

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



FIRST FILTER

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

1. CV
2. Cover Letters
3. Test



1ST INTERVIEW

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



2ND INTERVIEW

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.



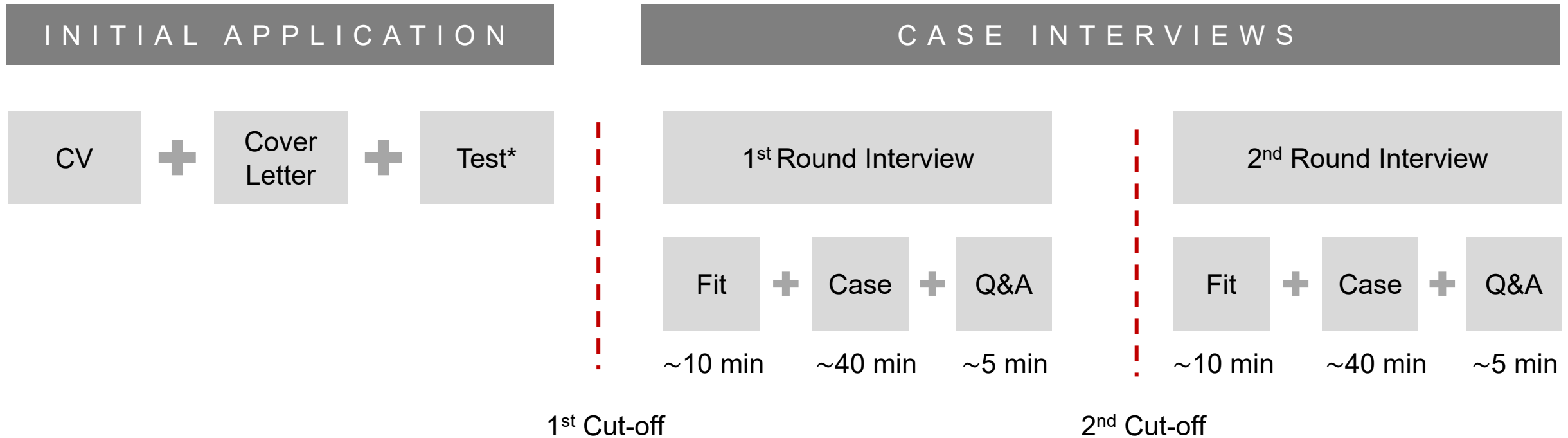
DECISION

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				McKinsey & Company	
2				 EAGLE HILL		
3		McKinsey & Company	McKinsey & Company			
4						
5			 ANALYSIS GROUP			

- These specialized companies have **rankings based on:**

- Region
- Industry
- Diversity
- Many others

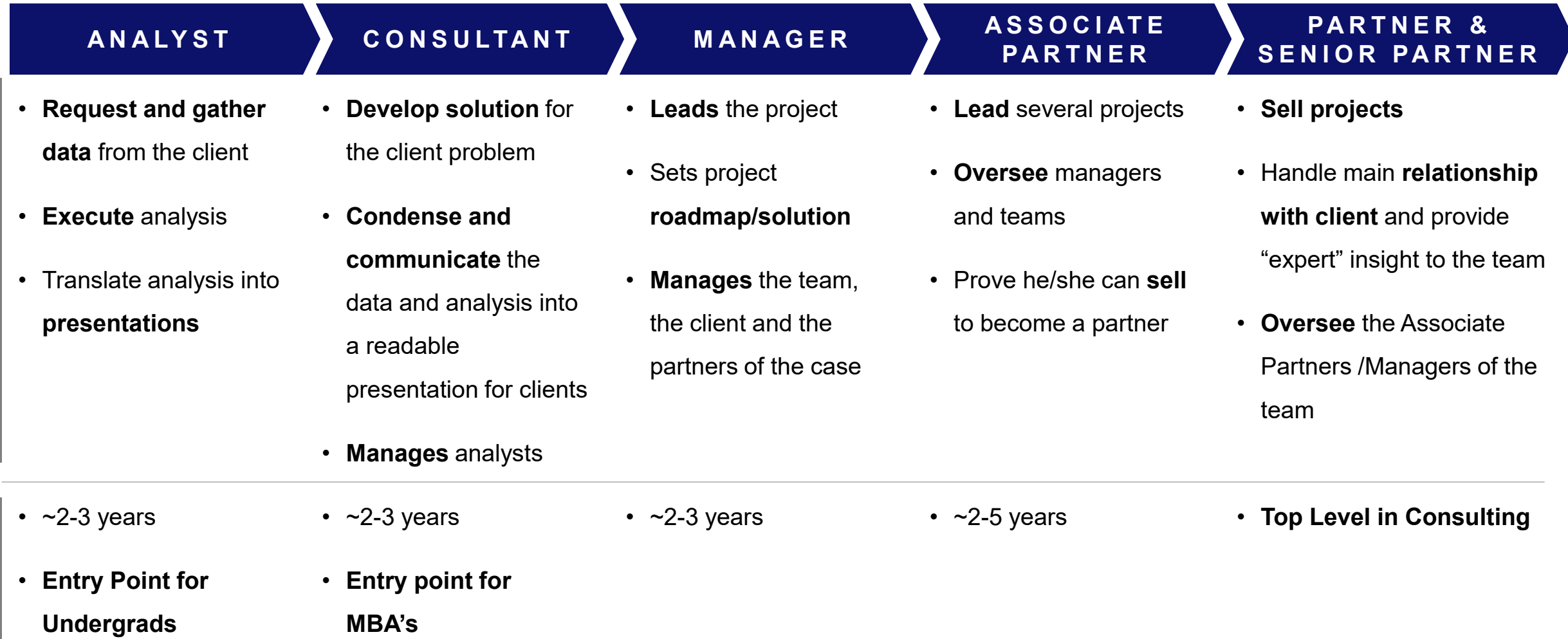
- You can **review more rankings** in the pages of these companies:



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



Last closing recommendations

1

GET DAILY TIPS DURING YOUR PREPARATION

You'll get access to:

•**50+ secret tips** to get into consulting



2

JOIN OUR WHATSAPP COMMUNITY

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THANK YOU!