



CAREERS IN CONSULTING

An Evening of Networking

MONDAY, SEPTEMBER 26, 2011

6:30 – 8:30 PM, Alumnae Lounge

Networking Workshop, 6 – 6:30 PM, Remis Sculpture Court

Get last minute tips to make a great impression

Who should attend? If you're interested in consulting, this event is for you, regardless of class year, major, or experience. In a single evening, you'll have access to more than 20 insiders ~ alumni who work as consultants *and* recruiters who hire college seniors to become consultants. They've agreed to offer you advice and deepen your knowledge of the industry and their firms.

Who'll be there? Alumni and recruiters representing the following firms: Amundsen Group, Analysis Group, Arcadia Solutions, Booz & Co., Cambridge Associates, Campbell Alliance, Cornerstone Research, Exeter Group, Fidelity Business Consulting, KPMG, Monitor Group, Navigant, Novantas, OC&C Strategy Consultants, and Putnam Associates.

Five 'Must-Do' Steps to Prepare

1. *Do your homework* - [review job postings](#); research firms and consultants. See [what students said last year](#) about the importance of preparing ahead of time.
2. *Get beyond the basics* - Differentiate yourself with knowledge gained from consulting resources on [Vault](#) and [Spotlight on Careers](#). Be sure to come to the Case Interviewing Workshop offered for you by Simon-Kucher on *Wednesday, September 21, 6:30pm, Dowling 745*.
3. *Listen to experts* - [Read advice](#) specifically for Tufts students from alumni and recruiters coming on 9/26. *Note:* Research and networking are among the most frequent tips.
4. *Prepare your questions* - Can't think of what to ask? Customize these [questions](#).
5. [Say 'Thank you'](#) at the event and in follow-up communication.

Format: What to Expect. Alumni and recruiters will be at tables designated with their company names, ready to engage in conversation with you. This is not a panel, nor will there be formal presentations. Students have told us that those formats don't always address what they're looking for; now, you'll be able to pose your own questions and topics. This is truly networking, like the many professional meetings you'll attend in the future. While one-on-one conversations could evolve, don't form long lines, waiting for "your turn" to speak. Feel comfortable joining a discussion already underway, as long as you do so politely and respectfully.

Seniors, take note. Most of the firms coming to this event have posted full-time, entry level positions on Tufts Career Connect. You have an extraordinary opportunity to begin creating a positive impression, even before the application process.

[Register by Friday, September 23](#). Check our blog for ongoing advice

Questions? Contact Career Services ~ 617.627.3299

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What do students have to say? Just as you'd flounder in advanced courses without the fundamentals, you'll feel lost at this event if you haven't done your homework. Feedback from last year's participants indicates that some students felt unprepared to take full advantage of this networking opportunity. On the other hand, those who prepared ahead of time said they felt more knowledgeable and more articulate. Here are a few of their comments:

"Research helped me decide what to focus on during the event. I was more prepared, knowing which companies I wanted to talk to."

Advance preparation "helped me speak more knowledgeably." (This came up consistently in our survey) Students said they were better able to pose "more meaningful" and "more specific" questions.

One student lamented his peers' lack of preparation, saying "I would have liked it if others had prepared more so that the basics would not have been repeated so much."

Can't think of what to ask? Here are suggestions to get you started:

- Which of your jobs and experiences have been most helpful in preparing you for your work?
- Which skills or qualities are most important to be effective in your job?
- How would you describe your environment and the people with whom you work?
- From your perspective, what are the challenges of working in your type of consulting?
- Which criteria would you recommend for evaluating prospective employers?
- Which college courses and experiences have proven most valuable in your career?
- How are grades/GPA considered in the hiring process?
- How has your work affected your lifestyle? What obligations does your employer expect outside of work?
- Are there organizations that are helpful to join?
- Which professional journals and organizations would help me learn more about your field?
- Are there trends or changes in your industry that I should be aware of?
- What is a typical career path at your firm?

Saying thank you: Immediately send a brief thank you note, either email or hardcopy, to individuals whom you found helpful. Be as specific as possible; for example, you could cite something you learned from them or advice that you plan to follow as a result of your conversation. Ask if an alum is open to further questions. Keep accurate records (we recommend a spreadsheet) and find legitimate reasons to stay in touch with your contacts so you're 'top of mind' when you apply for positions at their firms or contact them for further guidance. [Learn more about networking](#) and consult a Career Counselor if you have questions about this critical—and often confusing—process.