***Goldman Sachs Preparation***

1. Tell Me About Yourself?

* From the suburbs of Philadelphia, sophomore at Princeton University where I am a prospective Computer Science major with certificates in finance and Asian American studies. I am also in creative writing program, where I focus on short story writing.
* Chose to be a computer science because it a quantitively rigorous but also allows for students to be creative when coming up with ideas, applying skills to real world problem, and to work in teams for projects.
* I had early exposure to the finance industry through my older sister but first got seriously interested in finance and investment banking when I attended the Goldman Sachs Women Leadership Summit my freshman year.
* Nonprofit🡪 analyzed the IT budgets, member of Tiger Investments

1. Why Goldman?

* Attended the Women’s Leadership Summit in the Spring 2018 where I got to meet people who worked at Goldman and learned more about the company
  + What struck me most was how integrated everybody at the firm was, regardless of the division they worked in
  + Despite being competitive on the outside, it was internally supportive
* Enjoyed learning about the affinity networks, which promotes diversity and again creating the cohesive firm culture
* Championing creativity and innovation🡪 means challenging the people that work there
  + Many of the people at the conference said they worked at Goldman for many years but in different roles
  + Want an internship that is pushing me to learn more and challenge myself
* Of course, Goldman is a best-in-class, especially in terms of M&A
  + Intern attracts me to the IBD division since of the exposure I can get in this position; “boots on the ground approach” which will be the most conducive to learning

1. Why IBD?

* As a computer science major with a research background🡪 drawn to solving real-life problems with quantitative analysis skills
* Had exposure to investment banking through my sister and attended the Goldman event where I met with people working in IBD
* Drawn to:
  + Extroverted/ client-facing—favorite part was event planning for Partnership for Public Service and managing relationships with the government officials
  + Detail-oriented work
  + Working in teams—play a team sport, work on the board for a newspaper
  + Steep learning curve & Challenging/ Fast-Paced Environment
* Role as an Analyst:
  + Helping with pitch books, slide decks, and assisting with modelling
  + Detail-oriented work🡪 have an eye for detail as a researcher and as an editor

1. Teamwork Examples

* **What Role Do You Usually Play in a Team**🡪 Mediator/ Diverse Perspectives
  + Writing an Editorial Board piece (8 opinionated writers to agree on something)
* **Someone wasn’t pulling their weight**🡪 Daily Princetonian; Editor was not returning columns and showing up late so was delaying production
  + Took them aside one on one and asked what was going on
    - 1. Offered to help them with their columns for that week
    - 2. Told them to go to tutoring, directed them to resources for what they were studying🡪 deal with the long term problem
* **Working with a coworker**
  + The Editor of the Prospect🡪 the Daily Princetonian’s new blog, coming out of the remnants an old team which still had their leadership intact
  + Coming in as an outsider to a functioning team, difficult to become integrated
  + Wrote out a list of strengths, weaknesses/ what we each thought we could contribute🡪 tasks we need to get done
  + Got to know them as people as well (met with them for coffee and grabbed lunch)🡪 like the people you work with
  + Successful, assigned eight stories for a new rebranding and blog launch on October 25th
* **Tough timeline**
  + Finals season during spring semester freshman year🡪 2 finals, 2 papers, and 1 project
  + Working at a lab and needed to turn in my analysis work on time to meet the deadlines set forth by the professor
  + Event needed to get logistics for as USG🡪 Reunions
  + Made a list of priorities and what had to get done each day (prioritize academics but also by importance/ how much I needed to study)
    - Collaborated with my computer science partner to come up with study notes so we both didn’t have to read through the entire textbook again
    - Also was supported by my team and I was able to delegate the logistics, like ensuring we had supplies and contacting vendors to them
  + Did well on all my finals, turned my work in on time, and the event I was planning came into fruition
* **Disagreements**
  + E3: Education Equals Empowerment (STEM workshops for elementary aged girls), during the expansion process there was a disagreement about whether to host the workshops in conjunction with elementary schools or separately in community
  + Wrote down pros and cons of each one🡪 to give a fair chance we did a test run of each
  + I evaluated them based on attendees, cost, feedback from the participants
  + Decided to go with the after school event, reached around 1,000 students in the Greater Philadelphia region
* **Made things more efficient**
  + Coding at the SSP Lab, looking at mission statements and there were many🡪 were counting the number of times “diverse” appeared in each
  + Took a risk and told them I could code it (was just in Introduction to CS at the time)
  + Saved time, efficiently did all 1,000 in ½ minute and now staffed on more CS in lab

1. Leadership Examples

* USG Alumni Affairs (starting something new)
* Blog Editor for *The Daily Princetonian* (taking something from institution and reshaping)

1. Strength Examples

* **Proactive and adaptable**, willing to go out of my way to learn things that I do not know on my own
  + Ex) This summer starting in customer experience in the government🡪 had a roundtable two days of the start date that they wanted me to look over the deck for
  + Read the literature that the firm had in the archives, took time after work to read articles written about it, and (after going through my own means) would ask members of my team for help if possible
* **Stick to my morals**🡪 strong under convictions
  + Ex) As a member of the student press, I am privy to information that is confidential before it breaks, know what sources have said
  + One of the biggest stories that the newspaper covered was Title IX allegations against a popular ELE professor
  + Friends asked because it personally affected him🡪 told him to wait for the story to break

1. Weaknesses

* **Delegating tasks**🡪 which can seem like one of those “strengths as a weakness answers,” but as someone who runs a lot of large events, especially in student government, this means that I can be pulled in too many directions and affects the overall quality of my work
* Alumni Affair Chair, for the first event I tried to do everything rather than relying on my committee members and it ended up resulting in a less organized event than I wanted
* Asked what people’s strengths are, where they want to work
* Created a sheet where I planned out ahead the tasks I had to do and assigned them to people based on their tasks
* She Roars, 400 people attended, and flowed much smoother

**Deal Following**

* Spotify acquired Gimlet Media and Anchor in February of this year (podcasting services) for $340 million
  + Gimlet had raised $28.5 million from investors, Anchor $14.4 million
* Part of Spotify’s expansion plans for the future🡪 consumers are listening to more than just music on spotify now and want more engagement especially to compete with other streaming platforms
  + Late to the game in terms of podcast compared to Apple
  + Curation, personalization
  + Podcasting reviews $314 million in 2017 and there is more engagement from podcast users for Spotify
  + Different from music

**Tech Trend**

* Cloud computing and open source software development, especially as it moves towards becoming ubiquitous in the industry.
* IBM acquired Red Hat for $34 billion.
  + Even technology giants, like IBM, are understanding the importance of these trends and trying to stay up-to-date to be competitivex
* Open source is particularly interesting because it represents a new era for technology companies
  + Emphasis on transparency and knowledge sharing
  + No longer having information siloed away
  + Increased innovation

**Why MS**

* Specific focus on technology: interest in technology and technology companies as a computer science major
  + Ability to combine my interests
* Location!--> proximity to Silicon Valley and startups, which is the epicenter of where this is all occurring
  + Spoke to Patrick about being in Menlo Park; great learning experience, boots on the ground approach and being able to learn more about finance given that it is a larger bank
* Deal flow🡪 Microsoft-LinkedIn deal
  + Sale of EMC to Dell
  + Fitbit IPO
  + Some of the deals that are defining the technology industry; personal interest in the companies