticism.
49. Describe a time where you showed teamwork.
50. How do you think you can contribute to [our firm]?
51. What are your weaknesses - and how can you turn them into strengths?
52. Why do you want to work in financial services?
53. What is the most unique thing about you?
54. What are you looking for in this position?
55. What's something you picked up recently and why?
56. Why did you choose the subject(s) you're studying?
57. Tell me about yourself.
58. What are your strengths and weaknesses?
59. What recent financial discovery has interested you and why?
60. How do you prioritise your work?
61. What's been the hardest career choice you've had to make?
62. What would you do if your team was behind in a task?
63. Give an example of a conflict.
64. Think about a time when you needed to learn a new skill for an assignment. What steps did you take and how did you apply them?
65. What would your strategy be to manage a team?
66. How would your experience assist you in this role?
67. What is your competitive edge?
68. Do you have any questions for me?

### **Questions about the firm and/or role**

#### *Questions that focus on your interest in a particular firm, role or department*

1. Tell me about a current news story involving [our firm].
2. Why are you interested in [our bank/firm]?
3. What are you passionate about?
4. What do you like to do for fun?
5. Why are you interested in [department]?
6. Why are you interested in this position?
7. What do you think you'll be doing in your role?
8. How is our [department] set up here?
9. What is [our bank's/firms'] long-term business strategy?
10. What are important factors in helping a client?
11. How would you bring our core values to work?
12. How would you describe [our bank/firm]?
13. Why did you choose [department] over others?
14. What do you think your day-to-day life would look like in this role?
15. What's a market trend that you think [our firm] should keep an eye on?
16. Why this particular role?
17. What steps did you take to learn about the program you applied for?
18. What are the core principles and values of [our firm]? Do you align with them? How?
19. What value do you add to the company?
20. Where have you showed leadership?
21. How well do you work under stress?

22. Describe a time you worked with a difficult person.
23. Have you ever been in a misunderstanding with a team member? How was it resolved?
24. What do you imagine your clients will be like?
25. What is your experience working with clients?
26. What does a private bank do?
27. What does an asset manager do?
28. How do you fit this role?

### Technical & scenario questions

*Questions that focus on the technical aspects of a role and/or take the form of a scenario. These example questions are not 'technical' in the 'engineering' sense, but more about how you approach situations, problems and calculations.*

1. You get a two-hour deadline from your director to complete a task that takes two hours. An MD walks in and asks you to perform something immediately. What do you do?
2. Name one conflict you've previously encountered, how it was resolved, and what you learnt from it.
3. Estimate how many people travel through Heathrow airport on any given day.
4. If you were the CFO of a tech company with £200bn to spend, what would you spend it on?
5. Would you rather have £1m now or £100k a year for the rest of your life?
6. What is the next big technology?
7. Design a car park.
8. You have eight balls, seven of the same weight and one heavier than the others. How do you find the heavy ball in just two steps?
9. Tell us some uses for a coat rack, aside from hanging clothes.
10. Describe recent macroeconomic developments.
11. How do you see interest rates moving?
12. How will traditional banks be supplemented or substituted by fintechs?
13. Tell me about some news you heard recently.
14. Tell me about the cash flow of a food van.
15. How many times a day do the hour and minutes hand on a clock intersect?
16. What is the role of a central bank?
17. Tell me about a time you had to analyse information from multiple sources in order to make a decision. Walk me through your process.
18. What are the greatest challenges the financial service industry will face in the next 5 years?
19. Tell me about a time you had to collect and analyse data.
20. What two companies do you think should merge? Why?
21. If you flip an unbiased coin 100 times, what's the change of getting heads at least 55 times?
22. When was a time you felt there was a bad business practice at work or university? What did you do about it?
23. How will AI benefit the financial services industry?
24. Explain a financial concept you know very well.
25. In your own words, explain what happened in the markets last quarter.
26. Have you ever explained difficult concepts to someone with no knowledge of them?
27. Is the economy heading towards a recession, if we aren't in one already?
28. How would you go about valuing a car washing business?
29. Tell me about a time you went out of your way to help a customer, client, or colleague. What did you do and what was the outcome?
30. What are some industry trends that you've been following?

31. What are the things you look for when contemplating a new client prospect?
32. What's a deal you've been following in the news?
33. What is an investment you are considering making?
34. Give one example of a situation where you had to balance the urgency of a task with attention to detail.
35. Find the angle between the hour hand and minute hand of a clock for a given time.

### **Investment Banking/Investment roles**

*These questions are more focused on financial markets, investment and investment banking – they test your interest and knowledge of the market.*

1. Why do you want to pursue a career in investment banking?
2. What does an investment bank do?
3. Tell us about three recent deals that we advised on.
4. Walk me through a Discounted Cash Flow [DCF].
5. Do you have any [financial] modelling experience?
6. What is a fund?
7. Compare the costs of equity and debt.
8. How would you analyse a balance sheet?
9. Explain two different valuation methods.
10. What is a circular reference in an LBO?
11. Walk me through a cashflow statement.
12. What are some characteristics of a good analyst?
13. What is the formula for a debt ratio and Weight Average Cost of Capital? How do they impact a company?
14. What metrics would an investor consider when investing in an IPO?
15. Analyse this income statement.
16. What is the three-statement model?
17. Estimate the average payroll of a [coffee chain] on your university campus.
18. What is enterprise value?
19. What is an LBO?
20. How do you value a sports team?
21. How do you calculate free cash flow?
22. Estimate the revenue and net income of a local coffee shop.
23. What impact would cutting interest rates have on the yield curve?
24. How you calculate Beta?
25. How do you stay up to date on market trends?
26. What price will the S&P500 have a year from now?
27. Tell us about an industry that you follow.
28. Which of these two asset classes are riskier?
29. Rank the cap rates for the following property types: hotel, office, retail, multi, industrial.
30. Would there be a difference in the yield of a 20-year, 10-year, and 30-year bond, assuming interest rates remain constant over the next 30 years?
31. Explain different options strategies and how these can help hedge a position.
32. If there is a forthcoming recession that is apparent from the data, how would you manage your portfolio between growth and value investing?
33. What is your favourite asset class?
34. How do prices change with volatility?
35. What are the Greeks? How are they used?
36. What are the different measures of volatility?
37. What are some assumptions of the Black-Scholes model?
38. What is your market outlook for 2025?
39. What is one investment you would recommend, given the state of the market?

## Recruitment Essentials

40. How do you calculate EBITDA?
41. What are some of the differences between equity and debt capital markets?
42. How would you invest £1m?
43. What is carry cost?
44. How do you calculate EPS?
45. How are the three accounting statements linked?
46. Walk me through an LBO.
47. What's the difference between enterprise and equity value?
48. What is the current price of the S&P500?
49. What would a trader have to buy and or sell to hedge a digital option?
50. Walk us through the key line items of an LBO to get to FCF.
51. List out the components of an income statement.
52. What is the difference between COGS & SG&A?
53. What are some of the most common methods to value a stock?
54. Why would two companies in the same industry have a different WACC?
55. Why is the cost of debt always lower than the cost of equity?
56. What's a company that you would lend money to?
57. What drives asset prices?
58. How will interest rate changes affect a bank's balance sheet?
59. What's a Sharpe ratio? How do you use it to define performance?