**Morgan Stanley**

* Recent deal that interested you
* Sell something to someone/ a trend
  + Health foods trend— PepsiCo bought SodaStream company for $3.2 billion, buying it for $144/ share in cash;
    - PepsiCo was advised by Goldman Sachs and Centerview. Sodastream advised by Perella Weinberg Partners
    - Movement and push by consumers for healthier options when it comes to snack food (like hummus or kombucha or the Yasso greek yogurt bars). There has a certainly been a movement away from sodas. In addition, with the soda tax, this a good avenue for them to explore. Good way for them to compete with other sparkling water companies that have caught millennial and Gen Z-ers interest like La Croix.
    - Interesting environmental considerations as well—> plastic models not as good for the environment whereas SodaStream is a more sustainable approach to carbonated beverages.
  + Chirps chips, Yasso bars,
* Time you saw something wrong
  + Partnership for Public Service— lack of focus on tech in their work, built out Tableau/ check their how-to’s
  + Saw someone knocking over bikes, including my own— part of me that just wanted to ignore it. I went to them asked them what they were doing and why they were knocking over bikes.
    - Important to say something or do something when you see something wrong. Doing nothing makes you complicit.
* Diverse perspectives
  + Opinion editor for *The Daily Princetonian*, which means that I am also a part of the editorial board and am a part of releasing columns that represents the newspaper’s views as a whole. I remember most vividly we were dealing with a school controversy surrounding a professor and had to write an op-ed about it.
    - 1. Make sure that everybody’s voices were heard— share their views on this polarizing topic and make sure they were integrated into the conversation
    - 2. Unified statement— we found the places that we agreed on and worked from there. If there were places that we disagreed on, we talked about why we disagreed and tried to see the underlying commonalities that we had.
* Weakness
* Why Morgan Stanley
  + M&A—> Morgan Stanley has been the top of the charts, closed the highest worth deals Q2 out of all the banks
  + Culture— commitment to diversity and inclusion

**Goldman Sachs**

* Why Goldman Sachs?
  + Attended the Women’s Leadership Summit🡪 got to know Goldman and the firm
  + Firm culture🡪 how it has affinity networks and promotes diversity such as the event I attended
  + Movement within the firm🡪 be challenged at my place of work is something that I really value
  + Mentorship built into the culture that will allow me as an intern to learn so much more and develop professionally
  + Industry leader🡪 best-in-class especially in terms of M&A; intern attracts me to the IBD division since of the deal exposure I can get in this position
* Why Investment Banking?
  + Quantitative skills🡪 computer science major; Algorithms and Data Structures as well as Quantitative Social
  + Finance interest🡪 analyzing IT budgets and personal investing in stocks
  + Challenging environment—fast-paced work environment where I am consistently expected to gain new knowledge and think on my feet
  + Working on teams
* What does IBD do?
  + Client-facing departments at Goldman, forefront of what Goldman does on the client-side
  + Broken down into IBD group and Financing
  + Includes M&A group as well as sector specific (TMT, Healthcare, Natural Resources)
  + Assisting with either mergers and acquisition for clients or raising capital whether that be debt or equity
* Weakness—first time in an office environment, speaking up in meetings
  + Boss—email them afterwards with my thoughts
  + Prepare an agenda before with thoughts I had
  + By the end of the summer, I was able to speak in almost all our meetings and even suggested coming up with a data point that was distributed to Congresspeople on the Hill
* Working on a team
  + 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
  + Partnership for Public Service🡪 hosting a summit for government executives on customer experience
    - Divvied up the work so that no one person was taking on all responsibility
    - Did it according to our skillsets:
      * Senior manager—relationship management
      * I am detail-oriented—prepare all the materials
    - Able to host a summit for over 150 participants, including members of Congress and senior execs in the federal government
* Time you saw something wrong
  + Partnership for Public Service— lack of focus on tech in their work, built out Tableau/ check their how-to’s
    - Wrote a new guide and created guides on IT spending in the government that will be used by Presidential transition teams in 2020