

What We Look for at Mastercard

We're excited to get to know you better as you begin the recruiting process with Mastercard, and for you to hear more about us, our culture, and our work. To help you prepare for your interviews, here is some insight into how we identify candidates that will make an impact at Mastercard and the kinds of questions you might be asked. Your answers and examples from your personal experience help us to learn about who you are, your skills, and your accomplishments.

Structure & Solve Problems

- As a consultant, you will face difficult challenges all the time, from quickly learning about a new industry you know nothing about, to doing a new task or analysis you may have never seen before.
- What is an example of when you've had to face a difficult challenge or solve a tough problem? How did you solve this and what did you learn along the way?
 - Examples could be a time when you had to complete a tough research project, or when you helped with a difficult project in an internship?

Present & Communicate Clearly

- Communicating ideas and recommendations, through both compelling visuals and live presentations, is part of our everyday work.
- Think about a time when you've had an important idea you wanted to share and communicate. How did you get your message across to your audience?
 - Examples could be when you've had to present key findings for a big project, or present your research from a thesis to an audience

Manage Clients

- Building productive partnerships and relationships with clients is one of the most important parts of our roles; client management can be easy when things are going well, but, at times, we have to have difficult conversations as well.
- Think about some of the relationships you have with fellow students, mentors, professors, or colleagues—what do you do to make those relationships work? What makes them challenging?
 - Possible examples could be when you had to have a difficult conversation with a professor or manager/supervisor

Be a Team Player

- Consulting is a team-based industry—we work together on projects and to solve problems. Working alongside our colleagues is part of the fun and we look for individuals who enjoy team work and collaborating with others.
- What is an example that illustrates the roles you have played within a team?
 - Examples of when you've shown teamwork and collaboration could be when you've worked in a group as part of an extracurricular activity or class project

Represent Mastercard's Culture

- Our consultants embody our culture, demonstrating our organizational values and contributing positively to the team's environment. Check out the "Mastercard Way," which underscores Mastercard's culture across the company. The Mastercard Way emphasizes our relentless

customer focus while owning challenges and opportunities, simplifying solutions, taking thoughtful risks, and moving with a sense of urgency.

- Think about a time when you took ownership or maintained a positive attitude during a difficult time
 - Examples of this could be taking initiative to make a change while working on a class project, or extracurricular activity

Understanding Our Business

- Mastercard D&S consultants have a deep understanding of Mastercard's business and how to leverage our teams, products, solutions and expertise to drive value for our clients
 - *Why are you interested in this role?* Think through what aspects of Mastercard D&S appeal to you compared to other companies you've researched, whether culture, mission, project format, etc.