

1. Biggest weakness and strength? (why shouldn't we hire you = what's your biggest weakness?)
2. Why should we hire you over the other 100 candidates we are going to interview this year?
3. What is the hardest thing you have ever done? Biggest accomplishment?
4. What motivates you?
5. Tell me about a time that you failed/your biggest failure.
6. Walk me through your resume.
7. What are your short/long-term goals?
8. Why are you passionate about the markets?
9. How do you stay up to date with the markets?
10. Rate yourself on a scale of 1 to 10 on the type of risk taker you are. Tell me why and give examples to support your claims. (What is the biggest risk you've ever taken?)
11. Tell me about a time when you had to deal with a difficult client
12. You look like someone nice; how would I know that you can deal with a difficult client?
13. How do you work in teams?
14. Describe a time when you worked successfully in a team.
15. Describe a time when you worked successfully as a leader
16. What kind of manager do you like?
17. Give me an example of something quantitative you've done in the past.
18. Why did you change jobs from Ernst & Young to Deutsche Bank?
19. Tell me something you've quit.
20. Have you ever dealt with an ethically ambiguous situation? What did you do?
21. Tell me about yourself - personal.
22. Tell me a joke. (Make sure it is clean)
23. If you could have dinner with anyone dead or alive, who would it be?
24. How would a friend describe you? How would your boss describe you?
25. If we give you the offer right now, what would you say?
26. What's the most important thing to you?
27. Name the best party you've ever been to.
28. If you had a day to do anything you like, what would you do? (What's your biggest dream?)
29. What do you think of affirmative action?
30. What do you think of the president?
31. What's your favorite sport?
32. What interests you outside of work?
33. Why business school?
34. Why This particular bschool??
35. What's your favorite class? Teach me something from that class. What was your grade in that class?
36. Do you like This particular bschool? What do you like/dislike?
37. How has B school changed your life?
38. What is your least favorite class?
39. Outside of classes, what is your favorite thing at school?
40. Are you entrepreneurial?
41. How creative are you? Give an example.
42. What qualities do you think make someone successful in business?
43. What are you learning that will help you in your work with us?
44. What would you like me to know most that is not in your resume
45. How do you evaluate your success or the success of others?
46. Describe a situation where you have successfully sold your ideas?

47. Tell me about a goal you set for yourself in the past that turned out to be too easy or too hard to achieve. What did you learn from the situation.
48. Tell me about a situation where you were chosen as a leader by the members of your group
49. Why sales & trading? Sales or trading and why?
50. If you couldn't do sales & trading, what would you do?
51. A customer gives you a buy order which you complete. Afterwards, she/he claims it was a sell order what do you do?
52. Fixed income, structuring or equity and why?
53. Asset Classes?
54. Black Scholes model
55. Options Greeks
56. What do you think about gold as an asset class?
57. What is a Credit Default Swap? How does a bank hedge it?
58. What is the main difference between the credit default swap market and the futures market?
59. What is the relationship between interest rates and exchange rates?
60. What is the TARP?
61. What would happen to the price of a stock put option if the company increases its dividends? Is the delta going to increase or decrease?
62. Who is your school named after / who was this person?
63. What do you think will happen in 2012?
64. What did Ben Bernanke say in his speech yesterday?
65. When will the Fed raise rates?
66. What is the BOE rate right now? What about ECB? BOJ?
67. Where is the 10 year rate headed?
68. Explain to me duration and convexity. What is the duration formula? How does it work?
69. What makes a good sales person?
70. Tell me what a trader does.
71. What makes a good trader?
72. How to invest 1mm dollar?
73. Name 3 sectors that you are long.
74. Name 3 sectors you are short.
75. Name a stock in each sector in the two questions above.
76. Tier One Ratio
77. What is spot? What is a forward rate?
78. What is the yield curve?
79. Explain the difference between the "Yield" and the "rate of return" on a bond
80. If interest rates drop 20 basis points, how much does a zero coupon 2yr bond's price increase/decrease?
81. What is the Dow Jones Industrial Average, NASDAQ, S&P 500? How does it work?
82. How do you value a company?
83. What ratios do you use when valuing a company?
84. When you look at a company's financials, what do you look at first, second, third and why?
85. What is CAPM? Why is it useful?
86. If I have two bonds, one pays \$0.40 on default the other pays \$.20 and they are trading at equal CDS spread, which has a higher implied default probability?
87. I buy a 7 year par bond paying 8% annual. What is the YTM? If I wait 1 year and sell it at a YTM of 7%, how much money do I have?
88. I have a 10 year 6% bond. What is the maximum price this bond could ever reach? Why?

89. The 5 year interest rate is 5% and the 10 year rate is 7%. What is the 5 year forward rate?
90. Do you think the stock market is efficient (in an EMH sense)?
91. How do you calculate VaR?
92. Have you heard of LTCM?
93. What is the difference between prepayment risk and default risk?
94. Name two books you are reading now.
95. Explain the last six months of the US finance industry.
96. For gold, oil and the DOW, tell me where it is, where you see one year from today in percentage change.
97. Is Capitalism an inflationary or deflationary system?
98. Please tell me about an interesting article that you've recently read
99. What is going on in the economy today? Where is it going and why? What do the recent economic data points mean for the economy?
100. What is worst for the economy: Inflation or Deflation?
101. What would you do to solve the current financial crisis?
102. What's the safest possible investment in today's markets?
103. What role does the housing market play in the economy?
104. Name a fixed income product you would recommend I buy.
105. What factors control currency exchange rates?
106. What do you think the FED will do at the next meeting and why?
107. What did the FED do at the last meeting? Do you agree with the FED's actions?
108. How can the government influence the economy?
109. How does inflation affect the bond market? The stock market?
110. Where do you think interest rates are going? Does this always depend on the FED?
111. What do you think about transaction tax?
112. What do you think about regulatory actions in 2010? Bonus? Executive pay?
113. What do you think about China in 2010? Other EM markets?
114. What is libor? What is libor's current level?
115. When inflationary fear rises, what two forms of macroeconomic policy does the government have to try to slow the economy?