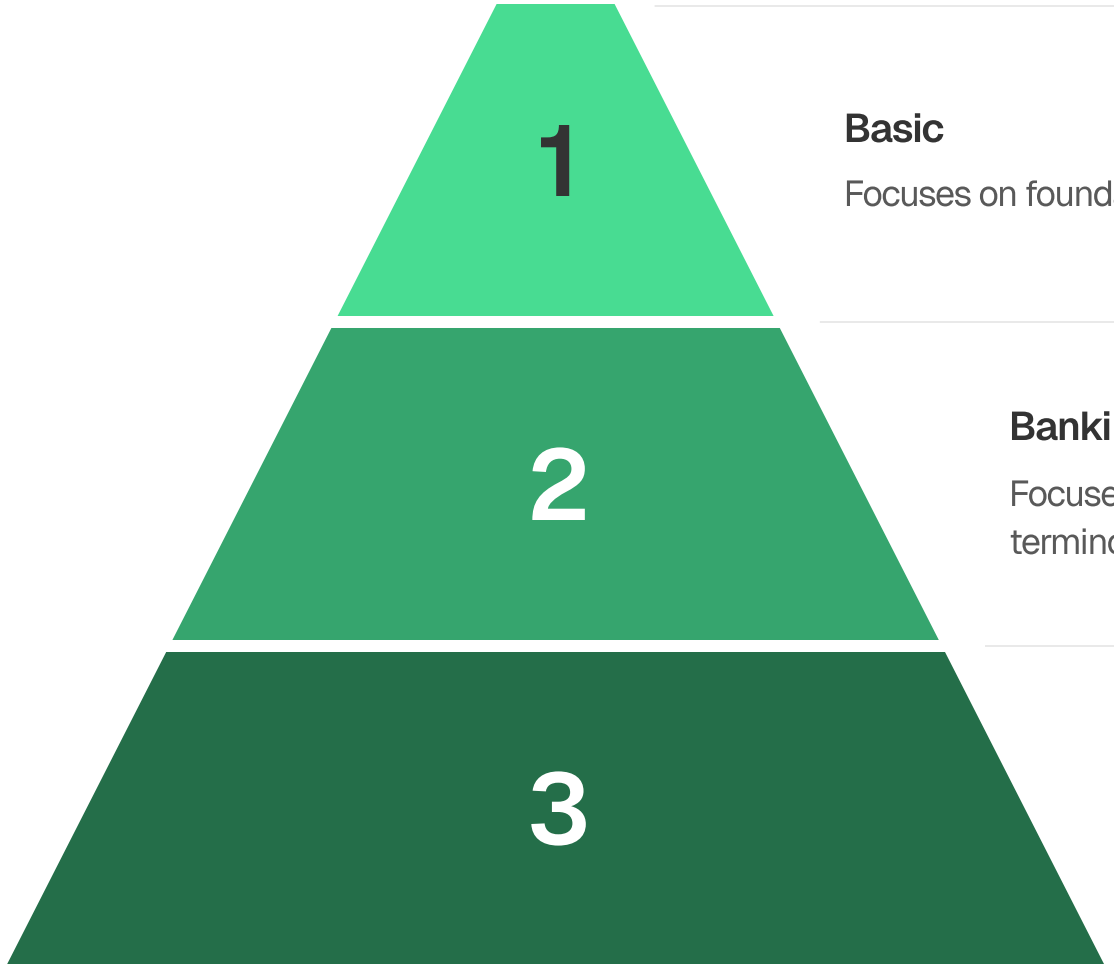


Module 17: Mock Interview Lab

Strategic interview preparation for career readiness

The 3-Level Interview System

Structuring your practice for success



Basic

Focuses on foundational communication and general background.

Banking

Focuses on core technical knowledge and industry-specific terminology.

Final

A comprehensive integration of HR, technical, situational, and sales metrics.

Level 1: Basic Proficiency

Establishing the foundation for entry-level readiness



Scope

10 fundamental questions designed to assess baseline competencies.



Duration

5–10 minutes to complete the initial assessment.



Goal

Evaluate clarity of speech, professional grooming, and high-level behavioral traits.



Focus

Ability to provide concise, structured answers to common introductory questions.

Level 2: Banking Technicals

Deepening domain expertise

- **Scope**
  15 banking-specific questions.
- **Duration**
  10–15 minutes.
- **Goal**
  Verify comprehension of banking products, compliance, and procedural accuracy.
- **Preparation**
  Candidates should be prepared to discuss current banking products and specific customer service scenarios.

Level 3: The Final Simulation

Holistic Evaluation

- **Integrated Scope**

  Covers a comprehensive mix of HR, Banking, Situational, and Sales competencies.

- **Time Commitment**

  A focused 20–25 minute session designed to reflect real-world hiring constraints.

- **Performance Assessment**

  Evaluates candidate adaptability and effectiveness under pressure across various interview formats.

The Readiness Scorecard

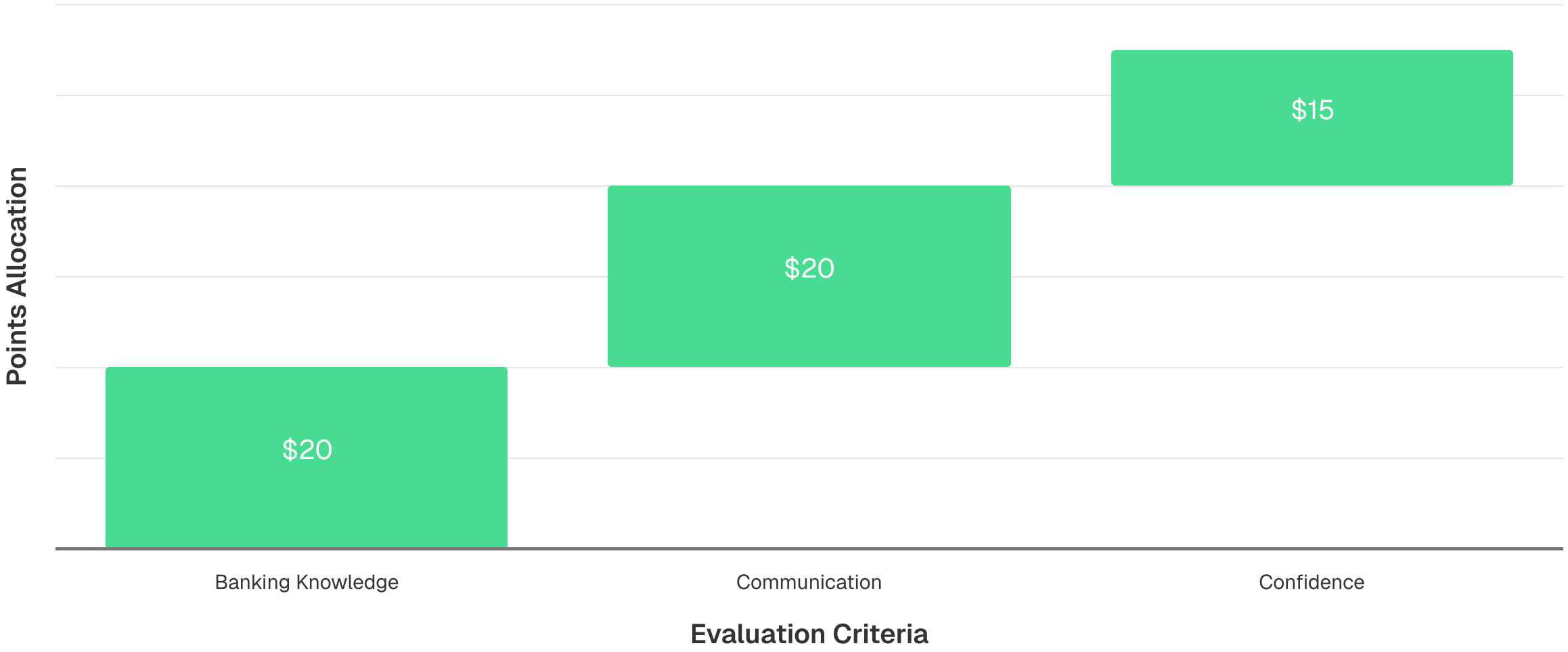
Objective evaluation metrics based on a 100-point scale

Parameter	Score Weight
Banking Knowledge	20
Communication	20
Confidence	15
Customer Orientation	15
Grooming	10
Problem Solving	10
Sales Orientation	10

This tool is designed for identifying specific areas for self-improvement, not as a judgment of personal potential.

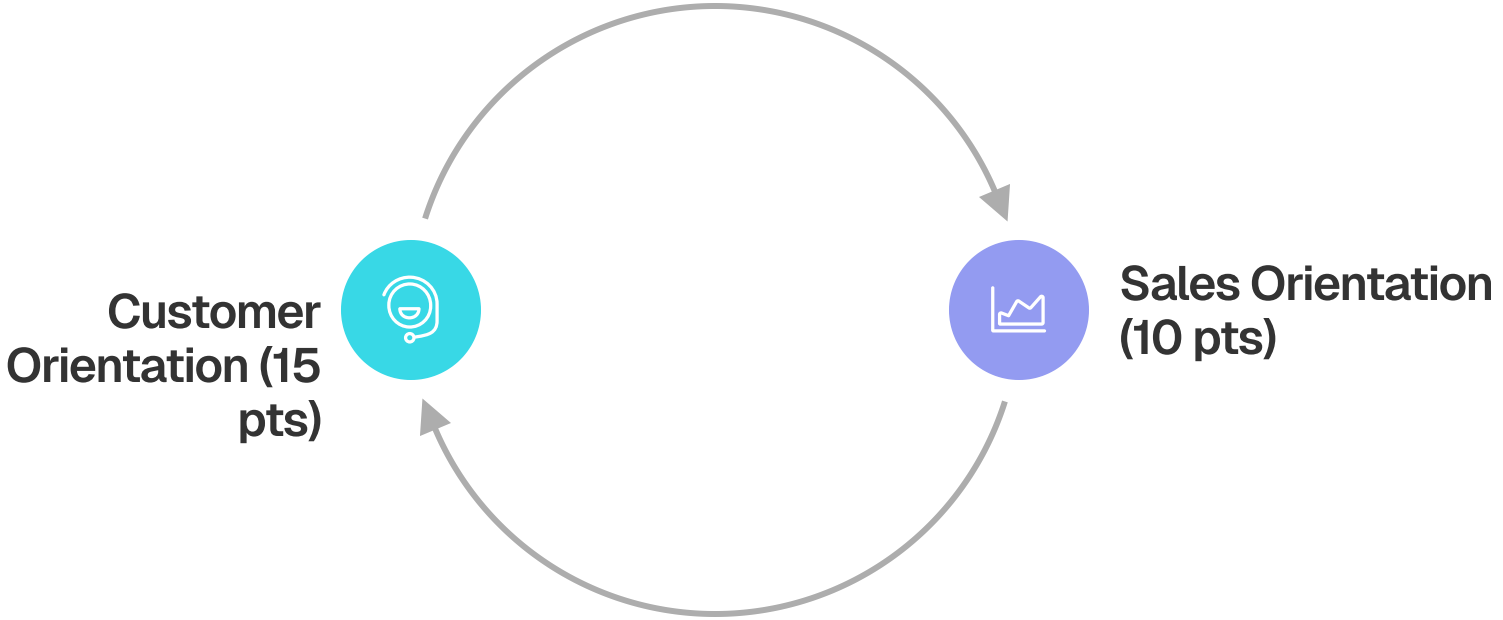
Core Technical & Behavioral Metrics

Breakdown of the top-weighted criteria



Service & Sales Alignment

Focusing on the customer experience



Professional Presence & Logic

The finishing touches for the candidate

Grooming (10 pts)



Adherence to professional dress codes and appropriate non-verbal presentation.

Problem Solving (10 pts)



Analytical approach to hypothetical scenarios; ability to structure a logical solution under time constraints.

Using the Scorecard for Growth

Translating metrics into action



Begin the evaluation process by simulating a realistic interview environment.

Self-assess performance against the rubric to identify specific weak points.

Pinpoint areas of low proficiency such as banking knowledge to focus your efforts.

Revisit materials and practice questions to improve your readiness score.

Treat the 'Readiness Score' as a dynamic tool—measure, adjust your approach, and re-test to ensure continuous growth.