



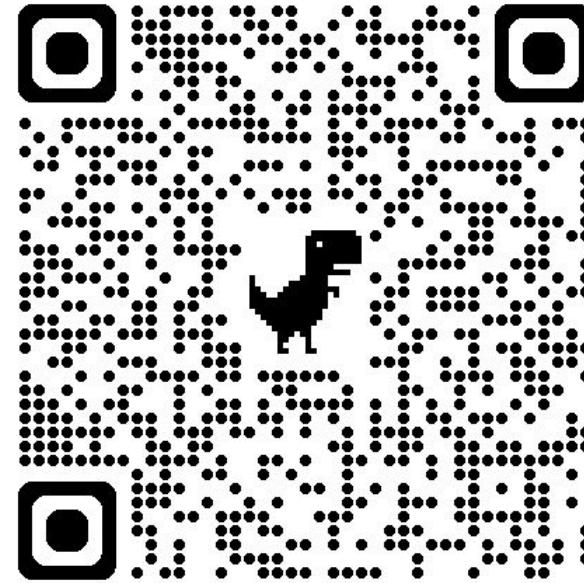
Consulting 101

BFS Fall 2025 | October 27, 2025



Sign in sheet

Look out for the
password later
in the
presentation! →



Family Winner...



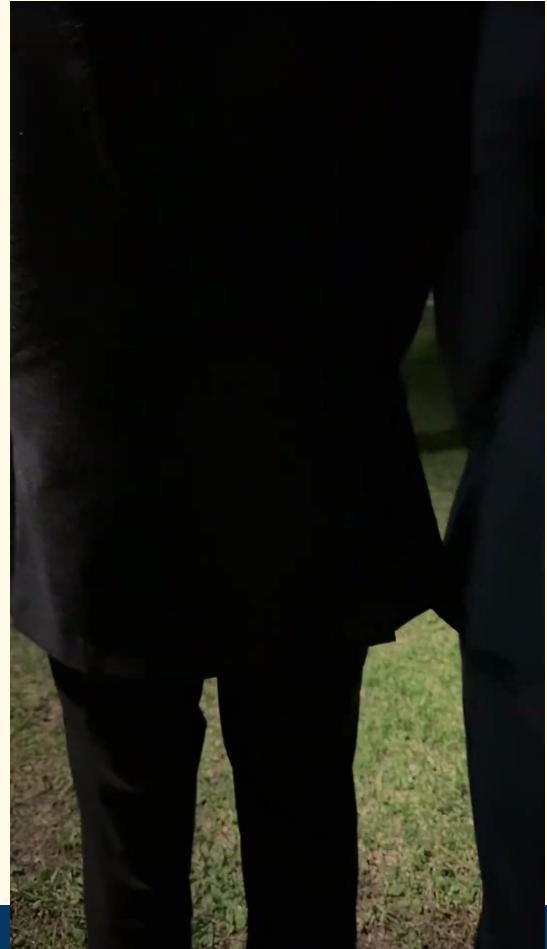
Family D!

[Link to all Family TikToks](#)





Family D!



Family Heads:

Family A: Eason Zhang, Evren Basegmez

Family B: Jake Valencia, Kate Goshko

Family C: Abhinav Purohit, Christian Kim

Family D: Ben Weeks, Charley Nunley





**RSVP
HERE** 
**for
Consulting**
102

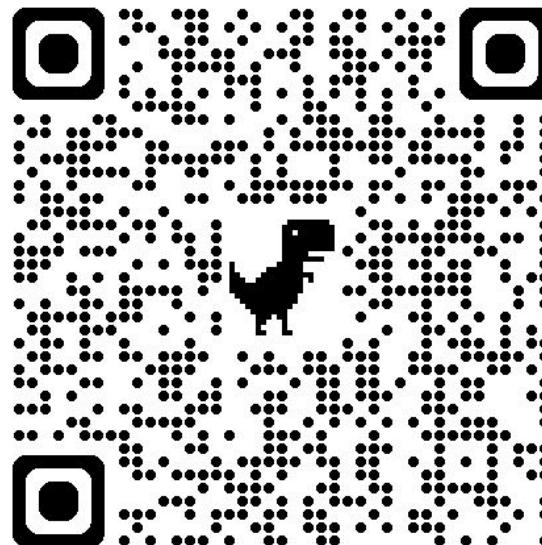




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What is Consulting?

Including general project cycle & types of firms

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Pros and Cons

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Like education & networking

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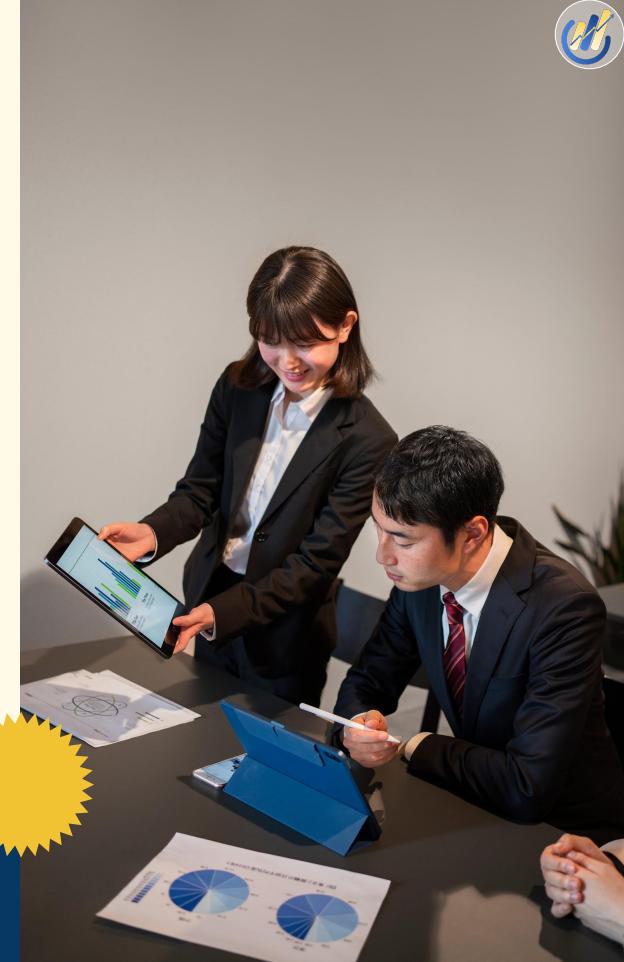
Industry trends & resources



01

What is consulting?

n. the business of giving expert advice to other professionals, typically in financial and business matters





Some Types of Consulting

Management /Operations

Improves efficiency in day-to-day processes, cost reduction, and performance

Strategy

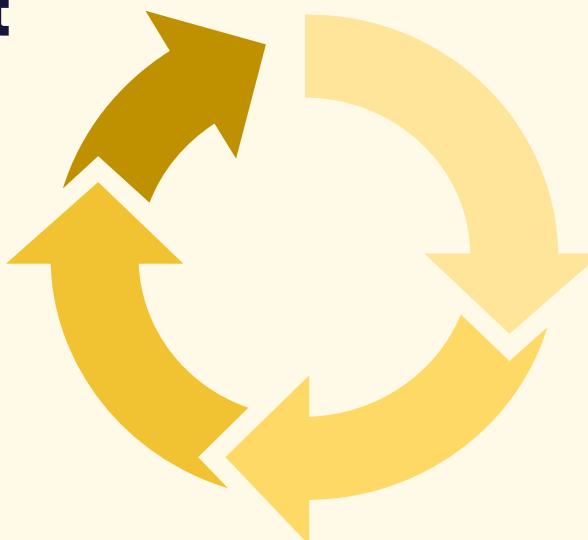
Helps organizations define long term goals and competitive positioning

Financial Advisory

Focuses on corporate finance, valuations, M&A, and risk mitigation



Project Cycle



4: Post Project

- “Bench time”
- Internal initiatives
- Hours: 30-40 per week



3: Client Deliverables

- Most intense/tight deadlines
- Hours: 70-90+ per week

1: Ramp Up

- Research-heavy
- Hours: 50-60 per week



2: Mid Project Execution

- Heaviest workload (analysis/presentations)
- Hours: 60-80+ per week

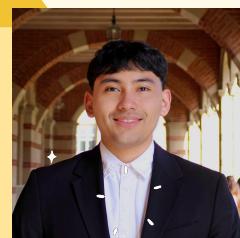


CORNERSTONE RESEARCH
Economic and Financial Consulting and Expert Testimony

MBB

Big Four

Tier 2 / Boutique





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Economic and Financial Consulting and Expert Testimony

Big Four
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Tier 2 / Boutique



02

Pros and Cons



Pros and Cons of the industry



- \$\$\$
- Intellectually stimulating
- Self improvement
- Making an influence
- Open doors!



- Pressure/high stakes
- Long hours
- Breadth vs depth
- Repetition
- Dependence on client relationship





Exit Opportunities



- Highly transferable skills
- Firm reputation ++
- Strong personal network
- High performance ratings



- Corporate strategy
- Management, operations
- Finance (PE, VC, HF)
- Entrepreneurship, startups
- HR, Marketing, and more

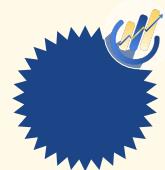




03

Recruiting Recruitments





Education-wise...

Good for all majors – it's the skill set that matters most

- Analytical
- Logic
- Teamwork
- Improvisation

- MBA
- JD
- PhD
- CPA

That being said...

Doesn't hurt to have an edge!



Recruitment Process

Star generic response

Situation

Share context
(Brief)



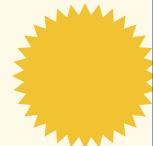
Result

Outcome/What
you learned (Brief)



Task

Your responsibility
or goal (Brief)



Action

Specific steps you
took (Majority)





Recruitment Process

Applications

- Numbers game!
- Keep moving on & finding new avenues
- Strive to complete every single aspect of the application, even the optional things
- Constantly update your resume (but don't spend all your time on it!)

our custom

LinkedIn

our phone

the search

at the top



See all

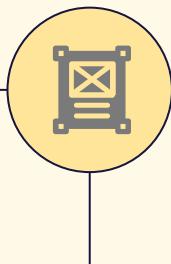
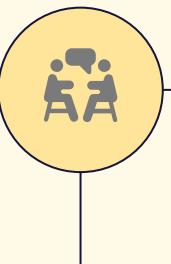
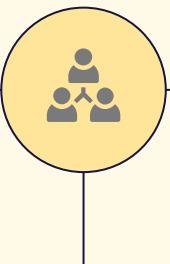
5

S



Recruitment Timeline

Step 01 Step 02 Step 03 Step 04 Step 05



Sept & Jan

UCLA Consulting
Club Recruitment

Jan-Mar

Firm-Specific
Events &
Summits

June-July

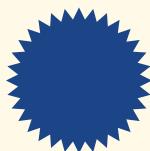
Applications
open - due

Aug-Oct

Interviews

Sept-Nov

Offers extended
~1-2 week
deadline



04

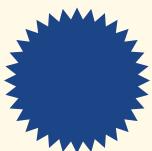
Other Additional Info





Industry Trends

- AI & Automation
- Sustainability & ESG Focus
- Shift to Hybrid/Remote
- Niche & Boutique Consulting





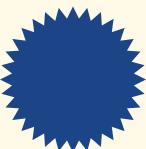
Final Tips

○ Do's

- Join consulting communities
- Participate in case competitions
- Be active on LinkedIn
- Study for case interviews / be early in recruitment!
- Join career fairs

○ Don'ts

- Don't go down rabbit hole of casing practice
- Don't wait until recruiting season to start networking/skill-building



Resources

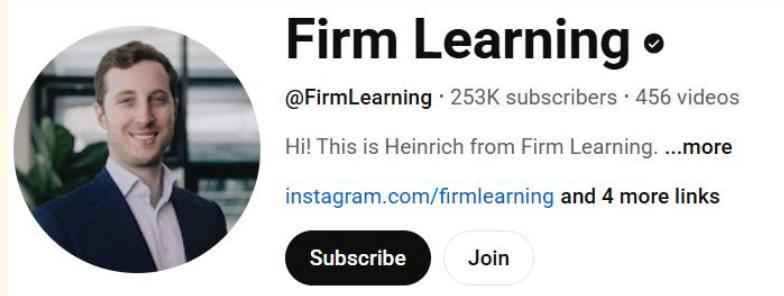


McKinsey slide formatting



IGotAnOffer

47 case interview
examples

A screenshot of the Firm Learning YouTube channel profile. It features a circular profile picture of a man (Heinrich) smiling, the channel name 'Firm Learning' with a verified checkmark, the subscriber count '253K subscribers', the video count '456 videos', a brief bio 'Hi! This is Heinrich from Firm Learning. ...more', a link to 'instagram.com/firmlearning' and '4 more links', and two buttons for 'Subscribe' and 'Join'.

Ex-McKinsey Youtuber



Million Dollar
Consulting by
Alan Weiss

*All resources are hyperlinked

Resources



IGotAnOffer

A circular profile picture of Heinrich, a man with short brown hair, wearing a dark blue blazer over a white shirt, smiling at the camera.

Firm Learning

@FirmLearning · 253K subscribers · 456 videos

Hi! This is Heinrich from Firm Learning. [...more](#)

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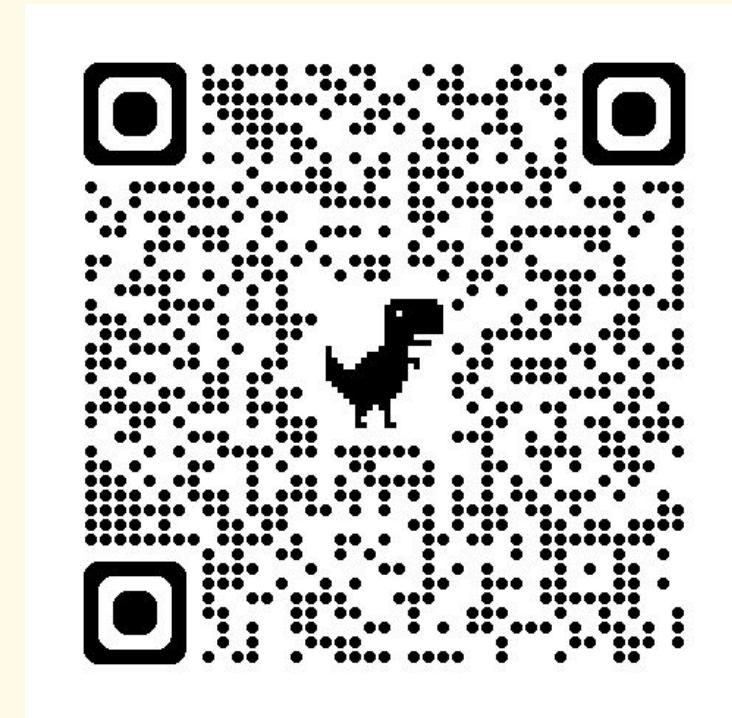


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Sign in sheet!

Password:
Trends →





Questions?

Talk with us!

Follow us on Instagram @bruinfinance

Link to our substack!

Dining Hall run afterwards!

Questions?



Write your question

Write your answer

Saturn

Saturn is a gas giant and has several rings. It's composed of hydrogen and helium. It was named after the roman god of wealth and agriculture

Venus

Venus has a beautiful name and is the second planet from the Sun. It's terribly hot, even hotter than Mercury, and its atmosphere is poisonous

Mars

Despite being red, Mars is actually a very cold place. It's full of iron oxide dust, which is what gives the planet its reddish cast



Top 10 questions of business



What is your situation?



What is your vision?



How to reach your vision?



What do you offer?



How big is the market?



Who are the key players?



How to make a difference?



What is your marketing plan?



What are your economics?



What do you need to start?





Alternative resources

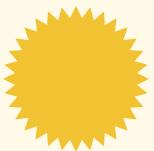
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