AGSM CAREER SERVICES

SPRING INTO CAREERS!

STUDENT PROGRAM
AGSM Career Services is delighted to present ‘Spring Into Careers’. Each year we invite a range of companies on campus to meet with our students and profile their organisations.

The initial focus of the program is on Management Consulting. Many of the firms will be actively recruiting and will proceed quite quickly into the recruitment process with expected job offers being made by 6th October. Others might start the recruitment process now but will take a longer period before making offers – possibly well into 2015. Others may not be recruiting at this stage but are still keen to meet you with an eye on potential future recruitment.

Beyond the Consulting sector we have a range of companies covering financial services, technology and marketing. You will notice very few of these are actually recruiting but some will be here to offer Internship opportunities for the Full-Time Cohort. The recruitment process for these Internships will be the same as for full time opportunities so you will need to approach these with the same degree of diligence.

We strongly encourage you to keep an open mind and attend as many sessions as possible as this will not only reflect well on AGSM but you may be pleasantly surprised to learn about a new career opportunity that you may not have previously considered.

Overall what you will take away from ‘Spring into Careers’ will be a deeper understanding of the Australian labour market for MBAs; recruitment processes for those companies presenting on campus; and Australian business culture.

You have been provided with quality preparation through resume and cover letter reviews; case interview preparation; behavioural interview training; networking skill development; and great tips from those who have been through this process before. Please refer to the AGSM Career Services website for further helpful resources and you are welcome to reach out to the team should you have any queries.

We wish you a successful Careers Month!
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All presentations, unless noted will be held in the AGSM Building at the UNSW Kensington campus.
Monday, September 8 2014

08:00 - 09:30 The Boston Consulting Group

The Boston Consulting Group (BCG) is a global management consulting firm and the world's leading advisor on business strategy. We offer a diverse mix of work across both the private and the public sectors.

Attendees: Simon Miller, BCG Partner and Managing Director
Michael Schniering, BCG Principal
Maisie Pahl, Recruiting Coordinator
http://www.bostonconsulting.com.au

10:00 - 11:30 McKinsey & Company / McKinsey Implementation

McKinsey & Company is a global management consulting firm. We are the trusted advisor to the world’s leading businesses, governments, and institutions and have set the standard of excellence in top management consulting for more than 80 years. We advise decision makers in leading companies, the public sector, non profit organisations, and fast-growing start ups around the globe.

We are inviting you for an opportunity to get acquainted with some of our strategy teams and meet the leaders of McKinsey’s Implementation Practice - a new, rapidly growing capability for the Firm. We will talk about what we do and the way we work. You will also learn about various career trajectories at McKinsey with a focus on our traditional generalist paths, as well as development opportunities with McKinsey Implementation. The introductory part will be followed up by a case workshop and a networking session.

Attendees: TBC
http://www.mckinsey.com

13:00 - 14:30 Accenture

Accenture Strategy works side by side with client leadership teams to solve their organisations’ most pressing challenges and harness their most promising opportunities at the intersection of business, technology and operations.

Attendees: Maria Hemphill, Recruitment Lead
David Mann, Strategy MD ANZ
Olaf Schatteman, Strategy MD Operations
Ravi Malhotra Strategy, MD FS
Miguel Custodio, Alumni Strategy MD ITS
John Cassidy, Strategy MD Digital
http://www.accenture.com.au

16:30 - 17:30 Nail the Case with Francoise Michel

Francoise Michel

If you are planning to submit an application for any of the consulting firms during the September recruitment period, we would love for you to join our Consulting Recruitment Refresher with AGSM case practice specialist, Francoise Michel. As most of you will know, Francoise has been working with students individually to hone their case skills, questioning and structure to ensure they are best prepared for the armour of the case rounds. This is your chance to gain some last minute insight into what the firms will be looking for and how to make sure you meet their needs.

Attendees: Francoise Michel

18:00 - 19:30 A.T. Kearney

A.T. Kearney is a global team of forward-thinking, collaborative partners that delivers immediate, meaningful results and a long-term transformational advantage to their clients and colleagues. Since 1926, they have been trusted advisors on CEO-agenda issues to the world’s leading organisations across all major industries and sectors. Consulting Magazine has named them as one of the ‘Best Firms to Work For’ for more than three years in a row.

Attendees: Nigel Andrade, Partner (main speaker)
Morten Lauritsen, Associate (AGSM Alumni 2011)
Marc Thiebaut, Associate (AGSM Alumni 2013)
Tuesday, September 9 2014

08:00 - 09:30 Evans & Peck

Evans & Peck (Advisian), a global advisory business, is a firm built on talent – service focused advisors who offer support, insights and independent advice. We specialise in clear, personalised, logical advice founded on our broad based industry experience. We provide high value services across all major infrastructure and resources sectors.

Attendees: Stuart McCrery, Principal
Natasa Gadzuric, Associate
Mia Lion, Associate (AGSM Alumni, 2013)

http://www.evanspeck.com

10:00 - 11:30 PwC

Creating sustainable value requires a disciplined focus on the key drivers of value - clarity about the organisation’s direction, outstanding people, operations and systems, and excellence in delivering desired transaction outcomes. The PwC approach is based on value management disciplined to explicitly link strategy to value creating outcomes. By working with management, they assist clients to assess options and design strategies to improve value, with a focus on implementation of solutions and value realisation. With the benefit of a global network of firms, including the recent acquisition of Booz & Co (now Strategy&), PwC is focused on building a differentiated market position based on serving the transformational needs of large corporates, from strategy through to execution.

Attendees: TBC

http://www.pwc.com.au/consulting/strategy

16:00 - 17:30 Deloitte

Deloitte Consulting one of the world’s largest management consulting firms. Our S&O practice is a national team of engaged, motivated and passionate professionals with a focus solving our clients’ strategic and operational problems. In doing so, we address the full range of top management issues – corporate and business unit strategy, mergers and acquisitions, business transformation and strategy execution, supply chain optimisation, operational excellence and more. Being part of our team offers a unique consulting experience - come and hear why.

Attendees: Vanessa Matthijessen, Partner
Peter Corbett, Director
Angad Soin, Director
Cassian Drew, Director
Lucy Buchanan, Manager
Niki Alcorn, Partner (AGSM Alumni, 2005)

http://www.deloitte.com.au

18:00 - 19:30 Cognizant Technology

Cognizant (NASDAQ: CTSH) is a leading provider of information technology, consulting, and business process outsourcing services, dedicated to helping the world’s leading companies build stronger businesses. Headquartered in Teaneck, New Jersey (U.S.), Cognizant combines a passion for client satisfaction, technology innovation, deep industry and business process expertise, and a global, collaborative workforce that embodies the future of work.

With over 75 development and delivery centers worldwide and approximately 187,400 employees as of June 30, 2014, Cognizant is a member of the NASDAQ-100, the S&P 500, the Forbes Global 2000, and the Fortune 500 and is ranked among the top performing and fastest growing companies in the world.

Attendees:
Bruce McDonald, VP & Head of Cognizant Business Consulting
Prosun Ghoosh, Regional Head of HR
Sachin Kulkarni, Senior Director (AGSM Alumni, 2012)
Rhya Atkinson, Senior Manager-Consulting (AGSM student)

http://www.cognizant.com/australia

13:00 - 14:30 Port Jackson Partners Limited

Port Jackson Partners is a consulting firm providing advice to CEOs, Boards and senior managers to help them set corporate direction, define business strategies and develop their organisations.

Port Jackson Partners was founded in 1991 by two former Directors of McKinsey & Company. Over the past two decades the practice has grown into one of Australia’s most well respected strategy consulting firms. There are currently eleven Partners who lead the practice, assisted by a team of highly qualified consultants.

Attendees: Shane Gutrie, Director
Edwin O’Young, Director
Harry Cominos, Associate Principal

http://www.pjpl.com.au
Wednesday, September 10 2014

10:00 - 11:30 SMS Management & Technology

David is a Senior Principal Consultant in SMS who leads the NSW Strategic & Advisory Services group. His clients include major Government and private sector organisations with the work generally focusing on strategy development, optimising an organisations investment in IT or assisting them to shape and drive funding of major business initiatives with a strong IT focus - which these days is just about all of them. Bhavinder is the Senior Consultant – Advisory and Risk and is the Senior Practice Lead with line management responsibility for 10 of our more senior consultants, including other Practice Leaders in our Business Performance Improvement Practice.

Attendees: David Cliff, Senior Principal (AGSM Alumni, 2000)
Anita Shemon, Account Manager, M&T Resources
Bhavinder Kaur, Senior Consultant (AGSM student)

http://www.smsmt.com

13:00 - 14:30 McGrathNicol

McGrathNicol is an independent boutique advisory firm and market leader leader in Australia and in New Zealand, with more than 30 Partners and 300 people across the region. McGrathNicol provides Boards, CEOs and senior management with practical, hands-on assistance to improve business and project outcomes.

The experience we have gained working with companies in the most challenging of circumstances is invaluable in assisting Australia’s leading companies to perform better.

Attendees: Jonathan Henry, Director (AGSM student)
Sean Wiles, Director
Shaun Fraser, Partner

http://www.mcgrathnicol.com.au

Thursday, September 11 2014

16:00 - 17:30 Nous Group

Nous Group is a leading Australian owned management consulting and leadership development firm partnering with clients in demanding and complex sectors to create innovative, enduring solutions. They bring a unique cross-disciplinary approach to clients’ challenges, ensuring the right balance of expertise and real world experience across business strategy, public policy, organisational capability, executive talent development, and digital strategy and capability.

Attendees: Christie Allison, Senior Consultant
Tim Johnston, Consultant
Iris Rattley, Consultant

http://www.nousgroup.com.au

Thursday, September 11 2014

18:00 - 19:30 Portland Group

Established in 1999, their mission at Portland Group is to make their clients successful by increasing their efficiency and profitability. Portland is unique in offering clients optimisation by specialists across the complete procurement and supply chain functions, from innovative, high-end strategy all the way through to effective, low-cost transactional processing.

Attendees: Bruce Stevenson, CEO (main speaker)
Dave Gardiner, MD (main speaker)
Paul Millet, Director
Trevor Clancy, Director
Faith Entwisle, HR Manager
Lauren Glascott, HR Consultant

http://www.portlandgroup.com

Friday, September 12 2014

10:00 - 11:30 EY

At EY, they are committed to building a better working world, with an increased trust and confidence in business, sustainable growth, development of talents in all its forms and greater collaboration. Running through the organisation is a strong sense of obligation to serve a number of different stakeholders who count on EY to deliver quality and excellence in everything they do.

Attendees: TBC


13:00 - 14:30 Strategy&

Strategy& is a global team of practical strategists committed to helping seize essential advantage. We do that by working alongside our clients to solve their toughest problems and helping to capture their greatest opportunities. We bring 100 years of strategy consulting experience and the unrivalled industry and functional capabilities of the PwC network to the task. We are a member of the PwC network of firms in 157 countries with more than 184,000 people committed to delivering quality in assurance, tax, and advisory services.

Attendees: Jane Hahn - Recruitment Specialist
TBC

http://www.strategyand.pwc.com
Monday, September 15 2014
13:00 - 14:30 Australian Secret Intelligence (ASIS)
ASIS is Australia’s overseas secret intelligence collection agency. Our mission is to protect and promote Australia’s vital interests through the provision of intelligence services as directed by Government.
Attendees: TBC

18:00 - 19:30
Since their formation by Bill Gates and Paul Allen in the mid-70s, Microsoft has always looked to the future and the part they might play in it. At Microsoft, their business is the future. Which is why everything they do—technologies, products, innovations—has tomorrow and its infinite possibilities in mind. They’ve shifted their focus to devices and services, enabling them to act faster to changes in the market. And they’ve embraced a joined-up way of working, one that gives their customers a unified experience, no matter who they talk to or what products they use.
As they continue to evolve, the opportunities for you to stretch your existing skills – and develop and discover new ones – will only grow. Your thoughts, ideas and experiences will all be welcomed, valued and rewarded. And you’ll also benefit from being part of a business that’s changing the way the world works, lives, plays and learns. Please join Microsoft as they discuss Microsoft Graduate Opportunities with the AGSM Community.

Attendees: Wendy Bechara, University Staffing Consultant

Tuesday, September 16 2014
13:00 - 14:30 Suncorp
Suncorp Group includes leading general insurance, banking, life insurance and superannuation brands in Australia and New Zealand. The Group has 15,000 employees and relationships with nine million customers. We are a Top 15 ASX-listed company with $96 billion in assets.
Suncorp has five core businesses: Personal Insurance; Commercial Insurance; Vero New Zealand; Suncorp Bank and Suncorp Life. These are supported by corporate and shared services divisions.
Attendees: Troy Filipcevic, Executive Manager (AGSM Alumni) Simon Ascroft, Head of Strategy & Corporate Affairs

18:00 - 19:30 Liverpool Partners
Please join Jonathan Lim, Director at Liverpool Partners, as he gives you a detailed overview of the Private Equity sector in Australia. What is means, what is involved, who the big players are and how would you leverage your MBA to be successful in this field.
Attendees: Jonathan Lim, Director

Wednesday, September 17 2014
18:00 - 19:30 BCG Women in Consulting Networking Event
The Boston Consulting Group (BCG) is the fastest growing global premium consulting firm with over 80 offices worldwide. They help the world's most ambitious firms transform their businesses delivering strategic insight and transformative change - collaboratively. BCG strives to be the very best place for women who want to build a career in strategy consulting. They invest heavily in building a culture where all our staff can thrive and aspire to be leaders of the firm. At this event you will have the opportunity to hear stories, ask questions and network with the women of BCG. Please note, this is a female only event and will be held off campus at the BCG offices in Sydney City.
Venue: The Boston Consulting Group, Level 41 161 Castlereagh Street, Sydney CBD
Attendees: Anna Green, Partner and Managing Director (Lead Presenter)
Registrations close: 5:00pm, Monday 15 September 2014

Friday, September 19 2014
13:00 - 14:30 Optus
Discussion on Optus - who they are, direction of company, what they look for in candidates, and discussion regarding MBA internship program. Taking expressions of interest.
Attendees: Nicole Buendia, Talent Acquisition Manager Hilary Callaghan, Talent Acquisition Gillian D'Souza, Talent Acquisition Consultant

Monday, September 22 2014
18:00 - 19:30 Infosys
Infosys, a global business consulting and technology services leader in more than 30 countries, is currently recruiting strategic thinkers to join their Global Markets (Client Services) team. As a Business Development Executive, you will apply your analytical and relationship-building skills to help their clients solve real-world business problems. Those clients include some of the world’s top public and private sector organisations across financial services, resources, communications, retail, manufacturing and many other sector.
Attendees: TBC
Tuesday, September 23 2014

13:00 - 14:30 NAB Strategy, Wealth

National Australia Bank Group is a financial services organisation with over 12,400,000 customers and 42,000 people, operating more than 1,800 stores and Service Centres globally. Each of our brands is uniquely positioned, but built on a common commitment to provide our customers with quality products and services, fair fees and charges, and relationships built on the principles of help, guidance and advice.

This presentation is by Group Strategy. The Strategy function at NAB drives shareholder value by influencing the Group's strategic direction and priorities. Group Strategy provides insight and advice to support their Divisions to identify and address opportunities, prioritise initiatives and deliver on the Game Plan. The team focuses on enterprise matters - including planning and investment, supporting ExCo, international businesses and the support functions.

Attendees: Jeffrey Hopson, Strategy Manager (AGSM Alumni, 2013)
David Smith, Strategy Consultant
Issac Chan, Strategy Analyst
http://www.nab.com.au

18:00 - 19:30 Board Direction

Board Direction was created in the belief that whether you are an individual looking to build a portfolio career or an aspiring board director, finding a non-executive board vacancy should not be difficult. Finding board vacancies can be a challenging and time consuming process that historically relied upon your personal networks, searching through newspapers and monitoring online job boards or waiting to be 'tapped on the shoulder' by a recruiter. Not any more. Board Direction helps put people on boards by providing access to Australia’s most comprehensive and diverse list of board roles and equipping individuals in developing a board career through practical services and exclusive board member profiling service. David is an international headhunter, non-executive recruiter and board career counsellor. He has interviewed over one thousand non-executives and placed hundreds into some of the most significant public, private and NFP roles in the world. He firmly believes that there is a board role for all professionals and that beginning a board career should not be difficult. His understanding of the non-executive recruitment process and how individuals find roles has resulted in Board Direction. David has also been quoted as a CV expert by: MyCareer, News.com.au and on Channel 10’s ‘The Project’

Attendees: David Schwarz, Managing Director
http://www.boarddirection.com.au

Wednesday, September 24 2014

18:00 - 21:00 Bloomberg

Bloomberg is the world’s largest provider of financial data, analytics and news, servicing over 315,000 professionals globally via the Bloomberg Professional Service. Bloomberg Institute, the education wing of Bloomberg developed the Bloomberg Aptitude Test (BAT) which brings to recruiting, the same transparency, efficiency and clarity we bring to our core business.

The BAT is a FREE assessment designed specifically for students interested in a career in business or finance. It allows you to identify your key strengths and areas for development and provides you with a global peer comparison in order to distinguish yourself at any interview. It also connects test takers with thousands of employers globally via the Bloomberg Talent Search Database. To date, we have tested over 180,000 students across 3,500 universities worldwide, and connected over 150,000 students to employers!

Come find out more about the BAT, Bloomberg, Career Opportunities and witness the unveiling of Bloomberg Institute’s newest product – Bloomberg Market Concepts (BMC)!

Please bring your laptop so you can take part in the BAT.

Attendees: TBC
http://www.bloomberg.com

Thursday, September 25 2014

13:00 - 14:30 Oracle

Oracle offers an optimised and fully integrated stack of business hardware and software systems – from servers and storage, to database and middleware, through applications. Oracle engineers hardware and software to work together in the cloud and in the data center.

By eliminating complexity and simplifying IT, Oracle enables its 400,000 customers -- across a wide variety of industries in more than 145 countries around the world -- to accelerate innovation and create added value for their customers. At Oracle, they have all the resources of a large company. Yet they have managed to retain the creativity, agility and entrepreneurial spirit of a startup. It is what makes Oracle such an exciting place to work. It is also why they are still one of the most innovative and profitable companies in the industry.

Attendees: TBC
http://www.oracle.com/

18:00 - 19:30 The Great Debate Alumni event

Join us at the Royal Exchange in the CBD on September 25 for a special edition of AGSM Alumni networking drinks. Fresh from their victory over MBS, the AGSM Class of 2015 debating team will take on a group of alumni all-stars, former champion AGSM debaters of yesteryear keen to reclaim their glory. Long-time coach of the AGSM debating team and Alumni Advisory Board President, Justin Di Lollo (MBA ’00) will be MC and adjudicator for the night. An evening of catch-ups, networking and a formidable verbal stoush - we hope to see you there!
PREPARING FOR CAREERS MONTH

- Do your research!
- Prepare insightful questions
- Have your cover letters and applications near completion prior to Careers Month. The application timeframes can be quite tight. Each application may take hours to prepare
- Be well read. Know what is happening in the Australian market, what the companies you are interested in are working on, who are they working with?
- Have your LinkedIn profile up to date and looking professional. There are resources to assist developing your profile on the AGSM Career Services website
- Have an open mind to career possibilities: attend as many presentations as possible and do not limit yourself only to the companies which are currently recruiting

Consulting Recruitment Timelines

Friday 19th September 2014
Applications open

Thursday 25th September 2014
Interviews commence

Monday 6th October 2014
Offers able to be made from this date onwards

Careers Month Code of Conduct

A lot of work goes into arranging this schedule of company presentations. By registering to attend any of the events profiled in this program, it is expected that you will adhere to the following:

- Be an excellent ambassador for the AGSM and behave in a professional and respectful manner at all times
- Wear your AGSM name tag to all events
- Dress in business attire and arrive on time! Punctuality is imperative
- Refrain from using your phone and laptop. If you need to take notes, please use pen and paper although detailed notes from each presentation will be compiled and sent by the Careers team
- If you are late to an event, please enter the lecture theatre as quietly as possible
- Update your calendar with all Careers Month presentations and plan which ones you will attend
- RSVP for all events you intend to attend. Room bookings and catering rely on accurate numbers of attendees. The companies also request confirmation of expected attendees
- Please advise Career Services with at least 24 hours notice if you are unable to attend any event. Not attending can damage relationships and ultimately your chances with that company, so please do not let yourself, your peers or the school down
- Don’t concentrate on speaking only with the company representatives. There will be attendees from all aspects of the AGSM community. You don’t know who you might meet or what hidden opportunity are out there
- Please exercise your common sense and do not ask companies about remuneration!
- Ask thoughtful questions. This is your chance to find out information you can’t get yourself on the company websites
- Do not contact the companies directly prior to the presentation. If you have any queries about a presentation or recruitment intentions, please see the Career Services team
Networking

AGSM Careers Month is a prime networking opportunity for MBA students. A range of firms invest time and personnel to provide our students with the chance to make direct contact with senior managers, recruiters and recent hires from our alumni community. These firms may have permanent positions available or internship opportunities for students. Others are seeking to raise their profile with students for future-based employment in 2015.

Students are encouraged to engage in Careers Month fully – attend as many presentations as you can. Think beyond your primary career goal and plan for contingencies. Learn about a larger range of companies, listen to the experiences of new hires, and be open to the idea of working for companies of any size, including start-ups. As networking is such an integral part to your job search strategy, it is important that you keep focus of the bigger picture. It is unlikely you will be presented with such a diverse and structured range of networking opportunities again in your career, so make sure you take advantage!

Each company presentation will be followed by a networking opportunity. Aim to make a great impression – be dressed in business attire, wear your name badge and be ready with a smile and a handshake. Thank the presenters for their time. Ask intelligent follow-up questions from their session which indicate that you have done your research about the firm. Demonstrate your enthusiasm for the company.

Do not dominate the presenters – be respectful of their status, their time and that other students also want to meet them. Consider the whole exercise a pre-interview screening activity where your behaviour and communication skills are on display.

Aim to have fantastic conversations not only with the presenter but also with other students at an event as there are students from the Full-time MBA, MBA Executive and MBT programs, as well as AGSM alumni in attendance. Perhaps you will broaden your outlook on career options or stumble across strategies for being more successful in your current work or job search. You may find someone who becomes your new business partner or a new friend.

Networking is about building professional relationships with people, not just adding to your list of contacts. These relationships may have short and long term benefits to both parties. Networking is reciprocal, you may not realise it at the time but the other person may learn as much from you as you do from them. You never know who may influence your career, or what opportunities may arise six months or more into the future.

Cover Letters

Writing cover letters is an important part of the recruitment process. The cover letter provides you with the opportunity to convince the hiring manager to read your resume in more detail. Make the hiring manager’s job as easy as possible by presenting your experience, qualifications and transferable skills in a way that matches the requirements of the vacancy. The most effective cover letters are clear, concise and persuasive.

Resumes

Careers Month gives you an excuse to revisit your AGSM eYearbook resume and dust it off. Update any achievements since your last looked at this document and ensure your critical messages are clear and coherent. Most consulting firms prefer a one page resume, however you may wish to develop a two page version for other firms.

Further information and tips on networking effectively, cover letters and resumes can be found in the Careers Toolkit on the AGSM Career Services website. www.agsm.edu.au/careers
Behavioural Interviews

Behavioural interviews are commonly used in recruitment. It is important that you recognise behavioural questions and use a structured method for responding. Behavioural questions generally ask the interviewee to draw upon their experience when answering the question e.g. “Tell me about a time when you managed change” or “Describe a situation where you juggled competing priorities”. The interviewers will expect you to give a specific example, it’s best to avoid talking in general or theoretical terms. The assumption is that past behaviour is a fairly accurate indicator of how you would perform in the future in a similar situation. There are several structures you can apply to a behavioural interview question. The most common structure is the STAR technique – Situation, Task, Action and Result.

Tell a short story outlining your example which starts with the situation (context – what, who, where, when); define the Task (the problem to be solved, indicate the complexity and why it was important to be solved); clarify the Action (strategic steps you took to resolve the problem); and complete with the Result (the outcome – quantify if possible). Spend only a sentence or two on the Situation and the Task, the bulk of your answer should be on the Action as this will demonstrate your transferable thinking skills, analytical competence, your ability to make judgements and your people skills. Don’t forget the Result as it gives your story an ending which is achievement-oriented. It is acceptable to draw up a range of experiences to furnish your examples – current and previous roles, study, extracurricular activities and community-based involvement) however keep your examples reasonably recent and as relevant as possible.

Case Interviews

If you intend to submit an application to any of the consulting firms during the recruitment period, you will need to be prepared. Your academic grades must be impressive, your cover letter and resume must be excellent and you need to be ready to perform well in a case interview.

Read up on cases and turn current business news into possible cases and practise by yourself – draw up your framework on paper and talk through the case out loud. If you are practising by yourself, do this in front of a mirror or video yourself on your smart phone. Simply reading through cases is not enough, you will be serious underprepared for a case interviews if this has been your main strategy. Find a trusted friend who is also interested in the recruitment process for management consulting, or who has already been successful in acquiring a role with a firm. You must both become skilled as a case interviewer so that the ‘interviewer’ can challenge the ‘interviewee’ to provide rationale for their structure, assumptions and recommendations. Watch case videos online, and practise your response before watching the end of the video.

It’s critical to develop a flexible approach to applying a structure or process in response to each case – not all cases are a straightforward ‘profit and loss’ case or a ‘new market viability’ case. You will be tested in terms of your ability to really listen to the case, to ask clever questions to elucidate more information and to clarify and test assumptions before launching into your response. Avoid thinking that there is a ‘tick-a-box’ formulaic response for each case.
# PRESENTATIONS

## SEPTEMBER 2014

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<td>Evans &amp; Peck</td>
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<td>SMS Management &amp; Technology</td>
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<td>1:00pm – 2:30pm</td>
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<td>Port Jackson Partners</td>
<td>McGrathNicol</td>
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<td>3:00 pm – 4:30pm</td>
<td>Francoise Michel*</td>
<td>Deloitte</td>
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<td>6:00pm – 7:30pm</td>
<td>A.T. Kearney</td>
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<td>6:00pm – 7:30pm</td>
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*Nail the Case with Francoise Michel will run from 16:30-17:30*
Location & Contact

AGSM Career Services
G17 AGSM Building
Gate 11, Botany Street
Kensington, UNSW, 2052

T: +61 2 9931 9219
E: careerservices@agsm.edu.au
W: agsm.edu.au/careers

Disclaimer

Please note this program is subject to change and there may be additional presentations prior to the 8th of September. These will be advised via email as soon as they are finalised and you will need to register your interest should you wish to attend.

Company attendees are subject to change on the day. Final attendees will be confirmed on the notes released following each day’s presentations.