



Prospective Student Chat - Strategy and Consulting
November 9, 2011
12:00 - 1:00 p.m.

admissions_moderator2(P) Hi everyone, you can begin to ask questions!

Jingjing_Lin(Q)

Should I apply for an industrial job first or is it possible to directly apply to a management consulting opportunity with help from Stern's program?

mba_rachael(A)

There are many different companies that recruit Stern students for both full time and summer internship work. You will have the opportunity to meet with many different companies through the recruiting process; this will allow you to more specifically target your desired industry. The coursework at Stern is extremely flexible and you will have the opportunity to take both macro and micro economics in your first year as well as many other electives which support your interest in economic consulting.

Jingjing_Lin(Q)

What resources of Stern do you suggest for switcher from marketing and human resource management in IT consulting to retail consulting?

mba_rachael(A)

Stern provides many resources for those wishing to switch careers. The Management Consulting Association provides a wonderful “boot camp” which helps first year students practice their casing skills and prepare for interviews. The Office of Career Development will provide extensive support preparing your resume and making connections with second year students that can help guide you through the recruiting process. Also, there are many programs that you can take part such as the Stern Consulting Corps, which allows students to work with non-profit organizations in the City on their most pressing issues.

Jingjing_Lin(Q)

To start, some firms allow you to specialize functionally or industrially, some want you to be more general first, could you name some firms that represent these two formats?

mba_rachael(A)

There are many very well known firms that recruit Stern students; those that have a more generalist model include McKinsey, Bain and BCG, those that have an alignment – be it soft or hard alignment – are Booz & Co, Deloitte and PWC. There are many other firms that recruit in both niche markets and more generalist models.

d.a.sampson(Q)

I'm interested in Stern Consulting Corps. Can you speak to what this group does and how it helps prepare you for careers in management consulting?



mba_rachael(A)

SCC allows Stern students to work with small businesses and engage on their most pressing issues. The program is run through the Student Engagement office. Companies work with small groups of students on projects in the Fall, Spring and Summer semesters. These companies present the question or problem they are interested in working toward a resolution to the students. The students spend time formulating recommendations and at the end of the semester, the student group presents their findings and recommendations to the company. Frequently these suggestions are implemented.

cortina(Q)

Hi, I am Sachin. Can any current students elaborate on the opportunities in Stern's curriculum to develop skills in Operations Consulting?

mba_rachael(A)

There are many different strategy classes available through Stern. In addition to these strategy classes, there is a robust Operations department, which will help to prepare you for consulting opportunities in that arena. Operations is a core course, I am currently taking Decision Models and Supply Chain Management are all quality courses. More information can be found here: <http://www.stern.nyu.edu/experience-stern/about/departments-centers-initiatives/academic-departments/ioms/index.htm>

Taiwo_Ogunjobi(Q)

Hi Rachel. Were you aware of what specific industry you were interested in when you applied?

mba_rachael(A)

I have a background in life-sciences and healthcare and knew that I was interested in strategy. I pursued consulting because I really enjoyed client and strategy work, and I worked to be in the healthcare sector because it is my passion.

ines22(Q)

Hi Rachel! Can you tell us which classes you took to prepare for your role in consulting? Or which ones you recommend?

mba_rachael(A)

I have taken several strategy courses at Stern including the core Strategy course. I have also taken Managing Change, Multinational Business Management, Managing Growing Companies, and Corporate Turnarounds. I will be taking Implementing Strategy in my final semester. In addition to the strategy classes, I have taken a balance of finance, marketing and communication coursework.

sir_sage(Q)

Hi , I've heard that most NY Schools are finance focused schools, due to their proximity to Wall Street. Is it the same for Stern?



mba_rachael(A)

Stern has a very strong finance background, but I see that as a positive rather than a negative. The rigor of the financial coursework has prepared me to work through many projects I will engage with in consulting. There are many opportunities to pursue strategic coursework, and meet with consulting firms and companies who are interested in internal strategists. Our location in NYC is optimal for meeting with a wide variety of companies and potential employers.

Franka(Q)

Hello! What kind of assistance do international student receive in order to learn how to network effectively with potential recruiters?

mba_rachael(A)

All full-time students receive the same assistance and preparation for recruiting. The Office of Career Development will provide extensive support preparing your resume and making connections with second year students that can help guide you through the recruiting process. The second year students also are a wealth of information and are happy to ensure that everyone has the information they need to succeed.

ymitelman(Q)

Can you touch upon some international programs that exist for students? Are there any week-long trips that one can take or study abroad programs for a semester?

mba_rachael(A)

Stern provides many opportunities for travel and study abroad. I have taken advantage of many of these programs. If you are interested in taking coursework abroad, there are several ways to do this. First is through DBi – a program which is either 1 or 2 weeks in length where you take coursework in another country for credit. If you would like to study abroad for an entire semester, you can also participate in the exchange program with many other top business institutions throughout the world. Additionally, there are “social” trips set up by the clubs to visit and enjoy the culture of other countries. I have visited Thailand, Viet nam, China, Hong Kong, London and I will be taking DBi in Brazil in January.

diane_nyc212(Q)

Hi Rachael- What made you choose NYU Stern over other schools for the management consulting track?



mba_rachael(A)

As a career switcher from Marketing and Sales to Consulting, I wanted to ensure I was not only at a top academic institution, but at a place that would support my career switch. The collaborative community was apparent to me the moment I was introduced to Stern. Everyone is very happy to assist classmates in academic, recruiting or leadership. I was able to learn from the MBA 2s about the firms, recruiting and interview process, and how to be successful at the summer internship I secured. This community and the rigorous coursework make Stern a very special place.

olufemi(Q)

mba_rachael(A)

What do you think in NYU Stern's core strength?

Stern has a few core strengths – first, it is a top business school with talented professors and students. This provides the academic rigor necessary to be successful in consulting. Second, the location in NYC provides superior access to firms, alumni and opportunities that would not be possible outside of the downtown location. Finally, the most distinguishing feature is the collaborative community and the emotional intelligence of the students. The collaborative community was apparent to me the moment I was introduced to Stern. Everyone is very happy to assist classmates in academic, recruiting or leadership. I was able to learn from the MBA 2s about the firms, recruiting and interview process, and how to be successful at the summer internship I secured. This community and the rigorous coursework make Stern a very special place. Any time I need more information or assistance, I know I can always reach out to my classmates and they will be there to help.

crownprince(Q)

Hi Rachael ... What made you choose NYU? And how dramatic was your career switch?



mba_rachael(A)

As a career switcher from Marketing and Sales to Consulting, I wanted to ensure I was not only at a top academic institution, but at a place that would support my career switch. The collaborative community was apparent to me the moment I was introduced to Stern. Everyone is very happy to assist classmates in academic, recruiting or leadership. I was able to learn from the MBA 2s about the firms, recruiting and interview process, and how to be successful at the summer internship I secured. This community and the rigorous coursework make Stern a very special place. Also, it is a top business school with talented professors and students. This provides the academic rigor necessary to be successful in consulting. Finally, the location in NYC provides superior access to firms, alumni and opportunities that would not be possible outside of the downtown location.

Taiwo_Ogunjobi(Q)

I believe some form of specificity is required when applying, but how specific does one have to be? I am interested in innovation and growth

mba_rachael(A)

You are not required to specialize in your MBA, but you have the opportunity to specialize in up to 3 areas. My specializations are Global Business, Strategy and Corporate Finance.

murphl08(Q)

The Stern Consulting Corps sounds very interesting. Can you please give examples of non-profits and companies that have been apart of the program?

mba_rachael(A)

The Metropolitan Opera, William J. Clinton Foundation, and Step Up Women's Network have worked with the SCC as examples.
<http://www.stern.nyu.edu/portal-partners/new-york-initiatives/stern-consulting-corps/index.htm>

tjh(Q)

Hi, what's your experience with Stern students that are switching industries from financial services to management consulting?

mba_rachael(A)

Most full-time students are career switchers. They fare well in the recruiting process as long as they are committed to the industry.

Rastignac01(Q)

Are there any sponsored challenges by large consulting firms around the year?

mba_rachael(A)

Many firms hold case competitions throughout the Fall semester where students can put their classroom learnings to use and demonstrate their potential to employers.



Franka(Q)

Is it possible to participate both in the SCC and Management Consulting Association?

mba_rachael(A)

SCC is a program that students choose to participate in on a semester basis. The MCA is a student club and you can participate from the moment you enter Stern through your alumni years. Many students are involved in both. You have the opportunity to participate in as many clubs as you would like and as many extracurricular activities as your time management skills allow.

scgomezVEN(Q)

Will firms give you an offer based on your specialization or do we just enter a strategy consulting firm and the firm will decide on the specialization?

mba_rachael(A)

Firms do not limit you based on your specializations. Many students do not specialize at all; this does not put you at a disadvantage, it is simply a choice. Students do not generally declare specializations until the first semester of their second year.

jeffersonbates(Q)

Are there student clubs focused on strategy?

mba_rachael(A)

Both the Strategy and Operations Club (SOC) and the Management Consulting Association (MCA) are focused on strategy. SOC is more broadly based strategy across all industries, including rotational management programs. MCA is specifically focused on management consulting placements.

raghavgupta(Q)

Hi, I am Raghav. Do career switcher have a disadvantage at the time of placement?

mba_rachael(A)

No. Stern provides many resources for those wishing to switch careers. The Management Consulting Association provides a wonderful “boot camp” which helps first year students practice their casing skills and prepare for interviews. The Office of Career Development will provide extensive support preparing your resume and making connections with second year students that can help guide you through the recruiting process. Also, there are programs such as the Stern Consulting Corps, which allows students to work with non-profit organizations in the City on their most pressing issues.

Constantin(Q)

How does one get involved in the Stern Consulting Corps?



mba_rachael(A)

A list of opportunities is presented near the beginning of each semester. Students then answer a few brief essays to state their interests and rank the top 3 choices. Frequently the companies will hold brief interviews just to get to know possible “consultants” before forming teams.

admissions_moderator2(P) Thank you for participating in our chat today! The chat room is now closed. If you have additional questions, feel free to contact current students at mbaga@stern.nyu.edu. We hope you enjoyed the chat!