复盘：态度和心态。不怕犯错，不能白白犯错。 结果和目标表， 细化 -

分析为什么为达成目标。缺少方法，资源

总结。 好的地方 怎么复制 不好的地方 怎么改进。

实践

Real Estate: Tell me about Yourself.

I A(ACADEMIC: SHOW your leadship skills and community involvement. (展现你的领导力以及校社团参与度）student club teaching assistant role， school competition. Then you wrap it up with one sentence about what did you learn from this experience. Think about life and social skills that you got out of this.(可以从日常生活和社会技能上思考）

W（work experience）so highlight your previous internships and work experiences chronologically. (按照时间顺序亮出你过去的实习工作经历）donot go too much detail, just high level. One sentence about what did you learn from this experience.

S for (strength) your key strength. Highlight your strength and tailor it to the role. Just make sure it is relevant.

W(what are you looking for in your next role) this also prevents them from asking you why you want to apply for this company?

**The last thing you want to combine everything above, and form a conclusion statement, jsut like how when you write essay in school. Here is my answer, i hope this can inspire you。**

**Financial industry:**

I just graduated from University of Bridgeport with a strong background in Financial and big data industry.

I just graduated from University of Bridgeport with two master’s degree in MBA(Finance) and Analysics.

I: Academically,I served as President of the Chinese Students and Scholars Association and Vice President of AIS Analytics Club at the University of Bridgeport. I led the organization of various activities and events, such as the Chinese New Year Gala for hundreds of attendees. In addition, we hosted two analytics challenges for members of our club. Our findings were rated the best one at school. Those were really great experiences as it honed my leadership and communication skills by overseeing club activities.

**Professionally**, I’ve been on the buy-side for years and I specialize in finding the investment targets. And in the last two years, I worked at two investment firms where I was in charge of building a dynamic model to analyze the company’s financial statement and prepared two financial report a week.

Additionally, I am doing part-time digital market analyst for a local company. I analyzed market performance and implemented weekly new marketing campaigns to identify core opportunities for further performance optimization. increased sales by 20% through three month and delivered report four times a month.

These experiences instilled within me the confidence to communicate clearly with potential investors and teams while leveraging superior analytical thinking.

Data Science

S(strength) my biggest strength is digging deep into data and then using these data to drive decision making through my clear communication skills.

I gained invaluable experience by conducting fundamental analysis on small & medium-cap companies, methodically developed valuation models by utilizing P/E ratio & discounted cash flows to forecast expected market values, and make investment recommendations.

VC S(Strength) my strength is my ability to identify lucrutive opportunity against volatile economic conditions.

 finding the potential oppois that I honed a business savvy ideal for succeeding as a venture capitalist, often under pressurized circumstances. One noteworthy example is my ability to identify lucrative opportunities against volatile economic conditions。

W:What I am looking for is a company that i could add value to that I could produce a positive return on investment for, where I can join a strong team, is this what your company is looking for ?

I’ve been on the sell-side for years and I’d love to try my hand at the buy-side.

I honed a business savvy ideal for succeeding as a venture capitalist, often under pressurized circumstances. One noteworthy example is my ability to identify lucrative opportunities against volatile economic conditions.

**S(strength) my biggest strength is digging deep into data and then using these data to drive decision making through my clear communication skills.**

**I have been doing social media for the last three years and I specialize in helping companies and entru growing their facebook fan page. And In the last three years alone, I helped dozen of clients in over then different industries. And on average, I have been able to help my client to really increase their engagement, and grow their fan page by 3 to 500% in less than 6 month. That’s what I am passionate about.**

**Professionally I completed a junior analyst internship last summer with the government of Canada where I was exposed to using data to influence decision making. My product moment was working on a project to identify the top 10 key priorities for the western region.**

I have acquired both quantitative and qualitative skills from my past academic and internships. I was able to use the technical knowledge that I acquired at school to solve real world problems. For example,

Last year, I worked at Elle Investments firm during which I was in charged of building a dynamic model to analyze the financial statement of the company and write report.

**A: (Academics) Academically I was involved with many student clubs, specially I and also volunteered as campus representative where I welcomed first year students. This was really great experience as it taught me the important of leaving my comfort zone to be involved in the community.**

**Professionally I completed a junior analyst internship last summer with the government of Canada where I was exposed to using data to influence decision making. My product moment was working on a project to identify the top 10 key priorities for the western region.**

**S(strength) my biggest strength is digging deep into data and then using these data to drive decision making through my clear communication skills.**

**W(what I am looking for) What i am looking for in my next role is an organization that will value my attitude to leave my comfort zone, my strong ability to provide data driven insights.**

**Q.who you are?**

**开头先感谢面试官给予这个面试的机会。**

1. **What are you bringing to the table? Mental switch, what value could you bring to the company? What problem can you solve for the company? that’s what they are asking.**

**Background:**

I just graduated from University of Bridgeport with a strong background in Financial and big data industry.

1. why you are qualified. Your achievement
2. Why you are here.
3. Although I love my current role, I feel I am ready for a more challenge assignment and this position really excites me

I have acquired both quantitative and qualitative skills from my past academic and work experiences. From my past experience,

For example, Last year, I worked at Elle Investments firm during which I was in charged of building a dynamic model to analyze the financial statement of the company and write report. In addition, I also served as the president at Chinese Association student Club and Vice Present at Analytics club. I was able to hone in my leadership and communication skills by overseeing club activities.

1. **Be yourself, but be your best self.**

**Everything what you say, you always want to tie it back to what’s in it for them (这对他们有什么好处）（w-i-i-f-m)**

**你怎么样没如果反过来，你把它转变成好处。what's in it for them? What‘s in it for the company? What’s in it for the hiring manager?**

1. **success**

**I have been ()**

**My background()**

**Social meida manager (you are applying for)**

**1 success（成就）It ‘s more to Demonstrate and showcase your skillset, what your good at?**

**I have been doing social media for the last three years and I specialize in helping companies and entru growing their facebook fan page. And In the last three years alone, I helped dozen of clients in over then different industries. And on average, I have been able to help my client to really increase their engagement, and grow their fan page by 300% to 500% in less than 6 month. That’s what I am passionate about.**

**In fact, I have listed some of those clients that i’ve worked with in the reference letter.**

**Step 2.**

**Strength,**

**My real strength is my ability to truly understand what’s your audience wants. I pride my self on my reputation to creating engaging and compelling content that I know your audience loves and wants to share.**

**Step 3 situation. How does that apply to the situation that you’s applying.**

**How to apply your background, your strength into new company, the new opportunity.**

**What I am looking for is a company that i could add value to that I could produce a positive return on investment for, where I can join a strong team, is this what can company is looking for ?**

**Whoever asks a question controls the conversation.**

**You want to write it out, practice it and rehearse it many many times.**

**So when you are in face of that potential hiring manager, you are ready to go.**

**You need to memorize it and say it many many times and repeat it many many times**

**so it comes cross very very nature**

I just graduated from my 2nd degree in Ms. Analytics and I have earned my 1st degree in MBA Finance from University of Bridgeport in 2017.

I have acquired both quantitative and qualitative skills from my past academic and internships. For example,

Last year, I worked at Elle Investments firm during which I was in charged of building a dynamic model to analyze the financial statement of the company and write report.

In addition, I also served as the president at Chinese Association student Club and Vice Present at Analytics club.

I was able to hone in my leadership and communication skills by overseeing club activities.

Given my strong academic background, analytical and communication skill, I am very excited to have virtual interview today.

I was able to use the technical knowledge that I acquired at school to solve real world problem.

1. why waterloo?

First, The fame of waterloo, like MIT in US.

Second, I am particularly interested in Entrprenue program’s specialized curriculum. equips students with the business knowledge, skills, and experience to move ideas and innovations into commercial practice.

1. Memorable teamwork experience.

**STAR interview technical**

I have had many experiences working with a team as a member of my high school athletic program. As a member of my sports team, I understand what it means to be a part of something bigger than myself. Team sports have taught me how to work with a group to accomplish a shared goal.

**I’m a “people person” – I enjoy working with others, and I know how to communicate well, actively listen other’s opinions, and mediate**

**(mi: dieit) any conflicts that arise. As an extravert, I’m really energized(充满热情的） by team dynamics and excited as I witness the progress we make towards our goals.**

**What Quality or Attribute Do You Feel Will Most Contribute to Your Career Success?**

**强烈的组织时间管理能力。为了能及时完成任务，我会给每一项工作制造一个计划。它能帮助我及时完成任务。**

. I believe that strong organization and time management skills are my greatest attributes. In order to complete work on time- I prefer to create a concrete and tangible plan for doing so. This helps me stay on task- and it often enables me to finish some projects ahead of time. Even though I place a great amount of emphasis on organization and scheduling- I also find that a certain degree of flexibility is needed in the workplace. There will be times when things don't go according to plan and I need to adapt to the current situation- so I always try to factor flexibility into my work plans as well.

2. I feel that my strongest attribute is my ability to work well under stress. Under stress or pressure- many people have difficulty being productive- but I have had to learn how to cope with the stress and remain productive. I firmly believe that stressful situations provide us with opportunities to grow- both personally and professionally. In short I view stress as an opportunity to rise to the occasion and learn more about myself. I feel that this trait can provide me with benefits regardless of the situation I find myself in.

1. Leadship/ Teamwork experiences

In my last job, I was responsible for supervising a team of five, including managing their schedules, training them and mentoring them. I enjoy leadership and am proud to say that two of these five people were promoted while I was mentoring them. In my job before that, I supervised a team of three designers on certain projects. I wasn’t their direct manager but they reported to me for the projects I led. So I have a mix of project management experience from that role and direct management experience from my most recent job. I enjoy both.

Teamwork

I lead my on a textbook sales team during a slow summer season. I scheduled brainstorming meetings where our group could come together to find innovative solutions and new sales tactics. We took the time to listen to everyone’s ideas, and by the end of the summer, we had exceeded our sales goals by 20%.

In addition, we hosted two analytics challenges for members of our club. I formulated the questions, supervised the business analysis, and verified the final results through a written report. Our findings revealed interesting facts about topics and give out valuable advice for business strategy. The challenge of evaluating new angles that revealed counter-intuitive findings enthralled me. The advisory committee confirmed the strength of our findings when it declared my report the best in the school, and that it would be used as the standard for future reports. I also had helped a blockchain company in the US to host a large international conference in Vietnam for their investors in Southeast Asia.

Fail:

One of my past teams struggled with communication. Many tasks weren’t completed, deadlines passed and the project ultimately failed. I tried different methods of communication throughout the project. Through that experience, I learned how important it is to set communication expectations from the very start of a project. That way, everyone stays in contact and understands what they need to do to make the project a success.”

First prioritize the tasks. What are the most urgent and important tasks that you have. Are there any tasks that if not completed could render any other, or perhaps all of the other tasks useless even if you did complete them?

Then start executing those tasks one by one, and don’t switch between tasks. I know there is a natural tendency to switch between tasks because we are living under the illusion that multi-tasking is possible. However, there is a task switching cost when you try to multi-task, and you only end up completing those tasks half-way, if not at al

2. Why do you want to come to Universit yof Waterloo? / Why are you interested in Wake Forest University? (Know REALLY specific reasons why you want to attend. Give examples)

Work life Mindset(心态，思维模式）心态，精神状态

I love this new illustration of how to measure success in life?

It’s been three years since i graduated from university working at L’oreal. Candanda. If i had to tell my younger self some advice, life is too short and there is so much more to it than money and the value people put on a job.

It is scary to think that all your personal worth and identity is tied to a signal job. It is crazy to think that your employer and boos can determine how happy you are? Once I realized that i can be more fulfilled in life outside of work, I started to experience transformation in my life. I became happier, had more control, more fulfilled and actually performed better at work.

Do you work well under pressure?/how do you handle pressure.

1. 如何意识到压力
2. 你如何应对压力
3. 你付出的努力和结果

Situation: For me, stress often comes from having too many tasks on my plate.

Task: as a data analyst, my current job, I support multiple data requests from diverse teams and I also have my own projects to complete.

Action: So instead of panicking, I take a few moments to outline a schedule, map out my game plan and keep my lead in loop. I found it’s really important to take a step back and identify which tasks are the highest priority. I think that communicating well with other stakeholders are also key to stay focused.

Results: Overall I think handling stressful situation has really taught me a lot about prioritization and communication. (让我快速成长）get 职场两大技能（prioritization/communication）

While working on a team project last semester, one of our team members didnot turn in his work, and i ended up having to do a lot of last minutues tasks.

 I was feeling a lots of pressure, so I spoke to my professor, expained the situation and he helped me through it. I also took the lead in delegating some of the tasks to my other team members. So we can all share the workload and make sure that the project still got turned in on time. We ended up getting an A on this project as well.

And one of the biggest lesson that I leanrned form this experiecne is that communicating well is a key to making sure that i donot get stressed or overwhelmed.

And that was actually one of the big lesson that i learned from this experience. Yes, I do, what you want to do is say yes and then back it up with a good story. This is a good answer.

Almost every job will put you in a high-pressure, time-sensitive situation. So expect this in the interview.

The interviewer wants to know if you are reliable when the situation gets tough and can you pull through and deliver.

I know for most of you, you are still in school, so I will use a school example that you can use it for your next interview.

Do you work well under pressure?

Answer:

Yes I do, High-pressure situation can happen to the well-prepared and you cannot avoid it. As much as I try my best to prevent it from happening that within my control, such as being highly organized, working on the right priorities and planning in advance.

Content:

A time that I had to work under pressure was in one of my group projects during last semester. We were in a team of five working on the Google shared doc, compelling research and writing reports together. Two days before submission, someone had accidentally overwritten the file, erasing all of the group’s work and we couldn’t recover it. Everyone was panicking and stressed out,people started to finger point at each other

Action. But my first instinct was to remain calm and to focus on the next steps. I quickly organized a meetup on campus and that we would all work through the night. One team member didnot even make it so I actually volunteered to do his portion of the work.

Results:

In the end, after many cups of coffer, McDonald’s takeout and dark eye bags. We submitted on time and received a good grade as well.

Leaning:

So what this experience has taught me is that

1. high pressure environment can actually produce the best work.

1. to remain calm and focus on the task at hand

3. being under pressure actually builds character

Asking interesting open-end (开放式）questions。

**1.Tell me about yourself(merge and inquisitions)**

**简单的自我介绍，1.我的背景2.我过去的职业经历。3。我的未来职业规划。**

I just graduated from University of Bridgeport with two master’s degree in MBA(Finance) and Analysics.

I had two years of experiences working in finance but I was looking for something more technical, so I moved grad school pursue a degree in data science. Last semester, I interned as a data scientist at a tech startup in NewYork. I enjoyed the experience and plan to work in this filed after I graduate.

I just graduated from University of Bridgeport with two master’s degree in MBA(Finance) and Analysics.

I had two years of experiences working in finance but I was looking for something more technical, so I took my second master in Data Analytics. Currently, I worked as a digital market analyst at a startup company. I enjoyed the experience and plan to work in this filed for future.

1. walk me through your resume(雇主思维：通过你对自己建立的描述，更深层次了解你的教育背景及过去的professional experiences）
2. 教育背景2.时间先后顺序描述你的工作经历以及课外活动3.过去经历中有哪些可transferable 的skills可以用在接下来的工作中。

I just graduated from University of Bridgeport with two master’s degree in MBA(Finance) and Analysics. After college, I started working as a financial analyst at BNP pariba. On a daily basis, I created financial models to conduct due diligence on companies. From this experience, i improved my analytical skills (通用技能）and I learned how to work well under pressure. (通用技能）However, I wanted to do something more technical,so I signed up a data science bootcamp at remus bootcamp. After finishing the bootcamp, I did an internship at a tech startup called ABC analtical in NY as a data scientist. And received a return offer from them. Now on a daily basis, I cleaned data and build predictive models for e-commence clients. I believe I am ready to take on further challenges in data science.

3why this position?(人员流动对公司来说是巨大的损失，他们不希望自己辛苦培养的员工因本质上不喜欢这类工作而离开，所以一开始就要帅选出真心喜欢这份工作的人）可以分两部分来回答1.我的技能与这份工作的要求技能符合。2 这个职业发展轨迹与我对职业发展的规划一致。

9关于这个职位真正告诉我的What really spoke to me about this position was the chance to combine the technical knowledge in data analytics I obtained in graduate school with the knowledge I learned in finance during undergrad. Also, the career trajectory of a quantitative finance analyst at your fund matches well with my long-term career plan to become a portfolio manager at a fund like goldman in the future.

1. Why our company?(担心人员流动，希望找到稳定合格的员工）淘汰掉身在曹营心在汉的人。(可包括why this position 点但要加上跟公司相关的内容，比如说企业文化，团队。

I had a great conversation with jeff from your company other day. He told me the greatest things about your company’s culture, including the flat organizational structure and diversity. I believe I can fit right in.

5 why should I hire you?（给你施压， we have a lot of great candidates d等语句首先给你压力，看你的抗压能力以及对自己是否有信心）一份好的工作会有很多candidate投简历，雇主需要找到一个雇佣你的理由，你比其他的candidate 合格在哪里？

考察难点： 关键在听到别人很优秀回答的时候，不要有压力，不能慌张。遇到这种题要展现充分的自信。万变不离其宗，要体现自己无论在学校/成绩和过去的工作及经历是不是最好的，自己都是最适合的。

解题思路：一切都围绕自己‘适合’1。自己的技术适合，2自己的性格、文化背景适合3.自己的未来规划适合。

I believe my qualifications match well with the requirements of this position. During the college, I did several internships related to investment banking. I had to work more than 80 hours a week last summer during my internship at a boutique investment bank so I believe I can handle the long hours at Goldman Sches. I also trained myself financial modeling by taking an 80-hours online course. I believe I am ready to take on bigger challenges in investment banking and gain exposure to high-profile clients at a large investment bank like Goldman.

1. what’s not on your resume?简历只展现了教育和经历背景，没有能展现你个性的信息。Culture fit 在一般企业文化中很重要，所以面试官想要知道除了工作学习外，你是个什么样的人。这是少数可以在面试中展现自己工作以外积极向上生活态度的机会。

不要提及简历上已经存在的东西，即是是兴趣爱好。虽不做强行要求，这道题的答案最好能与申请的岗位有些联系。

解题思路：1.说一个自己积极向上的兴趣爱好，2对这份工作有帮助的软技能（比如咨询公司需要有良好的public speaking skills）3.说一下自己追求这份职业的动机是什么，但理由不能是薪水高，福利好，要比较有深度和高度。 eg我母亲也是一名会计，我从小受他的影响对这份职业充满敬意。第三个选择比较难拿捏，如果没有非常有深度而又真实的动机尽量选择用第一第二个。

One thing that is not on my resume is that fashion design is my hobby. I actually own a sewing machine and knew how to make tops and dresses from scratch. It helps me relax and also train my creativity. That is why I want to pursue a career in marketing because both fashion design and marketing requires creativity.

1. what’s your short term goal? 雇主害怕人员流动、high turnover（员工更替率），因为公司不希望自己辛辛苦苦培养出来的员工辞职或跳槽。希望能帅选出起码短期内不会离职的员工。

考产难点： 答案不要体现自己并不长期打算做这份工作。例如，我决定先工作两年然后去独有研究生或我希望在投行工作三年后去私募发展。答案最好也不是我准备做这份工作一辈子，因为显得不够诚实。

解题思路：1.体现自己对工作岗位的兴趣。2表现自己希望先多学习行业知识，对未来不做明确规划。

In the short run, I would like to start my career in data science at a technology start up like xxx/ a large corporation like xxx(面试的公司）。I hope to learn from talented peers and experienced industry practitioners to gain more hands-on experience(实践经验） in this field.

1. what’s your long-term career goal? 一般与短期目标同时提问，考察你会不会长期留在公司并对这个岗位的长期职业发展有所了解。

你的答案是I want to stay in this company forever. 会显得不太真实。大家都知道世事难料，为了体现诚意这里需要需要既表达对岗位的感兴趣也要显示出自己相对的真实的职业规划。

解题思路：1.如果一切顺利愿意留在公司发展，培养新人。2.如果你面试的职业有非常明确的发展道路，例如在四大最终可以成为partner，不妨说长远可以达到senior level。这两个思路也可以合起来说，并不矛盾。

I am currently interested in becoming a tax associate at a large CPA firm. If everything work out, I hope to get promoted to a senior-level position in the long term and train tax professionals of the next generation.

1. What’s your proudest accomplishment?(最令你骄傲的成就是什么）

雇主思维： 和what are your strength/ what is your biggest strength?一样，雇主想要知道你的优点和长处有那些？ 这些优点和长处符不符合这个职位的要求。

考察难点：在陈述自己成就的时候，要从侧面展现出你申请的职位看定的优点和长处，避免与申请职位不相关的优点、长处eg有艺术细胞artistic 就可能与operational analyst 职位联系不紧密。

解答思路：在叙述成就的同时，侧面展开与申请职位相关的优点，长处。Eg申请投行工作，展现学习能力强，抗压能力好。申请会计工作体现细心，但不要点名具体优点长处。

Last semester, I participated in a real estate business case competiton at school, but had no prior experience in this industry. Our presentation was due within two weeks. In order to grasp the knowledge in real estate in a short period of time. I asked for suggestions from my friends who were real estate majors (体现resourceful 足智多谋）and learned the necessary terms and concepts quickly(学习能力强）。 Our team did a lot of research but still struggled a lot due to inexperience, but we encouraged each other throughout(抗挫能力+团队合作能力）

Eventually, we won the semi-finalist. Although we didnot make it to the final top three. I learned a lot form this experience and felt accomplished(享受过程+热爱学习新知识）。

1. what ‘s your biggest failure in life? (what;s are your weakness/what;s your biggest weakness 一样，雇主想知道你的缺点短处是否会对这份工作而言是致命伤，最重要的是你有没有在努力改掉你的缺点）

考察难点： 这段失败的反映出来的缺点或短处不能过大或牵涉到法律问题，eg考试舞弊，但也不能无关痛痒，eg我大学一门课没考好，得了a-

解答思路：这道题答案分为两个部分，叙述失败经历+反省（从中学到了什么、自己做出了哪些行动来弥补）注意在描述的时候你的进步和改变不能太快，例如通过这个失败的经历，我瞬间从一个存心大意的人变得非常的细心。这样很不真实。要体现你为了改变所付出的行动和循序渐进的改变过程。

I was a part of the math team in college. On a monthly basis, we competed against other colleges in the area on solving challenging math problem. We were about to win a regional champion for that semester, but I made a mistake on a relatively easy question because i copied down a number incorrectly. Eventually, we didnot win due to my mistake. I felt guilty since my teammates worked so hard throughout the semester. I apologized to my teammatesand told them I would not make the same mistake again. They were very nice and said a lot of things to encourage me. From that experience, I learned that any small mistake that could make huge differences. I started to double check my work before submit(为了改吧in而付出的行动）and gradually became more detail-oriented(循序渐进的改变）

STAR 法则

1. How do you work effectively under pressure?

雇主思维：如果工作岗位本身压力大，例如投行的岗位，雇主想知道你的抗压能力。

考察难点： 如果仅说在高压情况下靠什么来解压，像是喝茶内容比较空洞且根本结局不了问题，建议用具体的事例来说明抗压成功。取得了什么成就(TART： task, action, results, thoughts（去评价、反思自己的经历、成就）)

Task：last semester, I had a lot on my plate, I was taking a full course load, interning for 25 hours a week at a small startup and also served as the vice president of a cultural club on campus. I was really stressed and needed to balance different priorities.

Action: In order to finish all the task on time, I created a to-do list every morning and wrote down the task I needed to finish each day. I ,then, prioritized the tasks based on how close the deadline would be.

Results: the to-do list helped me keep organized and reduced my stress.

Thoughts: Eventually, I maintained my GPA, received a positive feedback from my internship’s manager and planed five engaging events for my club members. I felt accomplished.

1. how do you resolve conflicts?

上班的时候难免和同事，领导有摩擦。雇主想知道遇到这些冲突和摩擦，你怎么高情商解决？

考察难点：着重考察沟通能力，摩擦是不可避免的的，但是良好的沟通可以减少摩擦，避免误会，高效解决问题。

解答思路：STAR 或TART

Situation: last year, I worked on a team project to help a fashion company improve their social medial strategy. I believe Instagram was the best platform to start with but my colleague thought we should try snapchat to capture younger clients.

Tasks: we couldn’t reach an agreement for two days but needed to move fast because of the approaching deadline.

Action: I had a one-on-one conversation with that colleague and made a compromise to try both platforms and decided that Instagram was better for this brand.

Results:she agreed with eventually and we worked well together throughout the project.

1. tell me about a time when you had to work with someone whose personality was significantly different from yours.

雇主思维：这类题跟上一题类似，雇主想要考察你如何与性格不同的人相处，解决可能因性格不同而带来的矛盾。

考察难点：如何理解他人，接受人与人之间的不同。并巧妙地沟通。

解题思路： 可用STAR 法则

Task: last summer, I worked for a team project for my accounting course. One of my teammates was rather aggressive and wouldnot listen to others opinion.

Action: I am not an aggressive person, but I understand that people are different, she worked and wanted our team to do well. I decided to grab coffee with her to get to know her better.

Results: we connected well on a personal level during the coffee chat. I told her I understood she wanted us to do well but we also hoped she would take our thoughts into consideration. She agreed to listen to others more.

Thoughts：From this experience, I learned that communication is the key to resolve conflicts and deal with differences.

1. Tell me a time when you knew you couldn’t finish a task on time.

雇主思维：在快节奏的工作中，可能发生真的无法完成工作的情况，雇主想看你的解决方式是什么。

考察难点：着重考察你的沟通能力，需要提前沟通好，重新设置期待值。

解题思路： STAR OR TART

Task: last summer, I was swamped because I was staffed on three deals at the same time. One of the managers asked me to finish something by Tuesday that week, but I was assigned some urgent tasks by other managers already.

Action: So I told the manager that, given what I had, it wouldn’t be possible for me to finish by Tuesday and asked if would be able to extend the deadline to Wednesday.

Results: he told me it would fine as line as long as I give him the work by the end of the week.

Thoughts: I believe the best way to deal with this type of situation is to always communicate beforehand.

1. Tell me a time when you had to think on your feet(说一个随机应变的故事）

雇主思维： 很多行业，面对客户提问等等，需要有随机应变的能力。英语面试中比较难得一题。

解题思路：STAR(TART)

Task：Last semester, I worked in a team of four in PWC case competition. However, on the presentation day, one of my teammates was sick and couldnot come to present.

Action: I volunteered to take my teammate’s part because he was responsible for financial modeling, which I was familiar with. I quickly looked at his model on the Powerpoint and tried to identify key points to present.

Results: Eventually, our presentation went smoothly ans we made it to the second round.

Thoughts: I believe the best way to deal with this type of situation is to keep calm and try our best to identify a solution quickly.

1. How do you handle on a challenge?

雇主思维：工作中我们都会遇到自己能力范围内不那么容易办到的事情，雇主想考你的抗压能力，抗挫能力，和解决问题能力。

考察难点： 答案中要体现自己喜欢接受挑战，并会尽所能解决所遇到的问题。

解题思路： STAR(TART)

Task：I was only a sophomore when I participated in Deloitte’s consulting case competition last semester while other participants were mostly upperclassmen. Although I didnot take as many as business courses as they did, I still wanted to performed well.

Action: I read the case materials carefully and looked up all the terms I didnot understand online. I also grabbed coffee with an alumnus who worked at Delottie to ask for advice and she pointed me to some great sources.

Results: our team made it to the second round eventually.

Thoughts: although I didnot win this competition, I learned a lot about consulting through this experience.

1. Have you ever made a mistake? How did you handle it?

工作中人人都会犯错误，雇主想考察出错后你如何弥补为公司带来的损失，如何反省并提高工作能力。

考察难点：和“失败、缺点一点”不能无关痛痒，也不能过大甚至牵涉到法律问题。重点说自己做了什么来弥补并学到了什么？

解题思路; STAR(TART)

Task: I worked in a team of five last year for a consulting client, while I was receiving our clients presentation materials, I found out, because of my calculation mistakes, some numbers were off.

Action: I immediately notified my team members and apologized. I stayed up the entire night to update the numbers. I also double checked to make sure they were correct this time.

Results: in the end, we did a great job while presenting the material to the clients.

Thoughts: From that experience, I realized that pertaining to details was very important and I made efforts to improve on that afterwards.

1. Give me an example on how you work on a team.

雇主思维：雇主想知道你是不是一个team player，因为工作中与人合作是不可避免的。

考察难点：这题要求强调team的成就和互相学习，不要只强调自己的能力，eg leadership（除非应聘高管职位，明确对leadership的要求很高）

解题思路：说自己前一份工作中或学校project中整个团队是如何分工合作的。2说一项自己有的其他人都没有的技能，说说自己是如何如何应用这个既能帮助团队，又如何向团队其他成员学习自己薄弱的技能的（强调互相学习）

In my last position, I was the only one with the background in computer science on the team. My other team members all majored in finance-related subjects in college. When my team members needed help with writing macros or scripts to promote their efficiency, I helped them. When I had questions on complex financial terms, they helped me. It was a very collaborative environment. Together, We executed many high-profile deals.

1. Tell me a time when you disagree with someone.

雇主思维：工作中无论是个人还是专业上的原因，都有可能出现与团队中个人意见不和的情况，雇主想考察遇到这种情况， 你能不能以大局为重，高情商解决问题。

考察难点：这类题属于conflict类题，问法有很多，但考察的都是communication skills 和以大局为重（big picture）思维。

解题思路：STRA(TART)不太建议大家说和领导关系不和虽然不是强制不可以但是比较难拿捏。对于工作经验不是很丰富的面试者尽量说与自己同等级的人意见不合的处理。注意：结果不一定是你说服了别人，你被说服或让步都是最好的回答。

Task： earlier this year, I participated in a business analytics case competition. One of my teammates diaagree with me on which computer language to use for the data analysis part. I was more familiar with R but he wanted to use Python.

Action: I had a conversation with him privately. First, we both agreed that we shouldnot waste time on choosing the language, since both would work. We only needed to pick the better one. He sent me some links regarding the data analysis using python. I also did some research on both languages carefully and found out Python did have many powerful packages.

Results: in the end, I made a compromise and agreed with him to use python.

Thoughts: when facing disagreement, during team work, it isn’t about who is right and who is wrong. It’s about finding the best solution to help the team perform well.

1. Tell me about a time when you handle a difficult situation、

雇主思维： 工作中会遇到很多意外和困境，雇主想要考察的是你有没有面对这些的经验。

考察难点：这题与如何面对challenge区别不大， 一般可以通用一个答案。Eg困境不能太小，这学期成绩不太好。

解题思路： STAR(TART)

Task: last month, my manager and I were going to present in front of a potential client. However, my manager’s train was significantly delayed for an unexpected reason. It was very important client for us and we could not cancel or delay the presentation.

Action: after communicating and getting the consent from my manager, I presented to the client on my own. I explained the unexpected situation my manager was facing. I told them my manager should be able to arrive before Q&A session and I would be able to collect questions to make sure they were answered.

Results: in the end. The presentation went smoothly and the client signed the contract.

Thoughts: I believe when facing difficult situations like this, communicating well is very important.

1. GIve me an example how to set goals?

雇主思维：雇主想知道你如何规划自己的人生并实现自我提高的

考察难点：在回答这个问题时，目标最好有一定的挑战性，除了说出自己的目标也要有合理的实施计划。

解题思路：STAR(TART)

Last semester, I set the goal to become better at financial modeling and learn more knowledge about the finance industry.

Action: In order to learn financial modeling, I did a lot of research online and found that a financial modeling course offered by ABC, the company had a great reputation but the course cost $1000. Therefore, I found a part-time job as a research assistant at school and used the money I earned to sign up for that course. I also asked a few alumni to give me suggestions on what books to read to prepare for a career in finance. I purchase a few books they suggested and set aside one hours per day for reading.

Results: I now know how to do financial modeling pretty well and read five book about finance industry last semester.

Thoughts: When I set goals, I always come up with a detailed plan to achieve the goals step by step.

1. Tell me a time when you motivated a team member.

雇主思维： 在团队工作中， 每个人都可萌因为各种各样的原因遇到难处，这个时候需要团队里面的人理解并给与鼓励。雇主想雇用不仅仅在团队中关注自己，也在乎他人的人。

考察难点：这里体现你的通情能力和真实在乎团队中其他的成员。

解题思路：STAR(TART)

Last year, a few member joined my team. My team was mainly responsible for Account payable but her prior experience was related to operations. Initially, it was difficult for her to perform well. She worked hard but still made mistakes sometimes. She looked quite discouraged at work.

Task: I understood that she lacked experience in this area. As a senior member in the team, I decided to take the responsibility with her at our lunch break and told her that, given it was her first time working in account payable, she a;ready did a great job. I also mentioned to her that if she didnot understand something, she could always come to me and I would provide her with guidance.

Results: she was glad that she could always get help form someone more experienced. After a month, her performance improved and she seemed happy at work.

1. tell me about a goal you fail to achieve. 你没有完成目标的经历

雇主思维:这是典型的“失败，挫败，缺点题”雇主想考察你的受挫能力，此外还有合理调整目标的能力。

考察难点：回答这道题不仅仅要说说如何失败，也要说说自己如何调整目标或者从新制定实现目标的计划。

解题思路： STAR(TART）

I always wanted to become a lawyer and attend a top lawyer school immediately after college. So I started to take pre-law courses since I was a freshman, However, I didinot get enough time to prepare for the LAST and my score was not good enough to get into any law school after college.

Action: I decided to work as a paralegal first at a small law firm in new york and prepared for LAST after work.

Results: my score improved a lot through one year of preparation. I applied and got into NewYork University school of Law.

Thoughts: Although I didnot get attend law school right after college, I still learned valuable experience as a paralegal.

1. tell me a time when you disagree agree with your supervisor.

雇主思维： 工作中你会遇到和领导意见不和的情况，雇主想要看看你的应对措施是否满足要求，也想要看看你和前领导的关系如何。

考察难点:这道题在面试中是比较难的，因为谁也不想得罪领导，可能为了大局还是要提出些自己的意见，其实这些着重考察communication skills（沟通能力）同时要尽量展示你与前领导的关系不错。

Task：I once disagreed with my sales manager over which condo unit we should recommend a home buying client.

Action: Instead of questioning his authority in public（不当面指责领导）I had a conversation with him privately. I told him the reason behind my pitching a different condo unit and how that would help to close the sale.

Results: Eventually, he agreed with me and we closed the sales in three weeks.

Thoughts: I believe the best way to deal with this type of situation is to always communicate well with my manager and keep the big picture in mind.

1. Tell me about a time when you felt like a good leader.

雇主思维： 如果你应聘的职位比较senior，雇主想要看看你是否固有一个好领导的品质，以及你的应到风格是否符合团队要求。

考察难点：一个好的领导品质有很多，最重要的并不是你要当明星，而是关心自己的团队成员。

解题思路：STAR(TART)

Task：last semester, I did a group of project for a marketing course and was selected randomly as the leader by my professor. However, one of the team members was rather quiet during the group meetings. He almost never spoke up and was always left out in our conversation.

Action: One day, after meeting, I talked to him privately and asked how he was doing. I told him that I noticed he didnot like speaking a lot during the meetings. I also asked whether he needed help with something. It turned out that he was just embarrassed since he wasnot confident about his English, but his English was actually pretty good. I assured him that his english was completely fine and suggested him to speak more often.

Results: He started to contribute more and more after conversation and our group project was completed successfully.

Thoughts: Different people have different personalities, backgrounds, values. To be a good leader, it’s important to respect the differences and help each team members overcome his or her difficulties.

1. Can you describe a project in which you used analytical skills? 说明一个你用了分析其能力的项目。

性思考是借由将情况细分成较小的部分，或是一步步地探究情况的含意的一种分析能力。

Employers look for employees with the ability to investigate a problem and find the ideal solution in a timely, efficient manner. The skills required to solve problems are known as analytical skills.

雇主思维：很多岗位需要员工有良好的分析能力，雇主想要考察你是否有这方面的技能。

考察难点：与自己的优缺点不同，回答这道题需要更加逻辑清晰，有深度。

解题思路：1，在校生可以说由于自己工作经验不足，只在学校例如data analytics 、数学物理课上做过project需要analytical skills。 2 学文科的或工作与文科相关的可以强调逻辑结解决问题的能力，或者根据搜索到的信息或资料做判断能力。3 从事数据分析工作的计算机科学等理工科类的相关行业可以直接说技术上用到analytical skills的地方。（STAR(TART)法则）

Task：last month, as the HR of my department,I helped recruit a senior manager. Through two rounds of interview, two candidates were shortlisted. However, we didnot know which one to pick since both of them met all the basic requirements.

Actions: in order to finally pick the best candidate, I did a lot of research on all the soft and technical skills required by this position and asked the hiring managers to write down detailed description of an ideal candidate. I analyzed all the new information collected and compared the skills required against the skills two candidates possessed. Eventually, I made my recommendation.

Results: The new senior manager performed well on the job.

Thoughts: I was glad that I could use my analytical skills to recruit the best talent for the company.

1. Tell me a time when you had to use logics to solve a problem.曾经理用逻辑解决问题

雇主思维：考察你的逻辑思维能力

考察难点：回答需要具体且有一定的深度

解答思路： 不放在网上搜一些基本的逻辑原理，eg induction、deduction 1：在校生可以说自己工作经验不足，但在某些课程上利用了逻辑思考能力。2 有工作经验的人需要深度挖掘自己的经历看那些符合逻辑原理的。

Last year， I interned at a small digital art company based on los angeles.

Tasks: we were conducting research on what types of cover pictures generated the most views on Youtube for clothing brands.

Action：we identified 50 popular channels related to fashion and with more than 30k subscribers on Youtube. We screenshot their cover pictures and put them together side by side. Then we scrutinized all the pictures to induce general pattern utilized by these channel.

Results: Eventually, we found three most used styles and made the design accordingly for our clients. They were satisfied with the result.

1. how do you deal with vague instructions?（你怎么去面对模糊的指令）

解题思路：STAR(TART)

雇主思维：工作中可能会接到领导你看着办吧或者你先做几个版本这种比较模糊的指令。

考察难点：这种情况下到底该怎么办，到底要几个版本，这些都是你需要沟通得到答案。这题重点也是考察的与领导的沟通能力与解决问题能力。

解题思路：STAR(TART)

Taks: when I was working as an investment banking analyst at EFG, my director asked me to create a pitch deck for a refinancing product. He didnot give me further instructions on this, such as what sections to include.

Actions: I first asked a senior analyst whether she had done any pitch deck for refinancing products and she gave me some of her old samples.

I then created a list of section titles and emailed my director to see if those were what her would like to include. After receiving his approval, I started to make the deck.

Results: Eventually, I finished the deck in three hours using the senior analyst’s old deck as example. My manager was satisfied with the situation.

Thoughts: when facing this situation, I think the best way is to ask a more experienced person on the team for suggestions and also communicate well with your manager.

1. tell me about a difficult decision that you made before.

雇主思维：工作生活难免要做取舍，当两个选择一样好，或都不理想时，往往最考察一个人的决策能力。

考察难点：此处应选择有异议的注意，合理衡量几个选项，并说明自己做的几个选择和原因来体现思路。

解答思路：STAR(TART)

Task：last semester, I found an internship that required me to work 30 hours/week and I also took five courses in college. I realized that my midterm grades werenot ideal because I had to work even during the exam week.

Action: I knew I was still a student and study should be my priority, although I could learn a lot through the internship. I reduced my internship hours to 15 hours/week/

Results: Eventually, I maintained my GPA and got onto the Dean’s List.

Thoughts: We cannot have everything done perfectly at the same time. It’s important to weigh the options and figure out what the priorities are.

29: tell me about an unpopular decision that you made.

雇主思维： 有时候为了团队的成功，的确可以牺牲个人的利益，或者牺牲短暂利益。这里雇主考察的是你是否为大局考虑。并且在你的决定不受欢迎时，如何与人沟通。

考察难点：这里说是unpopular但结果一定是好的。

解题思路： 可以说一个开始团队成员不同意，但是最后有效益的决定。

Situation(task)Last year, I participated in a real estate case competition as the team leader at school. Our team needed to value a property in the case. To save time, my team members wanted to use peer comparable models, but I believe this would not impress the judges.

Actions: I told them we joined the competition to challenge ourselves. Although building a complex model is more time consuming, this would allow us to learn more and obtain a higher chance of winning the competition.

Results: Eventually, we spent 10 hours building a sophisticated valuation model and won the first place.

1. Tell me about a time when you didnot meet a deadline.

雇主思维：这题与和集中第14题类似，考察时间管理和沟通能力。

考察难点：的确有时候没有按时完成任务是错误的、失败的。但也是不可能避免的，这里重点要和团队/领导沟通这件事和阐述解决方法。

解答思路：答案由三部分组成1.没有按时完成任务的原因，2.自己如何与团队、领导沟通。3。解决方法。可以用STAR(TART)来回答。

Task：Last semester, I served as the event chair of the women in business club.The president of the club asked me to reach out to the potential guest speakers for a professional convention. She asked me to provide the list of confirmed guest speakers a week later.

Actions: Initially, I thought I would be able to find the guest speakers in a short period of time, but it wasn’t the case. After spending the first three days code emailing and calling potential guest speakers. I didnot get any response. I realized that it would be hard for me to meet the deadlines.

Results: After hearing my difficulties, the president was understanding. She said she would contact some perople she knew as well and extend the deadlines.

Thoughts: when facing a situation like this, I believe communication is very important. I’d rather tell early that I won’t be able to finish so that I can manage the expectations and seek help from others.

1. tell me time about a client-facing experience.

雇主思维：有些职位需要考察与客户沟通和对接能力。

解答思路：对于学生，如果没有和客户对接的经验，可以说自己在guestspeaker、或其他club外联的经历。如果有工作经历却没有直接对接客户的经验，要体现自己如何解决客户问题，满足客户需求。

S：Last semester, I interned part-time at a real-estate brokerage firm. Task: I had a client who just moved to NewYork and wanted to rent an apartment.

Action: I made a phone call with her and wrote down all the requirement she had for the apartment. I also gave her advice based on my knowledge of new york city knowledgehoods on which unit to pick.

Results: Eventually, she decided to rent the unit I stronglu recommend. I felt happy that I could help.

1. Tell me about a major setback that you had. 说说你遇到的最大的挫折。

考察难点： 除了说遇到的挫折，重点说一下学到了什么以及如何从挫折中站起来。

Task：Last year, I participated in an international business consulting competition. In order to perform well, I read many books related to consulting and asked several industry practitioners for suggestions. Despite my efforts, I didnot win anything from this competition.

Action: Although I felt down, I believe I could still learn form this experience. I asked some of my upperclassmen to receive the deliverables I submitted for this competition and identified areas of improvement.

Results: I participated in another consulting competition last semester and won 2nd place.

Thoughts: we all face setbacks from time to time. Sometimes, it’s not about winning but about learning form the experience.

1. How have you prioritized when assigned multiple tasks.(被分配到很多任务时如何确认优先顺序）

雇主思维：工作中我们时常会遇到同时被分配几项工作的情况，雇主想考察你如何处理这类情况。

考察难点：这里重点考察你的时间管理和规划能力， 英语中organzization skills 并不是组织活动的能力而是你有很多任务的时候规划时间的能力。

解题思路： STAR(TART)

Last month, I got put on three deals at work.

Action: in order to finish all the task on time, I created a to-do list each day and prioritized the tasks based on how close the deadlines were as well as how time-consuming the tasks were.

Results: in the end, I didnot miss any deadlines and we executed the deals in a timely manner.

Thoughts: It’s all about tiem management and planning your day wisely.

1. What have done when a team member has been stressed out?

雇主思维：团队合作时，雇主喜欢不仅仅自己想当明星，同时愿意帮助他人的人。

考察难点：重点突出良好的共同能力和通情能力。

解答思路：可以说一个刚开始团队成员不同意但最后有效的决定。

Situations：Last semester, I was part of the finance society. We were planning a large annual conference for finance professionals.

Tasks: As the operations chair of the club, I worked in a team of three to contact guest speakers. This task involved a lot of code emailing and calling and it was very time consuming. One of my team members was really worried about his grades back then so he looked stressed during all the team meeting.

Action: I told him in private that we were all students and school was the most important. I suggested him to switch to another team whose tasks were not as time-consuming so that he could focus more on school.

He took my advice.

Results: Eventually, our conference was really successful and he thanked me for my understanding. He got to participate in organizing the conference without hurting his grades.

Through these financial and business working experience, I have touched with the data analytics and developed some interests in analyzing numbers and deriving some stories from it. That’s also why I took Data Analytics as my 2nd master and highly interested in the  data and analytics related roles.

**Why do you want to be a data analyst?/ why you want to work in that area?**

Because it’s in line with my skills and my interests, and also related with my previous background, in addition, I have seen that the companies who hire for this role work in industries that are booming and can therefore provide good career growth.

最后这个谷歌查到了，但是语法非常高级，连续推句还没有语法错误，你背的话必须一词不差才行。 可以改成简单的：

Because it’s in line with my skills and my interests, and also related with my previous background. in addition, I see this job position on the market was very hot in the last few years and I expect to see a continuing growth the next few years.

你自己选择 我写的这个一个意思 就是大白话 不漂亮但是也不错的句子。

**2.Which data analyst software are you trained in?**

下面是简化以及正确版： 提一下udermy和datacamp对你很好因为之前你说你一直在学习和训练，最后说一下leetcode更重要，因为码农刷题必备，也能让面试的人看出来你已经对行业比较了解，需要刷题都知道，也开始着手去做了。 这样可以和那些名校fresh憨憨毕业生拉开一点距离。

I have learned Python, SQL, R studio and SAS from School, but I also took a lot of class from Udemy and Datacamp to study on higher level class I am recently study on leetcode, trying to be papered for the job hunting.

**What was your most difficult data analysis project?**

我不建议你写不是你做的项目，会聊露馅的，一旦下一句问细节你根本没法回答。如果问你数据源头在哪里？ 然后问你数据清理都有什么样的困难，然后最后面试完让你把做的这个项目发给他们看看 或者上传到github 你没法补

所以建议用这个：

The project I recently done was from a solar product company called Touch of eco, they sell solar lights for over 10 years, they has over 30 different product SKUs and 5 years sales and inventory data available, but they do not have a system, no scanner in warehouse, everything was handwriting on a paper then typed into excel sheet. The data was so messed up. A lot of missing data, and even sales and inventory are not matching, They asked me to predict how many each product needs to be reordered and when to reorder, and how many each product will be sold next year, and 2022. Only the data clean took me few weeks, After that, I tested many different time series forecasting models to fit the data. Their sales are very seasonal, and each product has their own peak season. Some products fit into the random walk, some regression model, and some AMRMA model, it was the most difficult project, but it also improved my skills a lot.

去主动聊细节，把这些词拿出来 这样他们如果懂就知道你确实是自己做的项目，而且很难做。 如果不懂，就直接不会继续问你细节问题了，因为如果不是专业老师面试听到这些词已经知道你很深入，其他的就也不用问了，直接下一个问题。 如果是专业老师，可能会问一下这几个model哪个对什么产品，你也做了知道怎么说，我们公司做很多deal（就是促销）所以销量不持续，所以有些是每一年不同的季节性 有的是一样的季节性，有的是一年内看出来是季节性（春夏秋冬） 有的是把五年放一起才看出来是季节性。 （每年的春天）还有 学会说SKU 这个在买产品的公司上班过的人都会读 连一起读，不要分开读。 这也能看出来你确实是在这种公司上班过的人，没上过的大部分不可能知道这个叫sku的。

**How do you handle pressure and stress?**

**I actually work better under pressure,I find that when I’m under the pressure of a deadline, I can do some of my highest quality work. For example, I once had three large projects due in the same week, which was a lot of pressure. However， I created a schedule and break down each project into small assignments, I completed all three projects ahead of time and avoided additional stress.”**

**“I actually work better under pressure, and I’ve found that I enjoy working in a challenging environment. I thrive under quick deadlines and multiple projects. I find that when I’m under the pressure of a deadline, I can do some of my highest quality work. For example, I once had three large projects due in the same week, which was a lot of pressure. However, because I created a schedule that detailed how I would break down each project into small assignments, I completed all three projects ahead of time and avoided additional stress.”**

**What are your communication strengths?（**应该不会问，如果问就说

i am good at speaking in simple, effective talking is more valuable in a role like this.

What are your long-term goals?

（注意这个公司是外包公司，ICC，所以你要强调是你快增长，卖好价钱。 你学的越快，软硬实力越强，你越值钱。 Ltiz越喜欢你）

My long-term goal is growing as fast as possible, so I can get a higher job position and I will also continue to learn, take on additional responsibilities, and contribute as much value as I can.

##why should we hire you

I believed my qualifications match well with the requirement of this position.

I have the knowledge, technical skills, and excellent communication ability to be an asset to your company.

###What do data analysts do?

In general, data analysts collect, run and crunch data for insight that helps their company make good decisions. They look for correlations and must communicate their results well. Part of the job is also using the data to spot opportunities for preventative measures. That requires critical thinking and creativity.

Take a few minutes to explain how you would estimate how many shoes could potentially be sold in New York City each June.

"First, I would gather data on how many people live in New York City, how many tourists visit in June and the average length of stay. I'd break down the numbers by age, gender and income, and find the numbers on how many shoes they may already have. I'd also figure out why they might need new shoes and what would motivate them to buy."

What is your process when you start a new project?

"My first step is to take some time to look over the project so that I can define the objective or problem. If I'm having a hard time figuring that part out, I reach out to the client. Next, I feel out the data to see what's there, how reliable it is and where it comes from. I think about what could be the best way to model it and whether the project deadline seems to work."

Why did you go into data analysis?

When I was 10, I wanted to do a paper route to get money for a class trip. My dad said no. I took it upon myself to give him a report on how much I would earn, how long it would take and why the trade-offs such as not being able to sleep in were worth it. That process led me to fall in love with data analysis."

提词器：

I am a recent graduate from my 2nd degree in Ms. Analytics and I have earned my 1st degree in MBA Finance from University of Bridgeport 3 years ago. For the past two years, I have been maintaining  a 3.7 GPA, and working on a several internships and school projects. Before I took my 2nd degree, I had some working experience in both financial and business development industry, which improved my people skill and research skill a lot as a working professional. Through these financial and business working experience, I have touched with the data analytics and developed some interests in analyzing numbers and deriving some stories from it. That’s also why I took Data Analytics as my 2nd master and highly interested in the  data and analytics related roles.

After the 2 years of studying and some practices from my recent internships, I have earned solid knowledge and hard skills in the field of data analytics. And my intern was also confirmed on my passion in data analyst. At the same time, I became more rich experienced in using Python, SQL, Tableau, R studio and of course, the Excel. But I am still self learning and practicing these hard skills every day, and I know I am still far away from a mature data analyst. I would like to see myself move forwards to the technical side and build my career with Itlize. I believe this will be a great suit for me, and you will see my passion and hardworking as well.

Thanks and that’s about me.

**Why do you want to be a data analyst?/ why you want to work in that area?**

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**Which data analyst software are you trained in?**

I have learned Python, SQL, R studio and SAS from S**chool, but I also took a lot of class from Udemy and Datacamp to self-study on higher level python and Tableau. But I am still self l**earning and practicing, it is more like a everyday thing for me. I am recently study on leetcode, trying to be papered for the job hunting.

**What was your most difficult data analysis project?**

 My most difficult project was from my recent intern from a solar product company called Touch of eco, they sell solar lights for over 10 years but their sales and inventory data was so messed up. they has over 30 different product SKUs and 5 years sales and inventory data available, but they do not have a system, no scanner in warehouse, everything was handwriting on a paper then typed into excel sheet day by day. A lot of missing data, and their sales and inventory data not matching either. They asked me to predict how many units of each product sku needs to be reordered and when to reorder, and how many units of each product sku will be sold next year, and 2022. Only the data clean took me few weeks, and I also had to backtest and findout the missing data. After that, I tested so many different time series forecasting models to fit their sales data. Their sales are very seasonal, and each product has their own peak season. Some products fit into the random walk, some naiive model, and some AMRMA model, it was the most difficult project, but also the one improved my skills most.

**How do you handle pressure and stress?**

你前面文档没有答案 你这个有备用答案吗 我不知道你写的什么 改动你写的最好 我重新写你重新背不太好。

**What are your communication strengths?（应该不会问，如果问就说**

i am good at speaking in simple, effective talking is more valuable in a role like this.

**What are your long-term goals?**

My long-term goal is growing as fast as possible, so I can get a higher job position and I will also continue to learn, take on additional responsibilities, and contribute as much value as I can.