CAREERS IN CONSULTING
Networking Night
THURSDAY, SEPTEMBER 17, 2015
6:30 – 8:00 PM
Breed Memorial Hall, 51 Winthrop St.

Networking Workshop, 5:30 - 6:30 PM, 51 Winthrop
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 40+ 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.


Three Pre-Event ‘Must-Do’s’:
1. Do your homework - Review job postings; research firms and consultants. See what students have said about the importance of preparing ahead of time.
2. Go beyond the basics - Differentiate yourself with consulting knowledge from Spotlight on Careers.
   (username: spotlightaccess; password: liberalarts2015)
3. Prepare your questions - Can’t think of what to ask? Customize these questions to fit your interests.

Two Post-Event ‘Must-Do’s’:
1. Stand out - Say ‘Thank you’ at the event and in follow-up communication.
2. Learn more - Attend the Case Interviewing Workshop offered by Simon-Kucher on Monday, September 21, 6:00 PM, Dowling 745.

Format: What to Expect: Alumni and recruiters will be grouped by company, ready to engage in a conversation with you. This is neither a panel, nor a formal presentation. Students have said those formats don’t give them what they’re looking for; here you define the topics and ask the questions. Like many events you’ll attend in the future this is networking. One-on-one conversations will happen, but don’t form lines, waiting for “your turn” to speak. Feel comfortable politely and respectfully joining a discussion already going.

Students, take note. Many firms coming to this event have posted full-time, entry level positions on Jumbo Jobs. Whether you’re a senior who’s already applied or a first-year student exploring career possibilities, you have an extraordinary, face-to-face opportunity to create a positive impression.

Register by Tuesday, September 15

Questions? Contact Tufts Career Center ~ 617.627.3299
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 participants in previous years 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 work affected your lifestyle? What obligations does your employer expect outside 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 Advisor if you have questions about this critical—and often confusing—process.