



## Mock Interview Evaluation

**Name:**

**Company:** Amazon and Bank of America

**Role:** Sr Product Manager-Tech

**Type of Questions:** Two questions focused on Amazon leadership principles ('Dive Deep' and 'Think Big') and one question on Capital One (Finance product with breakeven analysis)

**Question 1:** You are PM for Capital One Credit Cards. What credit card will you launch next? Why?

**Question 2:** What next feature would you build for Alexa?

**Question 3:** You are platform PM for marketing platform. A marketing manager reaches out to you with issue related to lower revenue attributed to email campaign for their business. What will you do?

**Did the candidate show knowledge of following?**

Topic	Rating (out of 5)	Comments
Asked clarifying questions to define problem scope	4- Good	
Know Customer Needs	4- Good	Understands mechanisms for customer research.
Use metrics	4- Good	
Prioritization	4- Good	Used cost vs benefit for prioritization.
Summarized the approach	3- Average	

**How did candidate do on company specific aspects?**

Topic	Yes/No	Comments
Did their answer reflect one or more Amazon Leadership Principles?	Yes	
Did they talk about company strategy (e.g., Amazon Flywheel) if it was applicable?	Yes	
Did their answer reflect basic finance understanding and comfort with numbers?	Yes	

**Strengths**

1. Good with numbers, establishing model and break-even analysis
2. Able to handle design question and demonstrated customer first mindset. Asked great questions to narrow down pain point, defined requirements and prioritized well

**Areas of Improvements**

1. Avoid tendency to directly jump into tech solution for root cause type questions. You should definitely go to tech aspect but after ruling out other reasons first
2. Summarize the answer along the way and at the end

**Additional feedback** – Add comments if any.