

Johnson
CONSULTING
CLUB

Week 2 Meeting: First Years

September 6, 2022



1. Welcome Johnson Class of '24!

Please mark your attendance



CHECK-IN

FIRST YEARS CONSULTING CLUB MEETING -

WEEK 2

TUESDAY, SEPTEMBER 6 AT 7:15PM



<https://cglink.me/2cm/c1698529823203844>

- ① **Open the Johnson at Cornell University app.**
- ② Select a Hub
- ③ Click on QR Code scanner.
- ④ Scan this QR Code and you are checked-in!

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1

Laptops away / Cell phones away

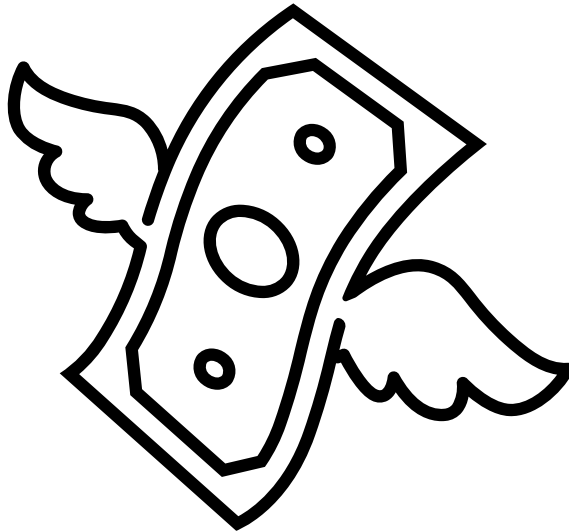
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Name tags up

3

Q&A at end - we have ample time. Please ask questions.

Reminder to pay club dues to attend next week's meeting



Dues are required immediately following consulting club meeting 2 – please join the club and pay dues directly through Campus Groups! Email Ariel Yan (ay254@cornell.edu) with any questions

2. Recruiting Process Overview

Agenda

1	Welcome
2	Recruiting process overview
3	Rumorville and pertinent updates
4	Welcome Chris Bordoni!
5	Overview of CWGs
6	International Recruiting Update
7	Wrap Up

Club Meeting Topic Overview



Week	Stage	Date	Time	Topic
1	Self discovery	8/28	6:00 – 8:00 pm	Club intro, board intro, curriculum roadmap, standards
2		9/6	7:15 – 9:15 pm	Consulting and firm overview, What to expect from my CWG
3	Firm discovery	9/11	6:00 – 8:00 pm	Firm research, 2Y coffee chats, resume guidelines
4		9/19	5:00 – 7:00 pm	Pitch and PARs
5	Casing and technical skills	9/25	6:00 – 8:00 pm	Live case, Structuring and clarifying questions
6		10/2	6:00 – 8:00 pm	Case math (charts/graphs/finance), Brainstorming
7		10/16	6:00 – 8:00 pm	Formulating strong recommendations and revisit brainstorming
8		10/23	6:00 – 8:00 pm	How to case each other
9		10/30	6:00 – 8:00 pm	Written and group cases, Election overview, Cover letter guidelines
10	Finishing touches and self care	11/6	6:00 – 8:00 pm	Interview presence, Mental health management
11		11/13	6:00 – 8:00 pm	Looking back and Q&A
12		11/20	6:00 – 8:00 pm	Election

3. Rumorville and pertinent updates

The grape vine could be misleading, please reach out to us with questions

- "MBBs" are not the only consulting firms that recruit on campus
- Consulting firms do not have a standard global base pay
- The JCC curriculum and recruiting roadmap are designed very thoughtfully – you don't need to be casing now
- Not being accepted to invite-only events does not mean you won't get invited to interview

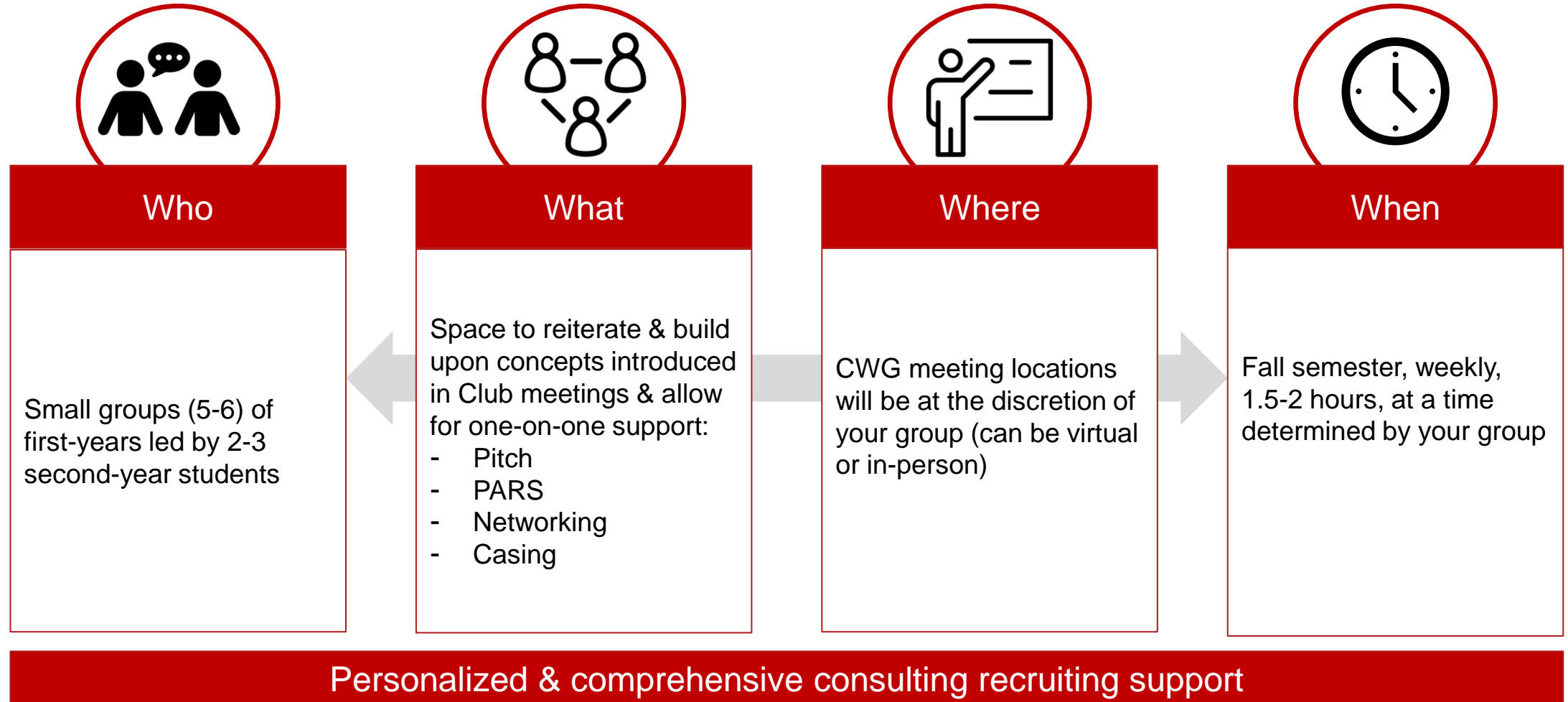
Important Updates

- Please do not reach out to firms at this point
- Dress code for student events vs. practitioner events
- Club dues for those that already have internship offers
- CWGs to be in touch this week if they haven't already
- Take advantage of the current pace to finalize your resume and target firm list; It only gets busier from here
- Do online research before attending informationals (even those held by second years) so that you can ask informed questions
- Sign up for corporate events on JTS

4. Welcome Chris Bordoni

5. Overview of CWGs

CWG Overview



With your CWG This Week

- Welcome dinner with CWGs!
- Learn about your CWGs consulting journey and get answers to questions around JCC and consulting
- Schedule a recurring weekly invite for the semester when your group can meet
- Get your resume reviewed by your CWG leaders
- Add yourself to slack
- Review consulting resources at Johnson including Campus Groups and JTS
- Introduce the concept of Pitch and PARs

6. International Recruiting Update

List of firms that sponsor international students in 2022/23

1	Advancy	13	IQVIA
2	AlixPartners	14	Kearney
3	Analysis Group	15	L.E.K.
4	Artisan Healthcare	16	Liberty Mutual
5	Axiom Healthcare	17	McKinsey & Co.
6	Bain	18	OC&C
7	Boston Consulting Group	19	Putnam
8	Charles River	20	PwC/Strategy&
9	Clearview	21	Roland Berger
10	Ernst & Young (incl. Parthenon)	22	Simon-Kucher
11	Guidehouse	23	Trinity
12	Health Advances		

- This is not an exhaustive list
- Firm sponsorship policies may vary
- Please reach out to Calvin Tong ct487@cornell.edu for further questions

7. Wrap Up

Next Steps

- Welcome dinner with CWGs
- Finalize resume draft for CWG leader review
- Continue firm research and attend information sessions hosted by second year students
- Start to think about stories that you can use in your behavioral interviews
- Pay club dues
- Review JTS and Campus Groups and sign up for corporate events

Upcoming Events (1/3)

Date	Time	Event name
8/29 - 9/28	NA	Sign up for a First Year Small Group Advising Session with Randy Allen if you have not already to get many of your questions answered
9/7	4:00 pm	Mock Corporate Briefing Sponsored by Liberty Mutual
9/8	7:00 pm	BCG Partner Into Panel '24
9/12	6:00 pm	Triangle Insights Group Company Presentation '23 / '24
9/12	7:30 pm	PwC Former Intern / Introductory Panel '24
9/13	4:30 pm	What Every International Student Should Know About U.S. Employment with Dan Beaudry '23/'24
9/13	7:30 pm	Deloitte MBA Briefing '23/'24

Upcoming Events (2/3)

Date	Time	Event name
9/14	12:00 pm	Analysis Group Information Session – Navigating the Associate Application Process '23/'24
9/14	5:30 pm	Bain & Company What to Expect When Recruiting
9/14	6:00 pm	Analysis Group Information Session – Navigating the Analyst Application Process '23/'24
9/15	6:00 pm	Bain Showcase '24
9/15	6:00 pm	Analysis Group Information Session – Interactive Case Session 1 '23/'24
9/15	7:00 pm	Analysis Group Information Session – Health Care Interactive Case Session '23/'24
9/15	8:00 pm	Analysis Group Information Session – Interactive Case Session 2 '23/'24

Upcoming Events (3/3)

Date	Time	Event name
9/16	12:00 pm	CMCPrep: Ace the Case Part 1 Class of 2024
9/16	NA	Bain & Company Recruiter Drop-In Office Hours '24
9/18	2:00 pm	EY Day '24
9/19	7:45 am	EY – Parthenon Cornell Undergraduate & MBA Unity Breakfast '23/'24
9/19	3:00 pm	CMCPrep: Diversity Conference Casing Crash Course '23/'24

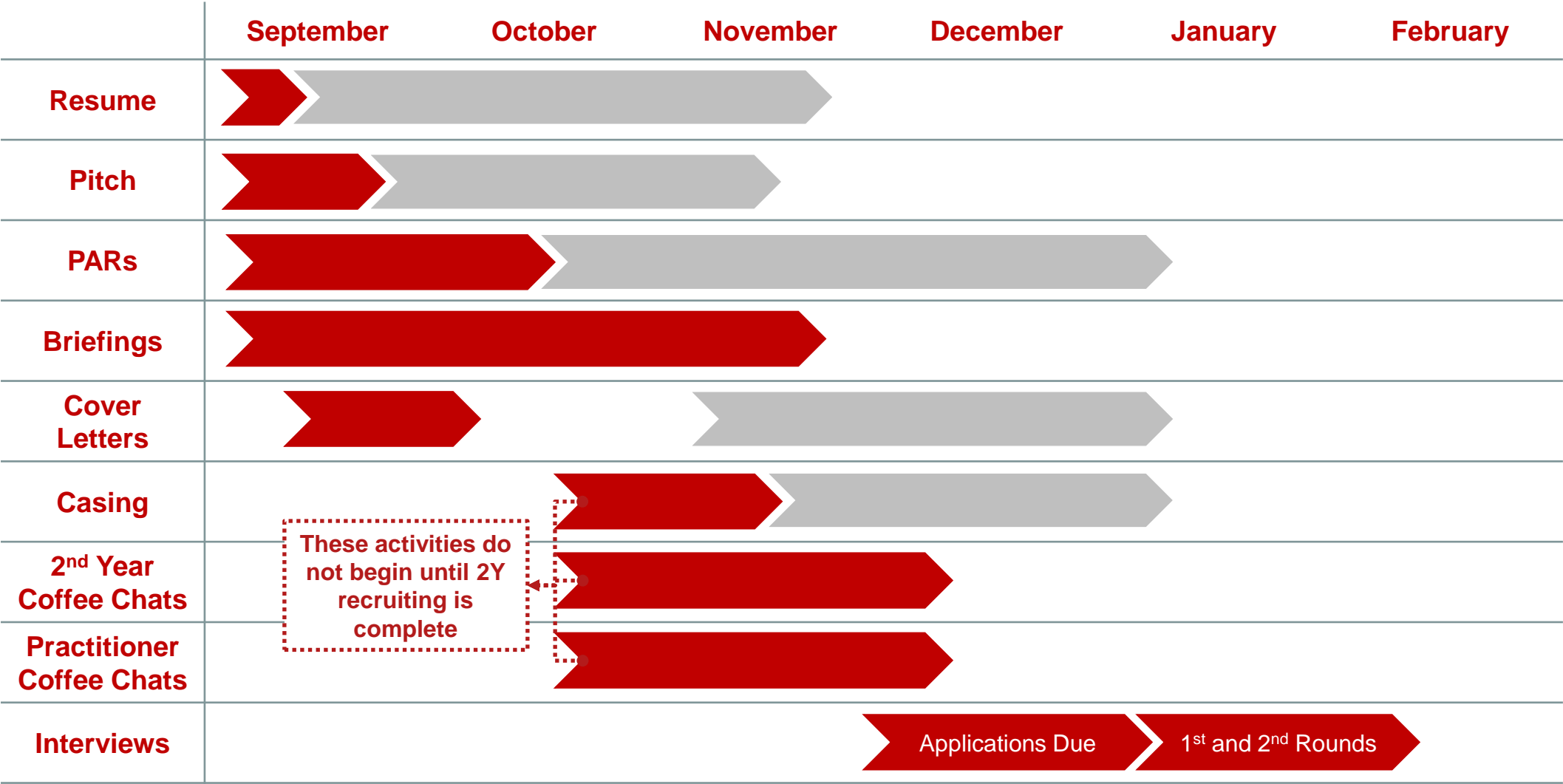
Group Informationals Schedule

Date	Time	Location	Company Name
8-Sep	3:00 – 4:00 pm	Sage 301	BCG
8-Sep	4:00 – 4:30 pm	Sage 301	Oliver Wyman (slot B)
12-Sep	3:00 – 3:30 pm	Sage Atrium	EY (WAM, BT)
12-Sep	3:30 – 4:00 pm	TBD	Strategy&
12-Sep	4:00 – 4:30 pm	Sage B05	ZS Associates
12-Sep	4:30 – 5:30 pm	TBD	Simon-Kucher & Partners (slot B)

Thank you!

Appendix

Recruiting Roadmap



Finalize/do Practice/update

CWG Content Schedule – First meeting this week!

• Week	• Club meeting topic	• CWG Topic	• Preparation Milestone
8/28	Club intro, board intro, curriculum roadmap, standards	•	• Resume
9/6	Consulting and firm overview, What to expect from my CWG	• CWG leader Consulting Journey, Pitch Reinforcement, JTS, Resume Primer	• Pitch/Resume
9/11	Firm research, 2Y coffee chats, resume guidelines	• Personal Project Management, PARS Reinforcement, Corp Briefing, Thank you notes	• Resume/Pitch
9/19	Pitch and PARs	• Mock informational with the CWG Leaders; Networking/How to Ask Good Questions, LAMP List, PITCH/PARS, Coffee Chats	• Complete 3 PARs
9/25	Live case, Structuring and clarifying questions	• Overall Case Format Review, Structuring practice, Math Drills	• Complete 3-5 PARs
10/2	Case math (charts/graphs/finance), Brainstorming	• Check in on 2nd year informationals, Address strategy for practitioner networking (calendar, logistics, and outreach), 1st Practice Case	• Complete 20 structuring drills on Rocket Blocks and 5 practitioner informationals
10/16	Formulating strong recommendations and revisit brainstorming	• Exhibit Practice, Casing, Review questions for Practitioner Informationals	• Complete 10 exhibit drills on Rocket Blocks; Complete 3 cases and 5 informationals
10/23	How to case each other	• Casing - Clarifying Questions/Brainstorm practice, Cover Letters, PARs	• Complete 5-6 cases and 7 informationals
10/30	Written and group cases, Election overview, Cover letter guidelines	• Continue Industry/Sector highlights, Pitch/PARS, Casing	• Complete 6-8 cases and 9 informationals
11/6	Interview presence, Mental health management	• Written Case Walkthrough/Group, PARS, election questions	• Complete 8-11 cases and 11 informationals
11/13	Looking back and Q&A	• 1st vs Final round expectations, questions to ask during interviews, PARS, Casing, etc.	• Complete 11-14 cases and 13 informationals
11/20	Election	•	• Complete 14-16 quality cases, 6-8 PARs