

Consulting Summer Camp

*July 12-15, 2021
Noon (12pm), eastern time*



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What are we doing here?

- ❑ Welcome to everyone! Incoming students, returning students, MBAs, UGs, Specialty Masters, all interests/concentrations
- ❑ New(ish) programming and a head start
- ❑ Breaking consulting into pieces
- ❑ Not a workshop but...



The Week

- ☐ **Monday (July 12):** Overview of the Consulting industry, networking, and resumes
- ☐ **Tuesday (July 13):** Fit & Case Interviews
- ☐ **Wednesday (July 14):** “My Summer Internship” 2nd year MBA panel
- ☐ **Thursday (July 15):** Live Q&A session with Deloitte



**Bites & Insights: Consulting (9/10 at 11am)*

Monday: Consulting Overview

- ❑ What is consulting?
- ❑ What kinds of consulting?
- ❑ What are they looking for?
- ❑ The glamour and the grit



What is it?

- ❑ Problem solver & external, objective advisor
 - ❑ Help organizations improve performance and solve challenging problems
-
- Private, public, nonprofit, military



What is it?

- ❑ Strategy: mission/vision, business plans, deciding on new market entry, etc. (usually with the top management)
- ❑ Operations: implementing the strategy by working across the company; cost reduction, optimizing processes, supply chain, etc.
- ❑ Organization: optimal organizational structure to best implement strategy



What is it?

- ❑ Research – data collection, interviews
- ❑ Analysis and interpretation
- ❑ Identifying pathways
- ❑ Communications and results (PowerPoint and Excel)



What kinds?

- Accounting, Audit, Tax
- Aerospace & Defense
- Branding, Image and Marketing
- CPG & Retail
- Data Analytics
- Defense
- Economic
- Energy
- Executive Search
- Financial
- Healthcare and Pharmaceuticals
- HR/ Human Capital
- Information Technology
- Litigation & Legal
- Management & Strategy
- Operations and Supply Chain
- Outsourcing
- Public Sector
- R&D
- Retail Pricing
- Risk & Compliance
- Software
- Turnaround & Transformation



Varieties

By size: Boutique (Carlisle & Co.), Medium/Large/Tier 2 (Accenture, L.E.K.), Big 4 (Deloitte, PwC, KPMG, EY), Top 3 (McKinsey, Bain, BCG)

By segment: Which area of the company? e.g. Deloitte Federal v. Deloitte Commercial

By function: End-to-end, generalist, industry expertise

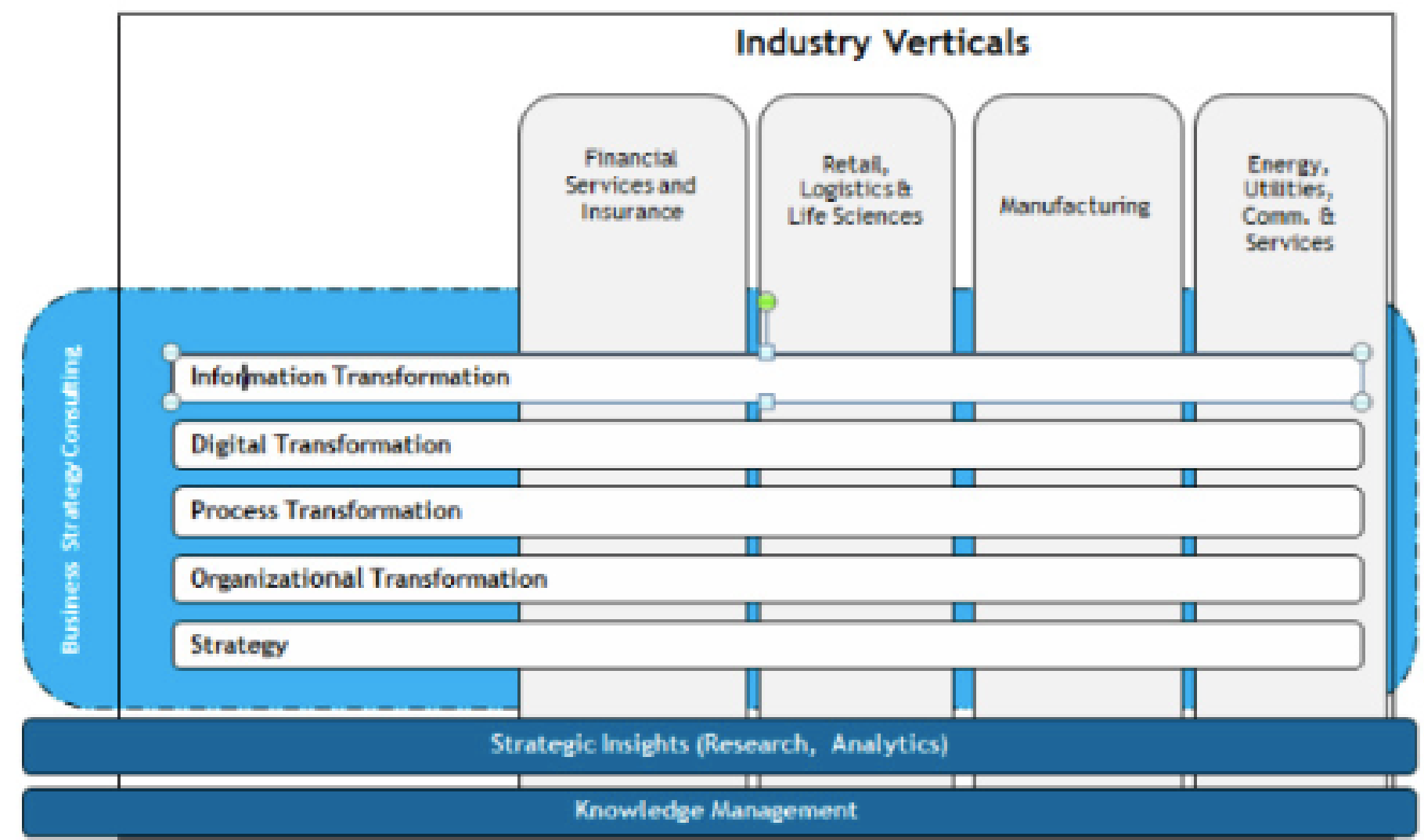
By time: length of typical project

By level of support: levels of mentorship and coaching, informal & formal training, proximity to leadership



Vertical & Horizontal

Verticals: Specific areas of focus or industries



What are they looking for?

Demonstrated aptitude for:

- Problem solving
- Client handling & listening
- Intellectual agility and analytical skill
- Business acumen
- Strategic planning
- Team-building and collaboration
- Creativity & flexibility and
- Strong interpersonal skills

And...

- Technology (but not IT)
- Interest in Consulting



Pros and Cons

Pros:

- Intellectually stimulating work environment
- High potential impact of work in a variety of client settings
- Array of career trajectory options
- Extensive training by firms, in many cases
- Ability to work on multiple different projects
- Easy to build professional network
- High compensation

Cons:

- Some positions require up to 80% travel (hotel & client site)
- Long work hours, especially close to project deadlines
- Stressful work with clients and colleagues
- Clients may not follow recommendations
- Must tolerate/embrace ambiguity and making order out of chaos



Where to?



Monday: Networking

- How you get a job (↑ 85% through connections)
- Everyone does it...in the U.S.
- Get information (jobs, company, qualifications)
- Get recommended
- Long-term connections



Why network?

- ❑ Most land jobs through networking
- ❑ Some jobs not advertised – “hidden job market”
- ❑ Not everything is in the job description or on company website
- ❑ Recruiters/hiring managers like internal referrals: screening
- ❑ Incentives to refer



It's long-term, expected, and fun

- ❑ You're building a (long-term?) relationship
- ❑ People expect to be contacted
- ❑ Easier to start with people you know
 - ❑ Friends, family, former colleagues, classmates, faculty, neighbors, club members, gym friends,
- ❑ Look for opportunities – random times and places



Look everywhere for opportunities

- ❑ LinkedIn, BU Connects (Questrom Network)
- ❑ Club events – Consulting Club
- ❑ Conferences
- ❑ Volunteering
- ❑ Off-campus career fairs
- ❑ Events – Bites & Insights, MBA Networking Night



During the Informational Interview

- Learning about them: job, organization, trajectory
- Do not ask for a job
- Do your homework – unique questions and insight
- Do seek additional resources and contacts
- Do follow up and offer help
- Enjoy it!



Monday: Consulting Resumes

- ❑ First (or second) impression
- ❑ Seconds to read
- ❑ Education, experience, extracurriculars



Consulting Resumes

- Formatting: font (no *Comic Sans!*), sizing, margins, spacing, bullets, headings...
- Reverse chronological order
- 1 page
- Quantify whenever possible
- Powerful words: Managed, led, developed, mentored, created...
- PROOFREAD**



Consulting Resumes: Education

- ❑ Top of page (bottom-ish if you were applying out of school)
- ❑ Include only degree-based programs
- ❑ Awards/honors including brief explanation, dollar amounts
- ❑ GPA and GRE scores are appropriate for many consulting firms
- ❑ Relevant course work but keep it short
- ❑ Study abroad experiences
- ❑ This section should not exceed ¼ of page



Consulting Resumes: Experience

- Tailored to each individual job (but you can re-use a lot)
- Results-oriented experiences: Impact – the “So What?”
- Creative & innovative in problem-solving
- Teamwork/collaboration
- Analytical thinking
- Leadership and going above and beyond
- Communication skills (oral and written)
- Client service mentality
- Demonstrate business acumen
- Most recent experience should have most detail •
 - Level of detail decreasing for experiences farther in past
 - Exception for highly relevant experiences (consulting, business)



Consulting Resumes: Experience

- ❑ Unique bullets: specific competencies; avoid redundancy
- ❑ Think about what each bullet says about you and your abilities
- ❑ Sometimes minor responsibilities are highly relevant and should be emphasized
- ❑ Transferrable Skills:
 - ❑ How does what you have done relate to the job of a consultant?
Have you run an office? A small business enterprise?
- ❑ Important skills: communication (oral and written), teamwork, leadership, management, innovation, administration, accounting, customer service, organizational skills, general business acumen



Consulting Resumes: Extracurriculars

- ❑ Skills: computer skills, language skills
- ❑ Interests: set yourself apart from the crowd
- ❑ Think about the fit interview
- ❑ Volunteering, sports participation, civic engagement, interests and passions
- ❑ Trapeze!

