

International Business Consultant Interview Questions And Answers Guide.



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International Business Consultant Job Interview Preparation Guide.

Question # 1

Please explain Use Case Model?

Answer:-

Use case model shows sequence of events and stream of actions regarding any process performed by an actor.

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Question # 2

Tell me in your previous experience, what kind of documents you have created?

Answer:-

I have worked on, Functional Specification Documents, Technical Specification Documents, Business Requirements Documents, Use Case Diagram etc.

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Question # 3

Explain Application Usability?

Answer:-

Application usability is actually the quality of the system that makes the system useful for its end users. System's usability is good if it is capable of achieving users' goals. Personas are basically social roles, performed by any actor or character. It is derived from a Latin word meaning character. In marketing terminology, it represents group of customers/end users.

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Question # 4

Tell me what is SQUARE stands for?

Answer:-

SQUARE stands for Security Quality Requirements Engineering. It is one of the software engineering steps that mainly focus on documenting the security requirements of the system.

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Question # 5

Explain me have you ever used Kano Analysis in your previous jobs and how do you define it?

Answer:-

Yes, I have used Kano Analysis in one of my previous jobs. Kano Analysis is used to analyze a system in terms of its requirements to identify its impact on customers' satisfaction.

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Question # 6

Tell me how can you differentiate between pool and swimlane?

Answer:-

A swimlane is related to group activities on an activity diagram while a pool is dedicated activity to a single person.

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Question # 7

Please explain Agile?

**Answer:-**

Agile is basically a technique that uses several light-weight methodologies such as Rapid Application Development (RAD), Extreme Programming (XP) and SCRUM. All these methodologies focus on the development of iterative solutions.

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Question # 8

Explain me a time when you have been part of a team. Describe challenges you faced as being part of that team. Have you ever challenged a leader/boss, whether at college or in previous work experience?

Answer:-

Similar to the previous question, firms want to recruit future leaders, but they also want to hire good team players, so there will also be questions around how you act in a team environment (remember, all Management Consulting projects are done in teams).

You need to draw on your experiences and have prepared a couple of solid team examples and also examples of issues you faced and how you dealt with them as a team player. Showing solid initiative is also evidence of leadership; knowing how to navigate a difficult situation in a team dynamic will earn you big-time points with the interviewer.

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Question # 9

Tell me what are your main strengths? What kind of "strengths" feedback have you received from previous job reviews?

Answer:-

Be prepared with an answer that uses examples from your previous work and educational experiences to highlight your strengths. Be specific. This is a question you should be able to respond to automatically and flawlessly.

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Question # 10

Tell me what are your thoughts on ethics in business?

Answer:-

For this question, in a Management Consulting interview, there is no grey area in your response to this question. You believe integrity is important and that business people should go out of their way to avoid any questionable situations.

You also could suggest that maintaining client confidentiality and prioritizing the needs of the client are highly valuable and necessary priorities for any successful businessperson-especially a Consultant. (For Consulting firms, these attributes are critical to their business.)

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Question # 11

Tell us why do you enjoy business development?

Answer:-

Say that you feel that business development is the heart of a healthy business and it is extremely rewarding to see a business grow on the back of your decisions and actions.

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Question # 12

Explain why do you enjoy working with people so much?

Answer:-

To answer this effectively it is best to say that you find that working with others is the most enjoyable and fulfilling way to develop new ideas and implement solutions. Say that working in a team environment allows many different skills to be brought together to produce better results in less time.

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Question # 13

Do you know what is a flowchart and why it is important?

Answer:-

Flowchart shows complete flow of system through symbols and diagrams. It is important, because it makes the system easy to understand for developers and all concerned people.

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Question # 14

Tell me what is SaaS?

Answer:-

SaaS means Software as a Service. It is related to cloud computing. It is different from other software as you don't need this type of software to be installed on your machine. All you need is an Internet connection and a Web Browser to use it.

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Question # 15

Tell me do you have any idea about Pugh Matrix?

Answer:-

Pugh Matrix is used to decide about the most optimal and alternate solutions. This technique is now a standard part of Six Sigma technique. It is also known as



problem or design matrix.

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Question # 16

Explain the five basic elements' categories in BPMN?

Answer:-

They are Flow Objects, Data, Connecting Objects, Swimlanes and Artifacts.

[Read More Answers.](#)

Question # 17

Explain me Use Case points?

Answer:-

Use Case points are used to evaluate the cost of work done to develop the system.

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Question # 18

Tell me how would your previous boss/sibling/friends describe you? How about if he/she/they were to describe you in only 1 word (or 3 words, or 5 words)?

Answer:-

Be honest, but be positive. If your former boss didn't like you (for whatever reason), be sure to mention the positive qualities that you feel confident this former boss would mention about you.

Be sure to describe yourself to the interviewer through the lens of the other person. Even if you perceive yourself to be a certain way, if you know that others do not, then don't discuss this. Discuss what they would think of you, not what you would like them to think of you.

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Question # 19

Tell me what was the last book you read (or film you saw)? Variation: What is your favorite book (or film)?

Answer:-

Be honest. This is an opportunity for you to highlight your interests, as long as the insights or takeaways from the book or film can be well articulated. Bonus points if the discussion can be used to highlight an important concept in the business world or in Consulting specifically. For this reason, we think a book on an industry that you are interested in generally prompts good discussion.

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Question # 20

Please explain why do you think you're good at sales?

Answer:-

If you have a proven track record in sales, say so and give some examples. Mention how you are a good listener, good at interpreting a person's motive and intention and that you feel confident in closing deals.

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Question # 21

Tell me do you enjoy working to targets?

Answer:-

Absolutely! Say that you are very much motivated when working in a target-orientated role and enjoy being the first to hit targets.

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Question # 22

Explain me how do you go about selling unpopular ideas to people?

Answer:-

Say that you focus on the positive aspects of the idea and explain why it will eventually benefit everybody. Ideas may be unpopular but their outcomes are often welcomed once people understand better what is being proposed.

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Question # 23

Tell me what do you like to do on the weekend/for fun/in your spare time?

Answer:-

Be honest but be prepared for this because, like the previous question, this is an opportunity for you to highlight your interests and articulate what is it you enjoy doing (whether it is traveling, surfing or painting). You are trying to paint a picture of an interesting person whom the Consultant interviewing you would enjoy spending time with.

Ideally, you'll select something that can lead to an interesting discussion about a recent experience (for example if you enjoy surfing, you might have recently been surfing for a weekend with friends, and you can provide details about the trip, what the waves were like, how the experience made you feel, why you enjoy it so much, etc.).

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Question # 24

Tell me what is your biggest failure?

Answer:-

This question is also less common today.

However, be prepared with an answer that shows that you really did have a difficult learning experience-some sort of obstacle to overcome-and that you really did learn something from that experience and have integrated it into how you live today. This shows resiliency, and it's a valuable attribute to have in Consulting. To put it mildly, not all Consulting projects come off easily and smoothly. The ability to "turn lemons into lemonade" can be an asset for you in your career and in your interview process.

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Question # 25

Tell me would you sacrifice quality to meet a deadline?

Answer:-

Do plenty of prep before hand, the questions aren't hard but it's definitely worth a look over! It is also important to be open, friendly and enthusiastic. The training scheme means you can pick up any technical knowledge you need so their real focus is on hiring those with great inter-personal skills and an ability to learn fast. The technical and business pathways are assessed together but not ranked together meaning there is no need to panic about not knowing all the technology ins and outs.

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Question # 26

Tell me what does PEST stand for?

Answer:-

It means Political, Economic, Social, and Technological. It is used to analyze business environment, in which it has to be operated.

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Question # 27

Tell me do you know what 8-omega is?

Answer:-

It is a business framework that is mainly being adopted by firms and organizations for the betterment of their business. Its key factors are Strategy, People, Process, Technology.

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Question # 28

Tell me the user centered design methodology?

Answer:-

It all depends on the end users. In such scenario, we develop the system with a user's point of view. Who are the end users, what they require etc. Personas are basically social roles, performed by any actor or character. It is derived from a Latin word meaning character. In marketing terminology, it represents group of customers/end users.

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Question # 29

Tell me what is a 100-point method?

Answer:-

This method is used to assign priority to different steps in a process. Each group member is supposed to assign points to different steps. In the end all the points for each step are calculated. The step having the highest points has the highest priority.

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Question # 30

Do you know what does UML stand for?

Answer:-

It stands for Unified Modeling Language.

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Question # 31

Tell me what do you think is better, the Waterfall Model or Spiral Model?

Answer:-

It all depends on the type and scope of the project. Also a life cycle model is selected on the basis of organizational culture and various other scenarios to develop the system.

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Question # 32

Tell me what BPMN stands for?

Answer:-

It is Business Process Model and Notation. It is a graphical representation of business processes.



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Question # 33

Tell me the four key phases of business development?

Answer:-

They are Forming, Storming, Norming, and Performing.

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Question # 34

Do you know what does JAD stand for?

Answer:-

It means Joint Application Development.

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Question # 35

Tell me the two types of diagrams heavily used in your field?

Answer:-

The two diagrams are Use Case Diagram and Collaboration Diagram

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Question # 36

Tell me as a business analyst, what tools, you think are more helpful?

Answer:-

There are many but I mostly use, Rational Tools, MS Visio, MS Word, MS Excel, Power Point, MS Project.

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Question # 37

Explain what do we mean by SWEBOK?

Answer:-

It means Software Engineering Body of Knowledge.

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Question # 38

Tell me what are exceptions?

Answer:-

These are the unexpected situations or results in an application.

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Question # 39

Explain what is the difference between Business Analyst and Business Analysis?

Answer:-

Business Analysis is the process performed by the Business Analyst.

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Question # 40

Please explain how many key areas are there in a Kano Analysis?

Answer:-

They are three in number, namely as Unexpected Delighters, Performance Attributes and Must Have Attributes.

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Question # 41

Tell me what are extends?

Answer:-

Extends are actions that must take place in a use case.

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Question # 42

Tell me what is BPMN Gateway?

Answer:-



BPMN Gateway is a processing modeling component that is used to control flow of interaction, sequence of processes.

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Question # 43

What is meant by an alternate flow in a use case?

Answer:-

It is the alternative solution or activity in a use case that should be followed in case of any failure in the system.

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Question # 44

Tell me what do you know about GAP Analysis?

Answer:-

It is a process of comparing and determining the difference between two things or processes.

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Question # 45

Tell me what would you do if you had problems with your manager or a fellow consultant on the job?

Answer:-

This is just another version of the team and leadership questions. Rather than answer directly what you would do, give an example of your own when you were faced with such a situation and describe how you dealt with it and how it might apply to the current situation. A good idea for this variation of the question is to note that it really does depend on the situation and that the most important things to keep in mind as you weigh your options are respect for all individuals involved, and honoring the needs and priorities of the client.

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Question # 46

Tell me do you work well under pressure and manage your time well? How do you manage your time?

Answer:-

This is a silly question, because who would answer "no"? But this is an opportunity for you to highlight specific examples of you working well under pressure. Be careful to avoid examples where you could have prevented being under pressure, such as by procrastinating. As for managing your time, the interviewer wants to hear how you prioritize key tasks, set specific time and action goals, maintain to-do lists, etc. If you keep a detailed, organized planner, show it to him or her and explain your system!

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Question # 47

Tell me how do you manage frequently changing customers' requirements while developing any system?

Answer:-

As a business analyst, I would develop a document stating clearly that no change will be accepted after a certain period of time and get it signed by the user.

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Question # 48

Tell me two documents related to a use case?

Answer:-

The two documents are FRD (Functional Requirement Document) and SDD (System Design Document).

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Question # 49

Explain a time you led a team. Describe your leadership style and the obstacles you faced as the team's leader?

Answer:-

Firms want to recruit future leaders, and so a small part of the interview process will be around "shows signs of leadership." These questions appear to be becoming less common, but they still occur.

You need to draw on your experiences and have prepared a couple examples of leadership and of obstacles faced, and how you overcame them as the leader. It can be in sports, in a college experience, or even in your previous work experience.

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Question # 50

Tell me what are your main weaknesses? Weaknesses feedback from previous job reviews?

Answer:-

As with the "failure" question, this is about showing your ability to recognize areas for improvement. However, make sure that these areas for improvement do not include core Consulting skills! For example, don't say something like "I'm afraid of Microsoft Excel and am worried that I'm never going to learn how to use it!"

A much safer response will revolve around a weakness that has been identified and resolved in the past. Be prepared with an answer that shows that you have integrated the lessons from this problem and have improved or are working on improving these weaknesses.

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Question # 51

Tell me why did you leave job X or not stay in that field (such as where you did a previous summer internship)?

Answer:-

As long as you've prepared and practiced an answer for each experience/interest on your resume, this should not be hard. (In most cases, for college students especially, the answer is easy: it was time to return to school!)

If your previous job was not in Management Consulting (as an intern, for example), you can use this question as an opportunity to compare your previous experience to Management Consulting, and why you think the switch is a better fit for you.

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Question # 52

Explain what do you think makes a good salesperson?

Answer:-

A good sales person needs to be friendly and professional, to be a good listener and an excellent speaker. Above all, they must be confident and extremely knowledgeable about the products they are selling.

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Question # 53

Tell me what steps are required to develop a product from an idea?

Answer:-

You have to perform, Market Analysis, Competitor Analysis, SWOT Analysis, Personas, Strategic Vision and Feature Set, Prioritize Features, Use Cases, SDLC, Storyboards, Test Cases, Monitoring, Scalability.

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Question # 54

Tell me do you have suggestions to make an effective use-case model?

Answer:-

Yes, I would suggest making two separate diagrams. One serves as a use-case and the other serves as an actor diagram. So that we can highlight all the possible activities in a use case & in actor diagram and then we can merge both the diagrams to get an effective use-case diagram.

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Question # 55

Explain an example of when you decided to do something you did not want to do?

Answer:-

This is, surprisingly, another variety of the same question, but it is tricky. The reason is that you want to show that you are a leader and a great team player, so when answering this question be cautious to use an example that does not suggest that you failed to "step up"-i.e., failed to live up to the expectations of those around you. Much better would be to use an example where you were unsure at first whether X was the right course of action, but upon further contemplation, decided that it was-and then did X to the best of your ability.

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Question # 56

Tell me was there any situation at work or in college when you regretted acting unethically?

Answer:-

Your purpose here is to use a difficult example in which you regret your decision. Be sure to express earnest regret and discuss how this has affected your behavior going forward.

The purpose of this question is to show the interviewer that honesty and ethics are extremely important to you. This is an area where you want to leave no doubt in their mind, especially in light of recent scandals involving senior consultants at top firms like McKinsey.

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Question # 57

Explain me an example of a time when you had to sell an unpopular idea to someone?

Answer:-

If you have an example from work experience this is ideal, however, do not be concerned if you do not. You could give an example from your private life, such as persuading a friend or family member to get involved with something they were not really interested in. Good sales skills are transferable to life.

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Question # 58

Tell us how would you get to understand and cater to a prospect's specific needs?

Answer:-

Say that you listen to their needs and then propose a solution that will meet a majority of their needs. If there are any gaps in the product offering, explain that workarounds can be developed to ensure that business runs smoothly.

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Question # 59

Tell me do you think Activity Diagram is important and how?

**Answer:-**

As the name implies, activity diagram is all about system activities. Main purpose of activity diagram is to show various activities taking place in an organization in different departments.

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Question # 60

Explain me how many types of actor can be there in a Use-Case?

Answer:-

There are primary and secondary actors. Primary actors start the process and secondary actors assist them. Moreover, actors can be of four types such as Human, System, Hardware and Timer.

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Question # 61

Tell me what experience on your resume has had the greatest impact on you?

Answer:-

The answer to this question can go a lot of ways, but be cautious not to be too dramatic. Use the questions as an opportunity to highlight your skills, experience and interests-especially as they may apply in the Management Consulting profession.

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Question # 62

What attracted you to this role as International Business Consultant?

Answer:-

To answer this you need to show a good understanding of the company and say that you are keen to be part of a dynamic team to help the company grow and develop. The aim of business development is to develop growth opportunities, so you must show a keen interest in working with their products and services.

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Question # 63

Explain me what's your ideal working environment?

Answer:-

Say that you enjoy working in a team environment. Describe the environment in such a way as it sounds similar to the work environment you believe the company has adopted.

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Question # 64

Differentiate between the Fish Model and V Model?

Answer:-

Fish model is comparatively very costly and time consuming, while, V model requires less time and cost. Moreover, Fish model is used when there were no ambiguities in the customers' requirements. Otherwise, other model is preferred.

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Question # 65

Tell me what FMEA stands for?

Answer:-

It means Failure Mode and Effects Analysis. It is a failure analysis, that is used mainly in product development, system engineering and operations management. This analysis is performed to figure out various failure modes and their severity in any system.

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Question # 66

Tell me how do you define Personas?

Answer:-

Personas are used instead of real users that assist developers and technical team to judge the user behavior in different scenarios, more clearly. Personas are basically social roles, performed by any actor or character. It is derived from a Latin word meaning character. In marketing terminology, it represents group of customers/end users.

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Question # 67

Explain Pair-Choice Technique?

Answer:-

The pair-Choice Technique is used to give priority to various items in a process. It is mainly used when distinctive stakeholders are involved in the project. This technique asks from the group to compare each item with the other and select the one having highest priority.

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Question # 68



Tell me what INVEST stands for?

Answer:-

INVEST means Independent, Negotiable, Valuable, Estimable, Sized Appropriately, Testable. It can assist project managers and technical team to deliver quality products/services.

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Question # 69

Tell me what is your biggest accomplishment?

Answer:-

This question is less common today, largely because the answers to it tend to be pretty bland.

However, be prepared with an answer that shows an accomplishment that is not necessarily the standout point on your resume. It allows the interviewer to learn about another accomplishment that is not as obvious, and thereby gain more insight into you and respect for your abilities.

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Question # 70

Explain what do you enjoy most/least about teamwork?

Answer:-

Teamwork is central to most roles today; few people work in isolation. Answer that you like seeing how a group of people with a wide skill set can work together to achieve results not possible by any individual.

For the least enjoyable part of teamwork, try to keep it positive by saying that you sometimes prefer to concentrate on more complex problems in a quiet environment so there are times when the team environment can be a little distracting.

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Question # 71

Please explain how would you identify a new market to enter?

Answer:-

Analysis of sales data should help to identify possible new markets. This would be followed up with some market research.

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Question # 72

Tell me what is OLTP Systems?

Answer:-

OLPT stands for On-Line Transaction Processing; such systems are capable to perform database transactions and are meant to provide good speed for database transactions. These systems are mainly used for data entry and retrieving data from the database.

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Question # 73

Tell me in your words, what is database transaction?

Answer:-

When we perform any activity in a database, such as addition, deletion, modification, searching etc. is said to be a database transaction.

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Question # 74

Tell me did you get an offer to return from your previous summer internship?

Answer:-

If you did get one, that is a positive answer. Explain why you got the offer, and why you'd rather work in Consulting instead.

If not, find a way to logically explain why you did not. Do not go too deeply into negative details surrounding your work performance, unless you have a well-thought out way to explain how this will not happen in your next job.

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Question # 75

Tell me what is Pareto Analysis?

Answer:-

It is a decision making technique, also known as 80/20 rule. It is used for quality control and defect resolution. It explains few factors that can be responsible for big problems. It is named as 80/20 rule, because as per this rule, 80 % effects in the system, arises from 20 % causes.

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Question # 76

Tell me can you define mis-use case?

Answer:-

It is a term derived from use-case. Unlike use case, a mis-use case is something that shows -what kind of malicious activities can be performed by an actor that may result in system failure.



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Question # 77

Explain me Scrum Method?

Answer:-

It is one of the agile methods, used to develop iterative information systems. In this method a small team works on the assigned tasks for a time period of 30 days usually.

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Question # 78

Explain me BCG Matrix?

Answer:-

The Boston Consulting Group (BCG) matrix is developed to analyze several of business processes and new product offerings from companies. It is a useful tool that can be used in portfolio analysis, strategic management, product management, and brand marketing.

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Question # 79

Tell me do you have any idea about Agile Manifesto?

Answer:-

Agile Manifesto is a guide for software developers about the development principles to ensure iterative solutions.

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Question # 80

Explain me Benchmarking?

Answer:-

Benchmarking is about measuring performance of an organization to compete in the industry. In this process a company may measure its policies, performance, rules and other measures.

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Question # 81

Tell us what motivates you in your work?

Answer:-

Hitting targets and achieving goals is your main motivation. Say that you are motivated by the desire to do a great job and to help improve business.

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