

THE SHRAVAN'S ROUND

Mock interview report

Candidate	Shivali Sharma
Current role	Finance
Product experience	Beginner · 0–1
Strongest	Product sense
Interviewer	Shravan
Date	12 Sept 2026, 13:12

Round summary

Duration	18 min
Strongest	Product sense
Questions asked	8
Follow-ups	5
Mode	Adaptive

Overall feedback

You approached the problem in a structured way and were comfortable thinking out loud. You asked useful clarifying questions and explained your trade-offs clearly. Your answers became weaker once the discussion moved into metrics and edge cases, where you leaned on intuition more than evidence.

"You structure problems well. The next step is being more precise when you quantify impact." — Shravan

Strengths

Structured thinking

You broke the problem into sensible parts before proposing solutions.

Clarifying questions

You asked useful questions before committing to an assumption.

Communication

Your answers were easy to follow even when you were thinking live.

Growth areas

Quantifying impact

You identified useful metrics, but rarely attached numbers or thresholds.

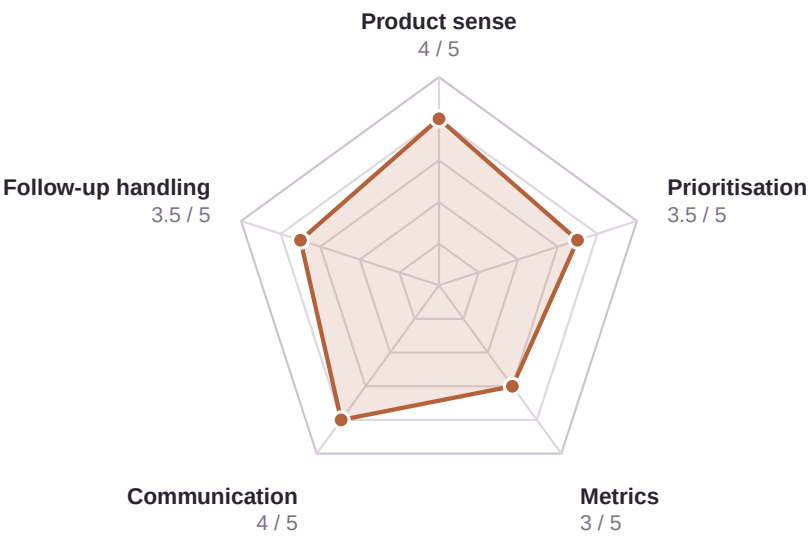
Prioritisation depth

You made a choice, but did not always say what you were deprioritising.

Edge cases

You could go deeper on failure states and unintended consequences.

Performance breakdown



Product sense	4 / 5	Strong problem framing and user reasoning.
Prioritisation	3.5 / 5	Clear choice, but the trade-off was left implicit.
Metrics	3 / 5	Good intuition; answers need clearer success thresholds.
Communication	4 / 5	Easy to follow, even while thinking aloud.
Follow-up handling	3.5 / 5	You updated your view when pushed, but took a beat to commit.

Strong moment

You separated new from repeat users and said you'd check first-order rates before committing. You challenged your own assumption instead of defending it.

Missed opportunity

“Repeat orders and retention.” Define the window and the movement you'd expect: 30-day repeat rate from 22% to 25% within one quarter.

How you spoke

You spoke 86 words across 4 answers, with no filler words worth flagging.

Words spoken	86
Average answer	22 words
Longest answer	35 words

Question by question

QUESTION 1

Where would you start if repeat orders dropped 12%?

YOUR ANSWER

Segmented the drop by user type, frequency and category before proposing any fix.

FOLLOW-UP

“Why are you assuming retention is the problem?”

WHAT WORKED

You segmented the problem before proposing features.

SCOPE OF IMPROVEMENT

You did not establish whether the decline was broad or cohort-specific.

WHAT THIS QUESTION WAS ASKING FOR

Start by validating whether the decline is driven by acquisition, frequency or retention.

QUESTION 2

Why are you assuming retention is the problem?

YOUR ANSWER

Named the instinct, then said what evidence would change your mind.

WHAT WORKED

You changed position when the assumption was questioned, which is what the follow-up was testing.

SCOPE OF IMPROVEMENT

The evidence check stayed qualitative; no threshold for what 'held steady' means.

WHAT THIS QUESTION WAS ASKING FOR

Say what number would falsify the assumption, not just which chart you'd open.

QUESTION 3

Three plausible causes, one fix this quarter. How do you choose?

YOUR ANSWER

Sized by users affected and revenue at risk, weighed effort, preferred the reversible fix.

WHAT WORKED

Reversibility as a tie-breaker is a strong instinct and you said it out loud.

SCOPE OF IMPROVEMENT

You never named what you were explicitly dropping, or what it would cost to drop it.

WHAT THIS QUESTION WAS ASKING FOR

State the deprioritised option and the risk you're accepting by leaving it.

QUESTION 4

What metric would tell you this worked?

YOUR ANSWER

"Repeat orders and retention."

FOLLOW-UP

"Over what period, and how much movement would convince you?"

WHAT WORKED

The metrics you picked were the right family for the problem.

SCOPE OF IMPROVEMENT

No time window, no baseline, no target, and no guardrail metric.

WHAT THIS QUESTION WAS ASKING FOR

Frame it as: 30-day repeat rate from X to Y within one quarter, with delivery time as the guardrail.

Next practice plan

Focus next

metrics next

You were strongest in product sense. Your biggest opportunity is being specific with metrics.

Before your next interview

1. Define success metrics with numbers
2. Say what you are deprioritising
3. Test your assumptions earlier

Practise the thinking, not the script.