



The first stage was completing the online application form (education, experience, etc.) and doing a short maths and verbal reasoning

test. There are examples of these tests online. Then there was a short thirty-minute telephone interview. It's definitely a good idea to read the business news and have a few examples of business stories up your sleeve. The recruiter <sup>1</sup> asked me what I thought of Apple's announcement of record profits the day before. Then I had the day at their assessment centre.

In the interview itself on that day, the most difficult part was the business questions again. You have to nominate a company to talk about beforehand, but then they really grill you about it. They <sup>2</sup> asked me what the strengths of the company were, why I thought its fortunes had changed recently, and how its problems could be put right – a lot of things I didn't really know the answers to. But the key thing is not to panic. I <sup>3</sup> said I needed time to think and they seemed fine with that. Then I just relied on common sense for my answers.

The last part was a role play with a fictional client (he was an actor). I was given some background information about him to read and <sup>4</sup> was told I would have a meeting with the client fifteen minutes later. The idea was to get him to agree to work with us. It all went fine until halfway through, when he <sup>5</sup> said that he had worked with us before and hadn't been entirely satisfied. He <sup>6</sup> wanted to know what guarantees I could give him that things would be different this time. It was a shock, but I got through it OK. The main thing with the role play is to imagine that it's real – really try and 'live' the situation. All in all, it's an enjoyable day ... if you prepare. (I got the job, by the way).

QUOTE