NextEp MBB

Shaping your Next Episode

Understanding The Process
Blueprint of the application
process and the firms

Key steps to understand the process

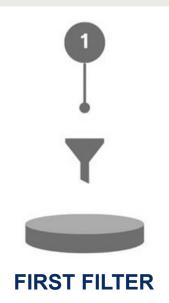
LEARN HOW THE COMPLETE APPLICATION PROCESS WORKS

LEARN "WHO'S WHO" IN THE CONSULTING WORLD AND WHERE YOU'RE APPLYING TO

LEARN THE CONSULTING CAREER PATH AND WHAT EACH ROLE ENTAILS

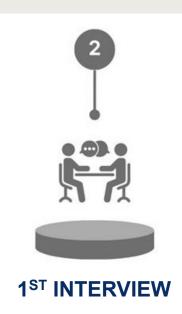
CREATE YOUR OWN TRAINING PLAN AND COMMIT TO SUCCESS

The **Application Process** has **4 steps**



Firms receive thousands of applications, so they **filter candidates** through these parameters:

- 1. CV
- 2. Cover Letters
- 3. Test



You got through the filter, now you have to prepare to perform **2 rigorous case interviews**. You have to prepare 3 main parts:

- 1) Fit questions
- 2) Solving a case
- 3) Final Q&A



The **FINAL ROUND**, a lot of merit. Now you have to perform **2 more interviews**, but this time **with Managers & Partners** of the firms.

The competition is fierce, so there's no room for error.



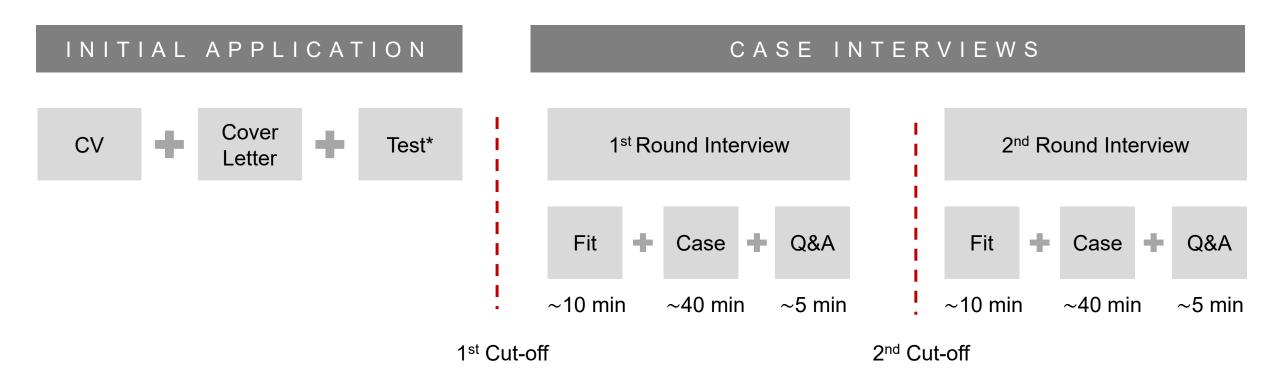
DECISION

Interviewers will get together and align evaluation of candidates.

You have to receive 2 clear YES's to get the job, and get into companies as Mckinsey, Bain or BCG

The process consists of two main stages, the initial application and the case interviews

THE CONSULTING APPLICATION PROCESS



Notes: *Test applies to undergrads, not to MBA's

There are several "Tiers" of consulting level and expertise; You must learn where each firm stands so you know where you want to work

TIER 1 MBB

- "MBB" stand for: McKinsey, BCG and Bain, the three most prestigious consulting firms in the world
- They have a long and amazing track record that has earned them the reputation they have today
- This translates into the **highest salaries** for their employees

TIER 2 CORE CONSULTING

- Huge global firms that also focus on management consulting but tend to specialize more in certain industries
- **Difference** consists mainly of the **prestige** they hold and **what they charge** their clients for their projects
- Salaries are lower but still competitive with MBB firms
- · Firms in this tier include AT Kearney, Roland Berger, Oliver Wyman, LEK

TIER 2 NON-CORE CONSULTING

- Made up of companies of which their "Core" is not consulting, but they also have huge consulting divisions
- It's made of the "Big 4" Deloitte, PwC, EY and KPMG and other great companies like Accenture, MasterCard, NTT Data
- In terms of **revenue**, they are the **largest in the world** as their other services attract more projects

BOUTIQUES

- These are local firms that are sometimes more specialized than the big companies
- They focus on attracting more local clients with a tailor made approach
- Salaries can be as competitive as the big firms and they tend to have better work-life balance

Every year, specialized companies in assessing workplaces, rank the consulting companies based on varying parameters; this is Vaults 2023 Global Ranking

Global 2023 Ranking	Best Prestige	Best Firm to Work For	Best Benefits	Best Work Life Balance	Best Management Consulting	Best Strategy Consulting
1	McKinsey & Company	BAIN (BCG	ghSMART.	McKinsey & Company	BAIN (
2	BCG	BCG	BAIN (4)	EAGLE HILL	BCG	BCG
3	BAIN 4	McKinsey & Company	McKinsey & Company	BACK BAY Life Science Advisors	BAIN (Deloitte.
4	Deloitte.	EY Parthenon	DAYBLINK	BAIN (Deloitte.	accenture
5	EY Parthenon	The Bridgespan Group	A _G ANALYSIS GROUP	KENWAY CONSULTING	accenture	EY Parthenon

- These specialized companies have rankings based on:
 - Region
 - Industry
 - Diversity
 - Many others
- You can review more rankings in the pages of these companies:







Source: Management Consulting Ranking- https://vault.com/best-companies-to-work-for/consulting/best-firms-in-each-practice-area/management-consulting

Source: Vault Rankings: https://vault.com/

The Consulting Career Path has 5 main roles

Entry point for

MBA's

	ANALYST	CONSULTANT	MANAGER	ASSOCIATE PARTNER	PARTNER & SENIOR PARTNER
MAIN RESPONSIBILITIES	 Request and gather data from the client Execute analysis Translate analysis into presentations 	 Develop solution for the client problem Condense and communicate the data and analysis into a readable presentation for clients Manages analysts 	 Leads the project Sets project roadmap/solution Manages the team, the client and the partners of the case 	 Lead several projects Oversee managers and teams Prove he/she can sell to become a partner 	 Sell projects Handle main relationship with client and provide "expert" insight to the team Oversee the Associate Partners /Managers of the team
IN IN	• ~2-3 years	• ~2-3 years	• ~2-3 years	• ~2-5 years	Top Level in Consulting

Entry Point for

Undergrads

Last closing recommendations



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•50+ secret tips to get into consulting



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THANK YOU!