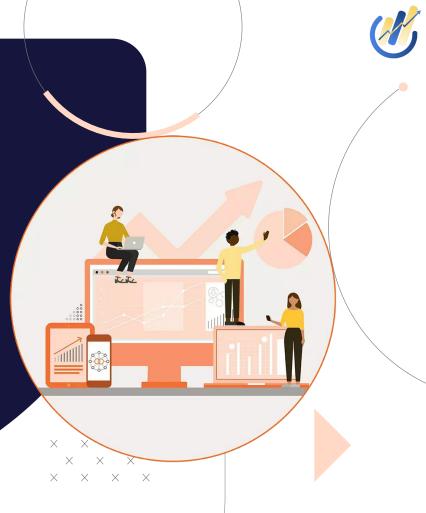
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CONSULTING 101

BFS SPRING 2025 | April 28, 2025



Keep an eye out for the password!





Introducing PCG

- Mission
- Offerings
- Current projects:
 - Consulting for an AI startup based in Singapore.
 - Consulting for TeamUp, a pickup sports app based in Kazakhstan.
- Focus
- Close ties to BFS





RSVP HERE for Consulting 102



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Table of **contents**

01

What is consulting?

Including general project cycle & types of firms



Pros and Cons

Plus available opportunities & future prospects

03 Requirements & Recruitment

Like education & networking

04 Othou

Other

Industry trends & resources



What is CONSULTING

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



Project **Cycle**

4: Post Project

- "Bench time"
- Internal initiatives
- Hours: 30-40 per week

3: Client Deliverables

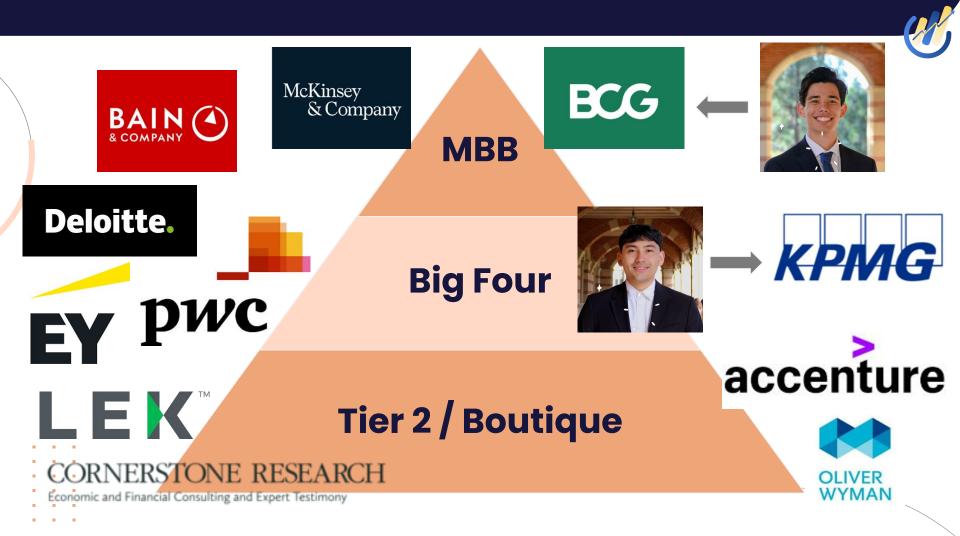
- Most intense/tight deadlines
- Hours: 70-90+ per week

1: Ramp Up

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

2: Mid Project Execution

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





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03 PROS VS CONS



Pros vs 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

- - Entrepreneurship,

• HR, Marketing, and

- Finance (PE, VC, HF)
- operations

startups

more

- Management,
- Corporate strategy



03 RECRUITING Requirements



Education-wise...

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

- Analytical
- Logic
- Teamwork
- Improvisation
- That being said...

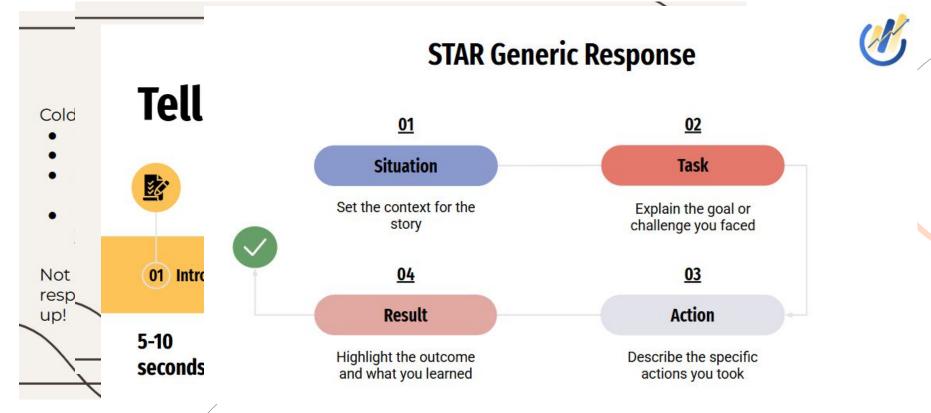
- MBA
- JD
- PhD
- CPA

edge!

Doesn't hurt to have an

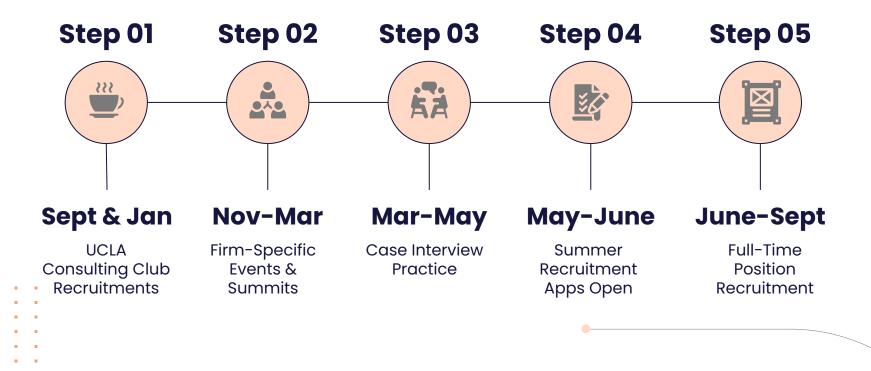


Recruitment Process





Recruitment **TIMELINE**







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OTHER Additional Info

04



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
 - Go down rabbit hole of casing practice

-

Resources

McKinsey Slide Formatting

https://slidemodel.com/mckinsey-pre sentation-structure/

Ex-McKinsey Youtuber

http://www.youtube.com/@FirmLearn ing

47 case interview examples

https://igotanoffer.com/blogs/mckinseycase-interview-blog/case-interview-exam ples



Million Dollar Consulting by Alan Weiss



NEXT GM: USAC Business Panel

RSVP HERE!



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Questions? Talk with us! Dining Hall run afterwards!



. END

Strategic planning **project plan**

Steps	Week	1	2	3	4	5	6	7	8	9	10
1. Kick-off											
2. Business insights											
3. Mission and vision											
4. Key strategic objectives											
5. Strategy map											

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Strategic planning **project plan**



Jupiter is a gas giant and the biggest planet of them all



Despite being red, Mars is actually a very cold place



Saturn is a gas giant composed of hydrogen and helium



Venus has a beautiful name and very high temperatures

Key drivers of the **profit**

Description

Example

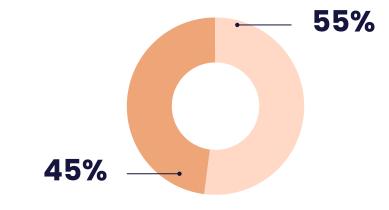
The situation	You need to provide a neutral description with facts that you know your audience will agree on	Our company has been selling its products in the us for 10 years, with an annual profit growth above 10%			
The complication	The complication is a desired change of the current situation	With a market share already above 40%, profit growth will be limited in the United States			
The question	The question that implicitly results from the complication	Should we enter the European market right now?			

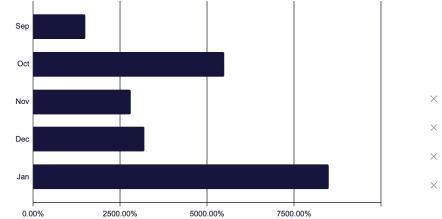
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Awesome words

Financial model





Venus

Venus is the second planet from the Sun

Mars

Despite being red, Mars is a cold place

Venus

* Follow the link in the graph to modify its data and then paste the new one here. **For more info, click here**



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Consulting proposal

Services

Mercury is the closest planet to the Sun



Fees

Venus is the second planet from the Sun



Invoices

Despite being red, Mars is actually a cold place

Expenses

Jupiter is the biggest planet of them all

Materials

Saturn is composed of hydrogen and helium

Terms

Neptune is the farthest planet from the Sun

Business **case**



Implement, track & manage progress

Manage progress

Progress			Status		Link	
		To do In prog		Done		
Venus	0%				www.yourlinkhere.com	
Mars	35%				www.yourlinkhere.com	
Neptune	0%				www.yourlinkhere.com	
Jupiter	50%				www.yourlinkhere.com	
Earth	100%				www.yourlinkhere.com	
Ceres	90%				www.yourlinkhere.com	

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\$520,000

Big numbers catch your audience's attention



\$20,000

Mars is actually a cold place

Venus has a beautiful name

\$30,000

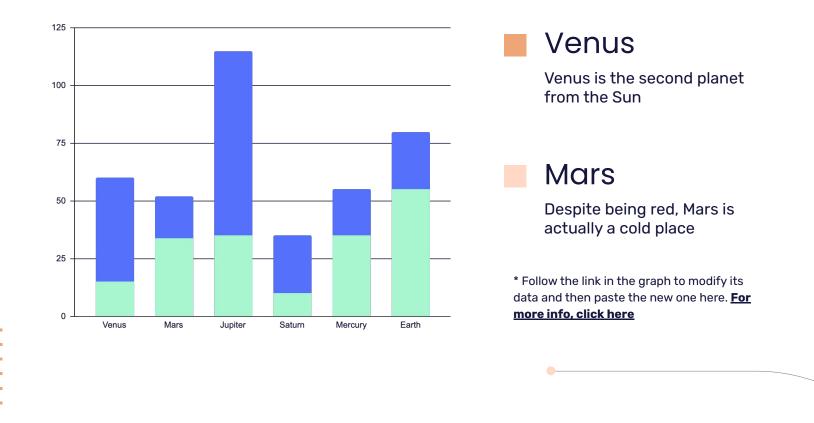
\$25,000

Mercury is the smallest planet

Saturn has several rings

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About the terms of the **agreement**



Strategic alliances

Jupiter Jupiter is a gas giant and the biggest planet in the Solar System Venus Venus is the second planet from the Sun and has very high temperatures

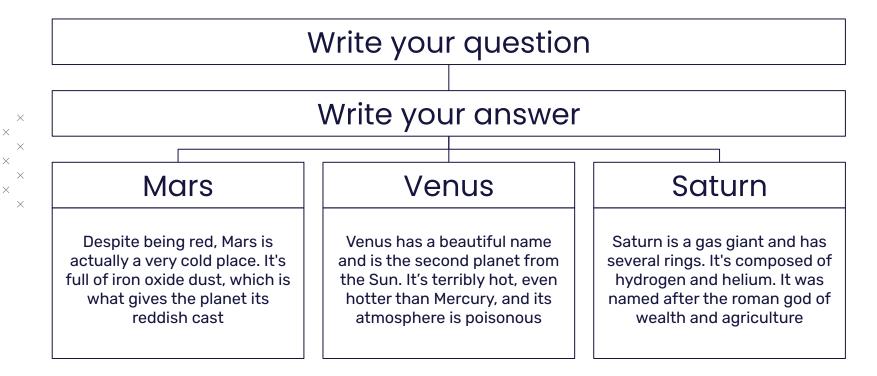
Answers and **arguments**

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Top 10 questions of **business plans**



Thanks

Do you have any questions?

youremail@freepik.com +91 620 421 838 yourwebsite.com



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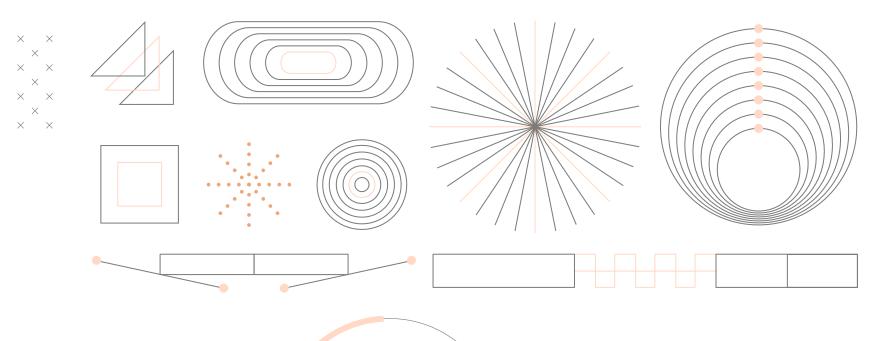
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Resources

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• Young woman working with her headphones on

Icons

Icon Pack: Teamwork | Filled

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- <u>Business workshop youtube channel art</u>

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lcons and infographic resources	These can be used in the template, and their size and color can be edited
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Project **Cycle**

You can give a brief description of the topic you want to talk about here. For example, if you want to talk about Mercury, you can say that it's the smallest planet in the entire Solar System



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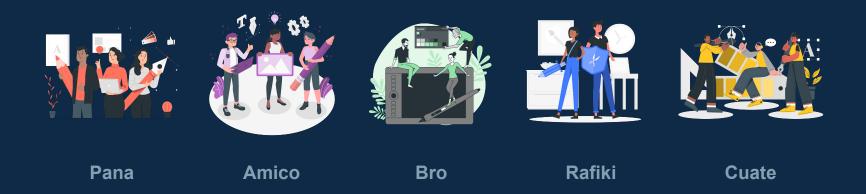
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Rubik (https://fonts.google.com/specimen/Rubik)



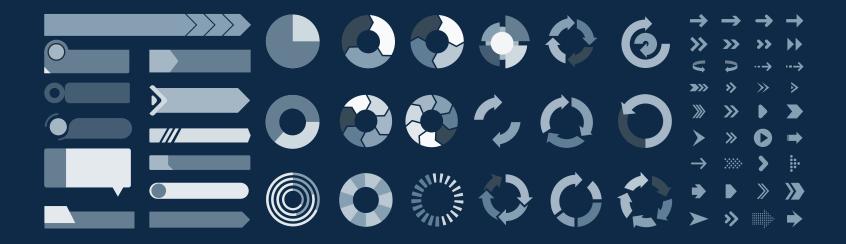
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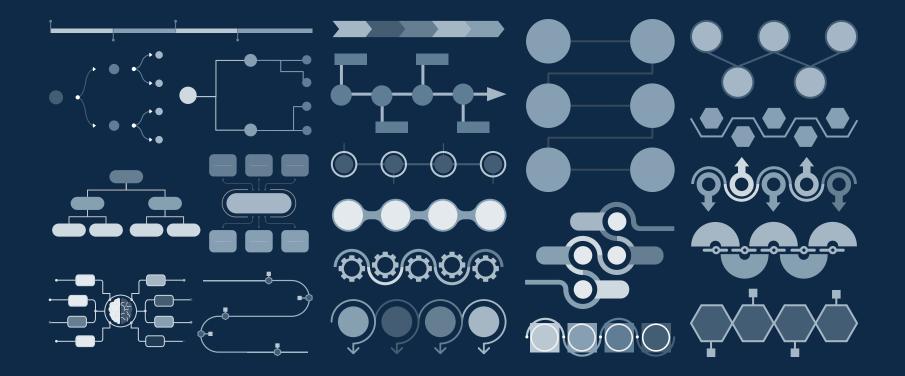


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Nature Icons

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