

Blueblood Distribution



Case Answers, Study Notes & Tools

Candidates should not read through this pack until completing the case. Remove pages 3 -6 before beginning the case.

BE Serious

- Greet, shake hands, chat, do the case and debrief.
- Use your notes like mini-white boards and show your work.

USE the Materials

- After the case, review all the Candidate Notes.
- Mark your weak spots and circle sections to redo.

INVITE Feedback

- Compare your Self Assessment sheet with the Interviewer Feedback sheet.
- Discuss where to improve.

LOOK for Patterns

- Find your consistently weak areas and typical problems.
- Make a priority list of what you need to fix.

DEVELOP Drills

- Break the case into parts: start, middle and end.
- Practice each part in isolation using a variety of cases and questions.

Candidate Notes

- Pull out pages 3-6 and give the rest to your interviewer.
- After the interview, rate yourself using the Self Assessment sheet.
- Study the Candidate Review Sheets with a **C** at top.

Interviewer Notes

- Look for all pages with an **I** at the top .
- Review the Interviewer Fact Sheet and the Case at a Glance pages.
- Determine when to give or ask for data. Check for handouts.



Web Video

Check out
MBACASE video debriefs at
www.mbacase.com

Throughout these notes references will be made to the **MVM™ (Maximum Value Model)** and the **FRAME Method™**, the building blocks of the **One Model/One Method™** approach to case interviews. Full descriptions of these unique tools, as well as additional cases, can be found in the book, **Crack the Case: How to Conquer Your Case Interviews**, available for purchase in e-book, hard copy and library bound versions exclusively at www.mbacase.com.

The facts of this case, company names and answers are completely fictitious. Any resemblance to actual people, places, companies and strategic outcomes is entirely coincidental.