

## 考研复试篇

### 复试面试常见问题及答案摘选：

答：（1）请你简单做个自我介绍。问题分析：该问题几乎是必问题目。每个参加复试的学员都务必准备好该问题的答案！回答的重点，涉及本科学校、专业，本科学习情况和毕业论文方向等。

（2）你看过那些书，是不是考研就背了几本专业课书，就考了个高分？问题分析：有些问题老师问的时候，可能是随意问的，但你不能随意回答。老师问你这个问题时，可能对你带有一点偏见的，你就认真的，很老实的回答，用事实说话，让他感觉到，你的确不是那种考试型的人，你的考研不是背教科书考上的。

（3）你为什么考我们这所学校？答案要点：兴趣 +该校该专业名气和实力 +该专业老师的实力。

（4）你认为自己本科专业和现在所考的专业有什么互补性或者借鉴性？问题分析：这是一个即将准备复试的学生问我的问题，也具有针对性，大部分的学生都是跨专业考的（实际上老师也很喜欢跨专业的，因为有多学科的背景），希望你能够针对自己的专业说一些与新闻传播专业相关的东西。

（5）你认为跨专业的优势和劣势是什么？      参考答案：复试

前需思考，根据自己所学专业 and 所考专业之间展开论述。另外整理出了一篇结论稿，同学们可以参考：

1：题目范围——知道与不知道的。

关于考研问的专业问题，不会问的太难太刁钻，但是，就算问题简单，在你的问答里也可以挑出许多毛病。所以还是要记得千万不要胡乱扩展吹夸，对自己不了解的东西，一定要抱以谨慎的态度。

如果他问的问题你实在不知道，也不要慌张，更不要胡扯一通的乱解释，只说：这个问题我目前还欠研究，虽然现在不了解，但是上研以后，一定跟随老师好好把这个问题钻研清楚。表示虽然现在你有不足，但是你今后会非常勤奋。在中国，态度问题，总是第一位的。

2：题目范围——联系实际关注热点。

很多老师喜欢问一些很实际的问题，尤其是经济管理等联系实际紧密的专业。也有老师喜欢联系现在的热点问题，比如美伊战事。

3：基本范例问题——对教授的采访报告。

A：为什么会报考这个专业，以及今后的打算。所以最好稍微准备一个小型的研究计划很简单的那种，比如你喜欢的感兴趣的方向。      如果你是跨专业考的，请问你以前的相关专

业课程，请阐述和现在专业的联系与对你以后研究的影响等等。

B：对于你所报考的专业，你曾看过什么著名的书，作者，成书的朝代或者时间，书的编目方式，以及该本书的主要学术思想，有哪一条对你印象最为深刻，并请简单阐述。

问题：

- 1、你是那个学校毕业的？学的什么专业？为什么选择考这个学校？
- 2、研究生教育和本科教育有什么不同？
- 3、我是哪里人，父母是做什么的，家乡有什么风景名胜
- 4、自己的兴趣是什么，有什么爱好，以及我选择这所学校、这个专业的原因是什么
- 5、为什么报考本专业，读研后在相关领域的短期、长期规划是什么
- 6、英语口语问题的类型也很多，类似于“introduce yourself”、“what causes have you learned in your college”、“what have impressed you most”

1. Why did you choose Nanjing university ? (你为什么选择报考南京大学？)

2. Why did you choose MBA ? (你为什么选择报考 MBA 专业？)

3. What would you like to be doing five years after

graduation ? ( 毕业 5 年后 , 你希望从事什么样的工作 ? )

4.What has been your greatest accomplishment ? ( 你曾取得的最大成就是什么 ? )

5.Describe your greatest strengths and weaknesses.  
( 请描述一下你最大的优点和缺点 ? )

6.What have you learned from the jobs you have held ? ( 你从以往所从事的工作中学到了哪些东西 ? )

在自我介绍完了老师就会开始问你问题这里列出一些常见的问题 , 可以认真准备。注意在准备的过程中 , 要结合自己的经历和见解来准备答案 , 让自己回答的问题和整个的自我介绍融为一个整体。要不然很容易被考官抓住把柄 , 问个没完 , 很容易因紧张而露出马脚。

在每一年的面试中都会有很多相同的问题 , 这些问题看起来很平常 , 却有很多陷阱 , 一不小心就会被考官抓主小辫子了。回答这些常见的看起来很平常的问题 , 是很有艺术的。

传统面试问题 ( Sample Traditional Interview Questions )

1、 "What can you tell me about yourself?" ( " 关于你自己 , 你能告诉我些什么 ? " )

This is not an invitation to give your life history.

The interviewer is looking for clues about your character, qualifications, ambitions, and motivations.

这一问题如果面试没有安排自我介绍的时间的话。这是一个必问的问题。考官并不希望你大谈你的个人历史。是在寻找有关你性格、资历、志向和生活动力的线索。来判断你是否适合读 MBA

The following is a good example of a positive response.

"In high school I was involved in competitive sports and I always tried to improve in each sport I participated in. As a college student, I worked in a clothing store part-time and found that I could sell things easily. The sale was important, but for me, it was even more important to make sure that the customer was satisfied. It was not long before customers came back to the store and specifically asked for me to help them. I'm very competitive and it means a lot to me to be the best."

下面是一个积极正面回答的好例子："在高中我参加各种竞争性体育活动，并一直努力提高各项运动的成绩。大学期间，我曾在一家服装店打工，我发现我能轻而易举地将东西推销出去。销售固然重要，但对我来说，更重要的是要确

信顾客能够满意。不久便有顾客返回那家服装店点名让我为他们服务。我很有竞争意识，力求完美对我很重要。"

2、 "What would you like to be doing five years after graduation?" ( "在毕业以后 5 年内你想做些什么？" )  
Know what you can realistically accomplish. You can find out by talking to others MBA about what they accomplished in their first five years with a particular company after graduation.

"I hope to do my best I can be at my job and because many in this line of work are promoted to area manager, I am planning on that also."

你要清楚你实际上能胜任什么。你可以事先和其他的 MBA 交流一番。问问他们在毕业后在公司的头 5 年都做了些什么。

可以这样回答： "我希望能在我的职位上尽力做好工作，由于在同一领域工作的许多人都会被提为区域负责人，所以我亦有此打算。"

3. "What is your greatest strength?" ( "你最突出的优点是什么？" )

这是很多面试考官喜欢问的一个问题。

This is a real opportunity to toot your own horn. Do not brag or get too egotistical, but let the employer know that you believe in yourself and that you know your strengths.

"I feel that my strongest asset is my ability to stick to things to get them done. I feel a real sense of accomplishment when I finish a job and it turns out just as I'd planned. I've set some high goals for myself. For example, I want to graduate with highest distinction. And even though I had a slow start in my freshman year, I made up for it by doing an honor's thesis."

这是你 "展示自己" 的最佳机会，不要吹嘘自己或过于自负，但要让雇主知道你相信自己，你知道自己的优点。

如可答："我认为我最大的优点是能够执着地尽力把事情办好。当做完一件工作而其成果又正合我的预想时，我会有一种真正的成就感。我给自己定了一些高目标。比如说，我要成为出色的毕业生。尽管在大学一年级时我启动慢了些，但最终我以优等论文完成了学业。

4. "What is your greatest weakness?" ( "你最大的弱点

是什么？" )

You cannot avoid this question by saying that you do not have any, everyone has weaknesses.

The best approach is to admit your weakness but show that you are working on it and have a plan to overcome it. If possible, cite a weakness that will work to the company's advantage. "I'm such a perfectionist that I won't stop until a job is well done.

你不应该说你没有任何弱点，以此来回避这个问题；每个人都有弱点。最佳策略是承认你的弱点，但同时表明你在予以改进，并有克服弱点的计划。

可能的话，你可说出一项可能会给公司带来好处的弱点，如可说："我是一个完美主义者。工作做得不漂亮，我是不会撒手的。"

5. "How do you feel about your progress to date?" ( "

对于你至今所取得的进步你是怎样看的？" )

Never apologize for what you have done.

"I think I did well in school. In fact, in a number of courses I received the highest exam scores in the class." "As an intern for the X Company, I received some of the highest evaluations that had been given in



years.

绝不要对你以前的所作所为表示内疚。

如可答："我认为我在学校表现不错。事实上，有好几门功课我的成绩居全班第一。" 在某公司实习时，我获得了该公司数年来给予其雇员的好几项最高评价。"

其他值得参考的问题：

6.Why did you choose peking university?

7.Why did you choose MBA?

8.What would you like to be doing five years after graduation?

9.What has been your greatest accomplishment?

10.Describe your greatest strengths and weaknesses.

11.What have you learned from the jobs you have held?

行为面试问题 ( Sample Behavioral Interview Questions )：

12.Describe the best/worst team of which you have been a member.

13Tell me about a time when your course load was heaviest. How did you get all of your work done?

14.Give me a specific example of a time when you sold someone on an idea or concept.

15.Tell me about a time when you were creative in solving a problem.

16.Describe a time when you got co-workers or classmates who dislike each other to work together.

17.Tell me about a time when you made a bad decision.

压力面试问题 ( Sample Stress Interview Questions ) :

18.What kinds of people do you find it difficult to work with?

19.What are some of the things you find difficult to do?

20.How would you evaluate me as an interviewer?

21.What interests you least about MBA?

22.How do you handle rejection?

23.What is the worst thing you have heard about our school?

24.See this pen I'm holding. Sell it to me.

案例面试问题 ( Sample Case Interview Questions ) :

25.A chain of grocery stores currently receives its stock on a decentralized basis. Each store deals

independently with its suppliers. The president of the chain is wondering whether the firm can benefit from a centralized warehouse. What are the key considerations in making this decision?

A magazine publisher is trying to decide how many magazines she should deliver to each individual distribution outlet in order to maximize profits. She has extensive historical sales volume data for each of the outlets. How should she determine delivery quantities?

非常规问题：

26.It is the 15th Century. How do convince the Pope that the Earth is round?

27. If I gave you an elephant, where would you hide it?

28. Why are soda cans tapered on the top and bottom?

29. How much RAM does a PC need to run Windows95?

30. You are in a boat on a fresh water lake. In your hand is a rock. You throw the rock into the lake. How is the lake's water level affected?

31. If it rained music, what would grow?

32. Describe your best friend and what he or she does for a living.

33. In what ways are you similar or different from your best friend?

34. What are your career's strengths and how do you capitalize on them?

35. Are you a happy person?

36. According to JRM, Jr., a fast growing software company asked this question... You have a wealthy aunt who weighs 300 pounds. Tell me how you would redesign her toilet.

其他常见的英语面试问题：

37. Would you please make a brief introduction about yourself?

38. Why did you take the MBA examination? Would you please say something about the currently MBA program in China?

39. Why do you choose RENMIN University to study MBA?

Tell me a little about RENMIN University from your understanding.

40. How do the people around you review MBA?

41. What's the difference between MBA program at home and abroad?

42. If you failed this time what will you do in the near

future?

43. Why do you want to be a part of MBA students?

44. Why do you think you are qualified for MBA program?

45. Do you have a career plan in 5 years?

46. Do you have a study plan if you were accepted as a MBA student?

47. What ' s your opinion about the requirement that a MBA student must have working experience?

48. How do you define marketing or management?

49. Do you think English is quite important in MBA study? Why?

50. Do you think MBA training courses will help you a lot in your future life? Why?

51. What do you want to do after your MBA study?

52. What is the most important qualification that a MBA student should have?

53. Say a little about teamwork.

54. Say a little about management.

55. How communication works in organizations?

56. Tell me the relationship between the management and management theory.

57. What will you do if you can ' t find a job?

58.Do you think that the economy will get better?

59.Who are you currently employed with?

60.What kinds of opportunities are you looking for?

61.What is your biggest accomplishment on the job?

62.What joy did you enjoy the most and why?

63.What would your former boss say about you?

64.Why did you leave your last job?

65.Please tell me a little about your working history?

What kind of fields?

66.Say a little about your educational background.

67.What are your strengths and weakness?

68.What do you do in your spare time?

69.What is your impression of Beijing?

70.What is CFO? If you were a CFO, what would you do?

71.What is the difference between sales and marketing?

72.What do you think is the most important as a manager?

在面试快结束的时候，一般考官都会问，你有没有什么要问

的。除非你是最后一个面试者，你明显感到所有的考官都急

切的想离开，一般不适合说 “ I don ' t have any question. ”

可以问考官一两个你关心的问题 （ Questions you should ask  
the recruiter ）：

73.What changes do you anticipate in our school? （ 你

希望我们学校会有些什么样的变化 )

74.Which is the best course in our school? (                      什么课程

是我们院最好的课程    )

75.does our school provide some guidance of job to MBA?

最后可以说： Thank you for giving me the chance. I hope

to see you again and soon.                      ( 谢谢您给我机会，我希望

很快能再见到您。    )