

# Consulting Summer Camp

*July 13-17, 2020  
Noon (12pm), eastern time*



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# What are we doing here?

- ❑ Welcome to everyone! Incoming students, returning students, MBAs, UGs, all interests/concentrations
- ❑ New programming and a headstart
- ❑ Breaking consulting into pieces
- ❑ Not a workshop but...



# The Week

- ❑ Monday (July 13): Overview of the Consulting industry
- ❑ Tuesday (July 14): Consulting job documents & fit interviews
- ❑ Wednesday (July 15): “My Summer Internship” 2<sup>nd</sup> year MBA panel
- ❑ Thursday (July 16): Case Interviews
- ❑ Friday (July 17): Live Q&A session with Cognizant



*\*Bites & Insights: Consulting (9/11 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
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- 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





# What kinds?

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, specialist/SME

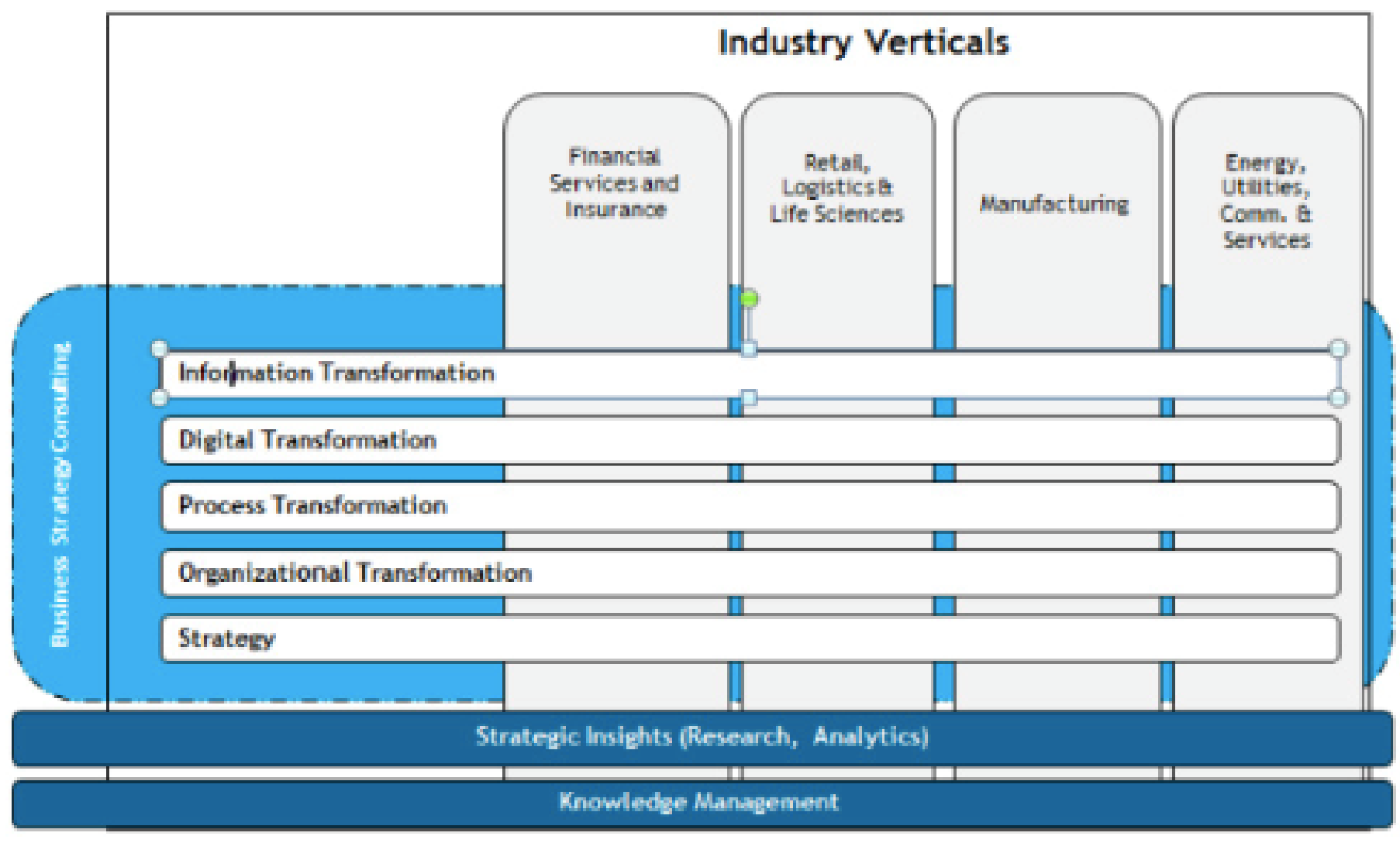
By time: length of typical project

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



# What kinds?

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??

