IIM CALCUTTA

CONSULT
CLUB

PRESENTS

INTERNSHIP EXPERIENCES

2021-22
57th Batch

INDIAN INSTITUTE OF MANAGEMENT
CALCUTTA
1961

FOREWORD

Greetings!

The Consult Club of IIM Calcutta is excited to present the second edition of the Internship Experiences Handbook. While a lot of focus of the students interested in management consulting is naturally on case prep, we believe that insight and inquiry into what actually happens during the consulting internship can help candidates make more informed choices before summer placements.

The handbook is a compendium of the experiences of 45 students of the 57th batch, who interned with various consulting firms this past summer. Everything from the project type, day-to-day responsibilities to do's and don'ts has been covered, all straight from the horses' (or in this case, students') mouths.

On that note, we would like to sincerely thank all the students who took the time out to share their experience with us and help to make this document richer - the time that you spared can hopefully go on to help someone make better choices.

We hope you find this handbook interesting and insightful in equal measure. The internship is an important evaluation tool not only for the firms, but also for candidates. We have endeavored to make your work easier in that regard.

May your thoughts be structured and your structures always MECE.

Regards,
Consult Club, 2021-22

CONTENTS

Click on a firm name to directly move to the desired firm's experiences.

S.No	Name
1	Abhilasha
2	Akshada Shetty
3	Amrithavarshini LJ
4	Anshul Kataria
5	Hrishabh Narayan
6	Shalinee Kumari Meena
7	Shantanu Chate
8	Shweta Rai

Abhilasha

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Private Company	Consumer Goods & Services	Change Management & GTM Strategy	NSIT, B.Tech (ICE)	Deloitte USI (34 Months)

Brief About the Project	Worked on two projects. The first project involved a multinational dairy firm undergoing a technological transformation. Our work was to ensure smooth adoption of the technology. Our deliverables included planning the overall transition, selection of channel for communication to employees, training required for different employee groups and identification of main stakeholders 6-7 months ahead of the launch. The second was an internal project focussin on GTM strategy for DevSecOps by analyzing the industry trends, current offerings, unique idea to offer and the feasibility of the entire plan.	
Parameters that the interns were tested on	Work Quality, Highlighting gaps in understanding earlier than later, Time period, Learning power, Enthusiastic Attitude	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Entire orientation was very smooth but Covid Wave 2 had a big impact on the overall planning including laptops
	Team and responsibilities (composition, day to day expectations)	One Consultant and One manager to work with. Had to report almost daily to the consultant and weekly/biweekly to the manager

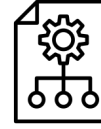|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Less client interaction as the client was not open to interacting with interns. However, it totally depends on the project.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Weekly feedback
Any special skills required	*Softwares/ Tools and level of expertise needed*	MS Excel basic, MS PowerPoint
Do's & Don'ts	Do's: 1. Also focus on the relationship building part 2. Try to give multiple solutions for one problem 3. You don't have to just work for yourself, you have to make your mentor/manager look good in front of client/upper management 4. Always be on time 5. Be ready to take initiatives Don'ts: 1. Don't be over friendly, always be professional 2. Don't say no for a new project or work	

accenture

CONSULT CLUB

Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
Listed Company	Consumer Goods & Services	Strategy & Planning	ICAI (CA), HR College - Mumbai University (B.Com)	NA

Brief About the Project	Restructuring the Supply Chain Finance organization of the company to streamline the organizational structure after acquiring competitor businesses 1. Defining a ideal Plant Support model to create an aligned structure 2. Creating an tracker for mapping changes in employee details 3. Creating a Business Case to assess and develop the changes	
Parameters that the interns were tested on	1. Communication skills 2. Ability to come up with quick solutions 3. Presentation skills 4. Ability to adjust your suggestions/solutions based on client requirements	
Your entire experience	Orientation and onboarding (sessions and utility)	All the required information with timelines were provided on the first day. Since they took in students in 2 batches, we were called in for the orientation a week before internship began. Some of the workshops and activities couldn't be carried out but overall the environment was supportive and helpful
	Team and responsibilities (composition, day to day expectations)	My team size was 6. All of them were very helpful and welcoming. They had started the project 2 weeks before I joined. I was given a week to settle in with the team and the work going on. After the first week, I was informed about my deliverables. There were daily calls with the team and the Associate Consultant would personally handover work for the day.

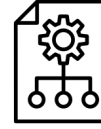|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	I could not interact with the client because of confidentiality reasons but I was included in employee interviews to understand the employee issues and create insights
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I only had a final review with my team. There was an informal mid review with my buddy. The final review was attended by the Practice MD, senior manager, my project manager and HR. It was very detailed with questions being asked on each of the deliverables what-ifs
Any special skills required	*Softwares/ Tools and level of expertise needed*	Laptop was not provided but access was given to the portal. Excel and PowerPoint proficiency was required. I was also asked to understand Power BI but didn't get a chance to use it for the project
	Use case in project	Excel: Dynamic dashboards, supporting calculations for decks PowerPoint: CFO update decks, Workshop decks
Do's & Don'ts	Do's: 1. Excel shortcuts and PowerPoint skills need to be up-to-date before you start your internship 2. Communicate anything and everything with your manager. They are there to help you judge how you fit into the role 3. Keep pestering your buddy for any kind of help you need in your internship 4. Put up your thoughts and criticisms on the work being done 5. Good research is the basis of any good deliverable 6. Try to talk to your co-interns from other institutes too Don'ts: 1. Do not assume things regarding your work. Clarify everything including the priority level of the work 2. Do not hesitate in asking a break from work if you are sick. The team wants the best from you 3. Don't go to practice meetings unprepared. Have some lines about yourself and your work ready	

accenture

CONSULT CLUB

Client Type	Industry	Area	UG Background	Previous Work Ex
Generic project, not client specific	Financial Services Sector	Transformation & Change	Anna University, Computer Science & Engineering	HSBC (35 months)

Brief About the Project	The project was about cloud transformation of various banking process like, lending, retail payments, card payments, etc. The requirement was to understand the value chain of each of these processes, various stages along the value chain, current capabilities and tools available for cloud implementation of each of these stages and advantages of doing the same. It involved identifying both in-house tools and assets as well as third-party ones that can be used in the transformation. Finally, the employee roles affected due to these transformation were identified and how cloud will impact their everyday work and career path was analysed. Key deliverables were client-ready PowerPoint	
Parameters that the interns were tested on	Ability to do effective secondary research, data analysis and presentation of findings, structuring content built through research, additional value add beyond what was asked for	
Your entire experience	*Orientation and onboarding (sessions and utility)*	General brief by campus team and introductory speeches by leadership
	Team and responsibilities (composition, day to day expectations)	Everyday feedback call with buddy, weekly feedback call with manager, Mid-review and final review with Project MD and HR

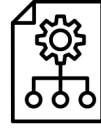|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Nil
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Weekly call with manager included presentation on what was worked on and delivered in the past week, my learnings from it and the value add for the organization from that work
Any special skills required	*Softwares/ Tools and level of expertise needed*	PowerPoint - Intermediate/Advanced, Excel - Intermediate
	Use case in project	PowerPoint - for final deck, Excel for analysis of data collected through secondary research
Do's & Don'ts	Solicit feedback as frequently as possible, Ask questions before jumping into the task and set the right expectations, Deliver expectations and then something more than that.	

Anshul Kataria

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	*Telecoms & Technology*	*Strategy & Planning*	*NSIT, Computer Science Engineering*	*Amdocs (2 years) Startup (1 year)*

Brief About the Project	Assessment framework for telecom clients, detailed process for assessment and questionnaire, outcomes and gap analysis, steps to align the strategy for telecom, use cases and offerings	
Parameters that the interns were tested on	Work Style, Self Driven, Problem Solving Capability, showcase of previous expertise, presentations, contribution in meetings, leadership in the project, etc.	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Not very detailed
	Team and responsibilities (composition, day to day expectations)	Daily Report to buddy, briefing on progress, improvement in the project outcome, taking feedback from different people, incorporating that and researching on public and private platforms

|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Fortnightly Updates
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Daily and Weekly
Any special skills required	*Softwares/ Tools and level of expertise needed*	PowerPoint and Excel
Do's & Don'ts	Don't be laid back and ask questions to get clarity about the project.	

Hrishabh Narayan

Client Type

Private Company

Industry

Energy
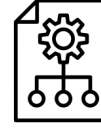
Area

Sustainability & Environment

UG Background

IIT Kharagpur

Previous Work Ex

Business Consultant (16 months)

Brief About the Project	Performed Sustainability Accounting for client.	
Parameters that the interns were tested on	Discipline, Mistakes, Innovation, Spotting any drawbacks of capability and amending them.	
Your entire experience	Orientation and onboarding (sessions and utility)	No formal sessions. Project Manager explained tasks over 2 weeks.
	Team and responsibilities (composition, day to day expectations)	Evening catch up meetings.

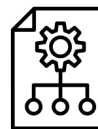|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	No client interaction
	Feedback and review (feedback frequency/ comprehensiveness, review process)	One End Review
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel and PowerPoint
Do's & Don'ts	Try to do less mistakes. Concentration is necessary. Study the first-year courses properly – those were very helpful during the internship.	

Shalinee Kumari Meena

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Energy	Operations	IIT Delhi, Mechanical Engineering	Indian Oil Corp Ltd. (24 Months)

Brief About the Project		Coming up with a set of cost reduction opportunities by analyzing client's financial & operational data
Parameters that the interns were tested on		Quality of analysis and the client readiness of the observations projected by me in client facing deck could be considered an important parameter
Your entire experience	*Orientation and onboarding (sessions and utility)*	There was a proper session for onboarding, however my project onboarding did take longer than expected because of some approvals needed from our project lead and client. Apart from that overall onboarding was pretty smooth.
	Team and responsibilities (composition, day to day expectations)	I had a direct supervisor, whom I had to support throughout the project. But the whole project team consisted of 7 people, 4 from India and 3 from UK and after the initial few weeks I was supporting the UK counterpart as well as they became confident about my analytical skills and became fond of the insights suggested. Overall team dynamics was great as everyone was really helpful and supportive.

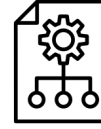|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	My work was directly going into client facing deck which was presented to the client in workshops. Though the direct interaction with the client part was missing, I got to join the client call only once.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I was getting very frequent feedbacks from my manager and supervisor. If my supervisor was not able to talk about feedback during weekdays as we had a lot of workload, he took the pain to call me over the weekend and give his suggestions about what I am doing right and where I need to focus.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel (mainly pivot table & basic shortcuts), PowerPoint (Intermediate), Power BI would be a plus point
	Use case in project	All the analysis was performed in Power BI, PowerPoint skills required as the insights that you bring in from analysis has to be presented to the client in a crisp but eye-catching manner.
Do's & Don'ts	1. Be confident about your judgements and have solid logics behind whatever your findings/insights are 2. Ask the right question at the right time 3. Be very proactive, without it you won't even get some quality work 4. Talk to as many people as possible in your team, don't restrict yourself to just manager or supervisor 5. Schedule recurring meetings in the start itself with your guide for feedback 6. Be very conscious about the formatting and other small things in Client presentation, in broader perspective, they matter a lot	

accenture

Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
Private Company	Financial Services Sector	Transformation & Change	IIT Delhi, B.Tech	Ola Cabs & Axis Bank (23 months)

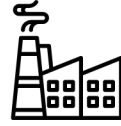|	
Brief About the Project	A leading private Indian bank wanted to overhaul their digital capabilities (IT Infra, Analytics, Dashboards, Workbench etc.) as a part of their strategic initiative to achieve 2x-3x jump in wholesale banking client base and rebalance asset mix. As an intern I worked on two deliverables: 1. To build a design prototype of Workbench dashboard for Wholesale Banking RMs, aimed at increasing their productivity 2. Ideate possibility of creating a banking & trade finance solutions marketplace for the bank's corporate customers
Parameters that the interns were tested on	1. Industry knowledge: Understanding of Wholesale Banking products and services and the day to day activities of RMs 2. Presentation & Communication Skills: From 2nd week I was directly presenting my work to the client so my internal mangers expected me to have a steep learning curve and make crisp PPTs
Your entire experience	*Orientation and onboarding (sessions and utility)* — The orientation and training sessions were well planned and turned out very helpful during the course of our internships. There were also a few sessions hosted by MDs from different verticals to give us more exposure to Accenture's Consulting practice in India.
	Team and responsibilities (composition, day to day expectations) — My immediate team comprised of 1 Project Manager (PM), 2 Consultants and a UI/UX designer, we met everyday in the morning huddle to prioritize the deliverables for the day and track project progress.

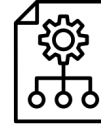|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	I interacted with the client at least once every week where I led the meetings while my PM supported me whenever needed.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I scheduled calls with my Project Manger every 3-4 days and updated her about the progress made in detail. I had a formal mid review and an end review, both with the PM, Senior Manager & MD for 45 mins
Any special skills required	*Softwares/ Tools and level of expertise needed*	1. PowerPoint - Intermediate 2. Excel - Basic (ITS course assignments are sufficient) 3. Adobe XD - Intermediate
	Use case in project	1. PowerPoint - Senior Management level decks with entire project updates 2. Adobe XD - Designing tool to prototype workbench views
Do's & Don'ts		1. Interaction with Managers/SMs - Feel free to ask any doubts that you may have, having complete clarity about your exact deliverables is a must 2. Try to pitch in PM's other deliverables whenever you have extra bandwidth, helps in building a good rapport with the team 3. Approach the project with a fresh perspective even if you have workex/prior internships in that field - especially important if the project deliverable includes UI/UX designing 4. Try to participate in MD sessions, fun activities that are planned throughout the internship whoever busy you might be 5. Do not assume things at your end, especially at the beginning of the project - this increases chances of rework

Shweta Rai

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Consumer Goods & Services	Sourcing & Supply Chain	G.B.Pant University, Civil Engineering	Coal India Ltd. (2.5 years)

Brief About the Project		I was in the Supply Chain & Management team & was assigned 2 deliverables. The first required development of a tool for inventory management, and in the second one, I had to compare 3 supply chain management platforms used in Accenture via primary and secondary research on the basis of certain required characteristics.
Parameters that the interns were tested on		Ability to learn the new concepts and the new tools/platforms on my own. In the final presentation with the MD, the focus seemed to be primarily on the financial benefits that my work could reap, and if it could be actually used/sold to the clients.
Your entire experience	Orientation and onboarding (sessions and utility)	Onboarding was smooth
	Team and responsibilities (composition, day to day expectations)	My team was really helpful and sweet. They were very encouraging and gave me a comfortable space to work in. We had daily meetings.

Your entire experience	Client interaction (frequency, visibility and direct responsibilities)	None
	Feedback and review (feedback frequency/ comprehensiveness, review process)	We had daily meetings where they would review my work and we would discuss future course of action
Any special skills required	Softwares/ Tools and level of expertise needed	Excel and Python (not necessary, but would be good if you know)
Do's & Don'ts	Do's: - Be clear of the exact deliverables in the very beginning itself. - Show enthusiasm to learn new things and take up challenging tasks. - Keep interacting with your team regularly and be punctual in all meeting. Don'ts: Don't ask for comfortable projects or ones which you have an idea about, it only shows that you are ready to take up challenges.	

S.No	Name
1	Madhav Maheshwari
2	Mohit Menon

ALVAREZ & MARSAL
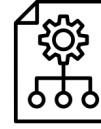
Madhav Maheshwari

Client Type

Listed Company

Industry

Consumer Goods & Services

Area

Sales & Channel Management

UG Background

IIT-BHU, B.Tech

Previous Work Ex

Fresher

Brief About the Project	Improving sales efficiency with focus on the sales force. IDentifying the shortfalls of the sales force and coming up with a sales incentive structure to improve motivation	
Parameters that the interns were tested on	Deliverables, Communication and Presentation skills, Cultural fit	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Onboarding sessions to explain the work that the firm did and what they believed in.
	Team and responsibilities (composition, day to day expectations)	Had to support team on their daily tasks along with doing projects that had weekly deadlines

|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Nil
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Feedback given almost every week (Not very comprehensive)
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel
	Use case in project	Analysing data, Making proposals
Do's & Don'ts	Take care of how you present your work. What you do and how you present it are equally important	

Mohit Menon
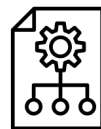
Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Logistics	Transformation & Change	BITS Pilani Goa Campus, Computer Science	Affine Analytics (2.7 years), Amazon (3 months)

Brief About the Project	**Project Brief:** Developing technological capabilities for future readiness of an Indian logistics firm. **Deliverables:** - Identify potential technologies to augment existing operations - Build vendor ecosystem for identified technology solutions, schedule demos - Create an assessment framework based on 50+ parameters and short-list top x vendors for the highest priority solution - Mediate discussions between vendor(s) and Client's vertical leads + IT team - Develop models to estimate cost savings for potential customers
Parameters that the interns were tested on	Day-to-day work (manager's feedback), Stakeholder management skills (clients, other team members, etc.), MD Review (Presentation)
Your entire experience	*Orientation and onboarding (sessions and utility)* — *- 2 days of focused orientation to understand the organization (divisions, past work, etc.), Separate IT, HR on-boarding sessions* *- Mandatory trainings to be completed asynchronously* *- Weekly virtual coffee sessions with upper management (Sr. Directors and MDs)*

Mohit Menon

Your entire experience	Team and responsibilities (composition, day to day expectations)	Responsibilities similar to full-time senior associates, interaction with clients, deliverables assigned on a weekly basis, regular communication with manager to make sure timelines are being managed effectively, weekly updates to MD
	Client interaction (frequency, visibility and direct responsibilities)	2-3 client meetings per week, direct deliverables for the client were assigned as well, Presentations were mostly done by 1 member of the team
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Informal feedback every week, review process is continuous as well as based on the final presentation to MDs
Any special skills required	Softwares/ Tools and level of expertise needed	Excel (Intermediate), PowerPoint (Advanced), ThinkCell (for charts in PowerPoint, Intermediate)
	Use case in project	Excel modelling for cost saving estimation, PPTs for final presentations to clients and A&M stakeholders
Do's & Don'ts	Do's : - Ask as many Qs as you feel like, especially in an online setting that is the best way to make sure your assumptions are valid - Maintain a tracker for all your upcoming & current tasks, with timelines, priority levels - this will help to keep you on track & share updates - Think from the client's POV while formulating an approach or making slides - While making slides think about the context, where it falls into your story and what the key takeaway is from each slide - Try to get all your expected work for the week early on so that you can plan well and finish it comfortably by Friday - Try to interact with as many other interns as possible to get an idea of what other kinds of work the firm does Don'ts: - Save work for the last day, because new tasks or modifications can come up later and you may not be able to incorporate them in time - Come up with assumptions that may seem arbitrary or without any logical reasoning. Having a logic to back your steps helps significantly - Hesitate to ask for help when stuck. There will always be someone who has worked on something similar & can provide valuable inputs	

AUCTUS
ADVISORS

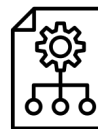| S.No	Name
1	Himanee Dugar
2	Vinayak Nadir

Himanee Dugar

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Staffing Company	M&A	NIT Warangal, B.Tech	Fidelity Investments (24 months)

Brief About the Project	Commercial Due Diligence: To validate the commercials & business model of the target firm. Additionally, assessment of the market attractiveness, business fundamentals, value chain and support functions infrastructure of the target firm for our client.
Parameters that the interns were tested on	- Domain knowledge: Consulting, Client & Target company's sector, Commercial Due Diligence - Technical skills: Data review, research & analysis, building PowerPoint decks and excel reports - Soft skills: Communicating opinions in daily team meetings, final presentation etc. - Learning curve: Development in operational skillset and strategic clarity of the business - Taking detailed notes: Client meetings, cross Due diligence team meetings, target interviews etc. (One of the most important thing, not as simple as it looks)
Your entire experience	**Orientation and onboarding (sessions and utility)** — Interaction with Directors, HRs and other consultants of the firm (Helped me learn more about Auctus and team) - PowerPoint session (Enhancement of PowerPoint building skills)

Your entire experience	Team and responsibilities (composition, day to day expectations)	First 5 weeks: 5-member team & Last 5 weeks: 3-member team - Handle internal logistics of the team - Action repository - Build & update initial request list, interview questionnaire etc. - Build meeting agendas (pre-meeting/interaction/interviews) & MoM (post-meetings) - Attending client meetings and cross DD meets - Attend target company's Leadership interviews - Build presentation deck for intermediary and final submissions - Conduct both primary and secondary research - Business development work (build scope, proposals...) - Add to Auctus' Knowledge Management to strengthen CDD and Post-merger practice (frameworks, concept slides. Etc.)
	Client interaction (frequency, visibility and direct responsibilities)	- 100% visibility - Involved end to end in the project - Attended all the client meetings (twice a week or more as required), target company interviews (overall 15 interviews- 1 hour each), cross DD meets (2 meetings) - Part of daily team meeting - Directly reported to the Director
	Feedback and review (feedback frequency/ comprehensiveness, review process)	- Flexible, as required (suitable frequency)

| Any special skills required	Softwares/ Tools and level of expertise needed	- Advanced level of PowerPoint skills - Intermediate excel skills - Intermediate Word skills
	Use case in project	- Commercial Due Diligence (CDD) for Acquisitions
Do's & Don'ts	Do's: - Listen and take notes carefully - Actively contribute in team meetings (share your opinions) - Schedule feedback meetings, if possible - Attend meetings on time - Be quick learn and display results - Demonstrate agility to fit in any project and team - Ask wise questions, if any Don'ts: - Don't be late to meetings - Obviously never skip meetings - Contribute in meetings, however, don't blabber when you don't have any meaningful insights - Don't go unprepared to meetings ever	

Vinayak Nadir
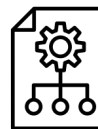
Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Hospitality	Strategy & Planning	DTU, B.Tech	Deloitte India (2 years)

Brief About the Project	Developing a governance framework for the client to align programs with strategic goals; Bid Evaluation of a greenfield asset; Developing Financial Model for Hotels Business	
Parameters that the interns were tested on	Work Done, Responsibility undertaken, Diligence shown, Understanding of the work being done	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Conducted a great session on PPTs and Storyboarding
	Team and responsibilities (composition, day to day expectations)	7-8 member team with opportunity to work on multiple workstreams and with multiple clients

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	*Depends on the workstream; If required then happens regularly to discuss the deliverables*
	Feedback and review (feedback frequency/ comprehensiveness, review process)	*Only End Review*
Any special skills required	*Softwares/ Tools and level of expertise needed*	*Excel, PowerPoint*
	Use case in project	*Development of decks and financial models for clients*
Do's & Don'ts	Confirm the deliverables assigned to you and don't be afraid to ask questions whenever possible	

S.No	Name
1	Aneerendra
2	Ayush Goyal
3	Dakshil Patel
4	Digvijay Singh
5	Geetika Mathur
6	Khayati Mittal
7	Mayank Jhunjhunwala
8	Rushali Saxena
9	Shivani Kabra

Aneerendra

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Private Company	Heavy Machinery, Retail & Wholesale, Real Estate	M&A, Commercial Due-Diligence & Planning	IIT Delhi, Engineering Physics	AccioJob & OYO Rooms (8 months)

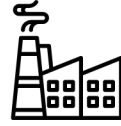|		
Brief About the Project		Client was looking to invest in a target and required our help to do a comprehensive study of the market size, competition, targets' strengths and weaknesses, a deep-dive on the targets performance through public surveys and future outlook as per firms' PoV.
Parameters that the interns were tested on		Directly from team feedback & mid-term presentations basis communication skills, problem solving abilities, clarity and structuring & quality of work.
Your entire experience	*Orientation and onboarding (sessions and utility)*	Smooth, engaging and equipped us with all the tools that we were going to require for the internship.
	Team and responsibilities (composition, day to day expectations)	Partner, manager, 3 consultants and myself. Expectations were aligned perfectly between both the client and the team to ensure that quality of work is optimum. Day to day expectations varied basis requirements.

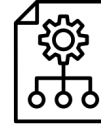|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Weekly check-ins with little exposure to interns
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Weekly feedback and karma checks to ensure sustainability and a healthy work-life balance. Personal development is taken very seriously at Bain.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel (Basic), PowerPoint (Intermediate)
	Use case in project	Excel for high-level modelling
Do's & Don'ts	Do's: 1. Ensure that you talk to the team and ask the right questions to get the context right before jumping on to solve the problem. 2. Try to learn formatting and making the deliverable 'client-ready' 3. Be calm and engage in informal fun-meets to the fullest. Don'ts: 1. Do anything without having a structure in place.	

Ayush Goyal

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Consumer Goods & Services	Strategy & Planning	BITS Pilani, EEE	ZS & Sprinklr (33 Months)

Brief About the Project		Consumer Healthcare division of the Pharma client experienced flat growth during COVID Lockdown 1 when all other competitors had double digit growth. We were supposed to identify and improve the reasons for the same. Additionally, Client had set growth target of 5x for next 5 years, We were supposed to devise a strategy to achieve those numbers.
Parameters that the interns were tested on		Problem Solving, Timely delivery, Excel and PPT skills, Research Skills, Professionalism
Your entire experience	*Orientation and onboarding (sessions and utility)*	Pretty standard practice across all consulting and corporates in general. Bain sessions, IT sessions, Excel and PPT sessions, Security sessions, International exposure sessions and a few fun sessions as well. Lasted 4 full days before we were handed over to our teams
	Team and responsibilities (composition, day to day expectations)	Long duration project for 12 months. Team of 11 including 2 Partners, 1 AP, 1 Manager, 1 Consultant, 2 Senior Associate Consultants, 1 Associate Consultant, 3 Interns. Interns were primarily expected to listen in and absorb case context through many calls and then complete day to day basic analysis. We were required to order food on a daily basis as well which was one of the major task we were judged upon :)

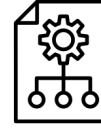|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Daily client calls but only in the listening capacity. Took a couple of expert calls and led fun calls though.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Totally depends on you and your manager. My manager gave me instant feedbacks (mostly criticisms) and then fortnightly (mostly praises). Some had a weekly frequency which I think is much more structured and better
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel - Intermediate PowerPoint - Intermediate Googling skills - Advanced
	Use case in project	NA
Do's & Don'ts		1) Never be late for a meeting 2) Keep your mail on phone with notifications on. I missed a partners meet which was scheduled at 8 AM and received the mail at 1 AM. Was taunted later by manager 3) Take off time whenever possible i.e. Enjoy chill evenings and if allowed mornings as well 4) Keep an open mindset to learn. Lots of practical concepts are different from your theoretical ones (even the ones taught at MBA)

Dakshil Patel

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Telecoms & Technology	ERP & CRM Systems	CA, ICAI; B.Com, R.A. Podar College	EY (22 months)

Brief About the Project	The problem statement of the project was to help the client achieve a double digit growth in its top line by the end of 8 quarters from the start of engagement. Action plan for the team was to analyze the various industry verticals the company served and identify the key growth opportunities and players in these verticals. The key deliverable for me was to develop an account plan for one of the company's major client to help supersize the account.	
Parameters that the interns were tested on	1. Problem identification & solving 2. Project management skills 3. Oral and written communication 4. Excel/ PPT Skills	
Your entire experience	Orientation and onboarding (sessions and utility)	We had orientation cum training for 4 days where we were introduced to various tools and methods commonly used at Bain
	Team and responsibilities (composition, day to day expectations)	8-10 member team (dynamic due to Covid) where we used to have a start of day team call to align on priorities and expectations.

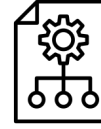|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	I was a part of periodic client calls to discuss the progress made on the account plan
	Feedback and review (feedback frequency/ comprehensiveness, review process)	There were two formal feedback meetings (after mid review and at the end of the internship)
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel (Intermediate) PowerPoint (Basic)
	Use case in project	Client decks, financial analysis
Do's & Don'ts	1. Approach your seniors for help whenever required 2. Thoroughly check your work for clerical errors before reviews 3. Ask for feedback at regular intervals	

Digvijay Singh

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Private Company	Consumer Goods & Services	Transformation & Change	B.E. Mechanical, BITS Pilani, Pilani Campus	Axis Bank (36 months)

Brief About the Project	Client was an electrical appliance manufacturing company, having majority of it business through offline channel. SoW for offline business is ~20% and ~4% for online business. Bain team was brought in to put an ecommerce strategy in place to help grow client's online business revenue by ~5x. There were 3 work streams: Marketing, Display page optimization & Supply chain. I worked with the Supply Chain work stream.	
Parameters that the interns were tested on	Three major parameters that any intern is judged on in consulting: - Problem Solving: How well do you understand the problem and solving it in quickest possible time with least amount of resources - Client: How you maintain relationship with your client map. Setting expectations and baselines, getting aligned on methodologies and analysis - Team skills: Make team's life easier/fun. Try and engage with team members other than your work streams. Put in efforts to plan for fun/engaging team activities	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Standard one week of orientation, getting familiarized with tools and standard stuff

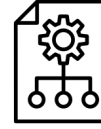|		
Your entire experience	*Team and responsibilities (composition, day to day expectations)*	I was working with a senior associate consultant (SAC) for the first three weeks and then directly with a Manager for the rest of my internship. As a practice all case teams have a weekly aligned path. I would send a mail in the morning to the Manger on what all aspects of my work stream I would be working on that day along with priority for each of the items and then I would align with him on the same on the morning huddle.
	Client interaction (frequency, visibility and direct responsibilities)	This being a hands on implementation case, there were very frequent client interactions. I was interacting with my client maps at least twice a day.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Can't stress on the importance of it, I had bi-weekly performance development (PD) chats with SAC and Manager
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel- Intermediate/Advanced PowerPoint - Intermediate
	Use case in project	NA
Do's & Don'ts	Do's: Always be aligned on what are the deliverables, consultants hate yield loss. Try and validate your results with some back of the envelope calculations. Always put 5 minutes of effort to format your excel workbook and make it look clean. Try having fun on the internship, interns are the most pampered lot, make good use of it. Put efforts to interact with people within and outside your case team Don'ts: Expect to be spoon fed, or your reporting SAC/C to give you work on a platter	

Geetika Mathur

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Healthcare Sector	Transformation & Change	IIT Delhi, B.Tech	NA

Brief About the Project	Overall case - Digital transformation for profit acceleration of a healthcare provider based in UAE and India Workstream deliverable - Facilitating design, operations, and growth of an app based platform to create a seamless omnichannel patient experience
Parameters that the interns were tested on	1. First principles thinking - are you thinking critically about the work that you are doing and developing correct hypotheses 2. Problem solving - can you derive insights and communicate them effectively 3. Level of ownership - can you be trusted with increasingly bigger chunks of work and handle them end-to end with proper time management 4. Responsibility & follow-through - do you take responsibility of your workpiece and ensure it's timely and satisfactory completion through frequent feedback and reviews
Your entire experience	*Orientation and onboarding (sessions and utility)* — 1. Week-long training - Introduction to various tools and the way things are done at Bain 2. Case team introduction - Ice-breaking and intro to case team members at the weekly Case Team Meeting 3. Ramp-up & download sessions - Material shared for case context and workstream progress so far, download sessions with supervisor / team members

Your entire experience	*Team and responsibilities (composition, day to day expectations)*	Team composition - 2 Partners + Manager + 3 Workstreams Workstream = Consultant (WS Lead) + AC + Analyst + Intern Daily expectations - 1. High-level direction discussed in morning huddle with the full case team 2. Specific deliverables discussed in workstream check-in 3. Review and feedback through multiple check-ins through the day with AC / supervisor
	Client interaction (frequency, visibility and direct responsibilities)	1. App design discussions with client team and vendor 2. Weekly CXO updates 3. Monthly chairman meetings Limited participation for interns, note-taking expected during all client calls; Weekly update meetings very useful for keeping track of the overall context and direction
	Feedback and review (feedback frequency/ comprehensiveness, review process)	1. Daily check-in with supervisor and multiple check-ins through the day with AC for feedback on deliverables 2. Weekly PD chats with AC and with supervisor for overall feedback and professional development 3. Mid term review and feedback session with manager and supervisor on the same
Any special skills required	*Softwares/ Tools and level of expertise needed*	Tools primarily used for this project: PowerPoint: Decks for client updates Excel: Trackers and dashboards Miro: Client workshops, app critique and benchmarking representation Introduction as well as tips and tricks taught during training week

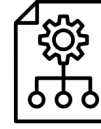|	
Do's & Don'ts	Dos: 1. Frequent check-ins with supervisor 2. Make use of feedback on deliverables as well as PD chats to improve work quality 3. Use meetings and huddles to keep up with the overall case context 4. Know the broader news about the industry and it's implications for the client 5. Ask a lot of questions - especially why are we doing what we are doing 6. Connect with the team on a personal level Don'ts: 1. Feel shy in reaching out to any team member for doubts - 5 mins of looking stupid can save an hour of being one 2. Forget taking notes (or listening) during all client calls 3. Dive right to work without understanding the output required and how it is planned on being used

Khayati Mittal

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Retail & Wholesale	Strategy & Planning	IIT(BHU) Varanasi, Electronics Engineering	Texas Instruments (1 year)

Brief About the Project	The project was about building the long-term strategy and priority topics for the CXOs and the firm's board. The team worked on 2-3 critical deliverables during the 8 weeks. The problem statements included - Validating the market share of firms in the e-commerce industry across business cities, city tiers, and affluence; strategy building for revenue growth of an OTA platform, etc	
Parameters that the interns were tested on	Primarily tested the interns on two broad factors - analytical skills and team building. The analytical skills majorly include the learning curve, articulation, ability to learn to use basic tools like Excel, PPT etc.	
Your entire experience	*Orientation and onboarding (sessions and utility)*	The orientation and onboarding sessions were spanned over a week. The sessions gave an overall picture of working at Bain and introduced us to various tools, techniques, and methodology used at Bain. The sessions were of great help to kick-start the journey.
	Team and responsibilities (composition, day to day expectations)	The team composed of 5 members including a manager (a frequently used model). The day-to-day activities varied according to the following deliverable. The day holds variety and conventionally includes secondary research, use of excel and PPTs, expert calls, analysis, and fun :)

44

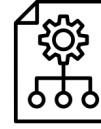|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Given the online scenario, the client interaction was negligible at the Summer Associate level.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	The feedback frequency will be based on the team. However, make sure to arrange some feedback chats with your supervisor and manager based on their availability at frequent intervals. The midterm feedbacks are formal, while the others will mostly be informal.
Any special skills required	*Softwares/ Tools and level of expertise needed*	The PPT making is specific to the Bain and will be taught in the onboarding sessions. However, the intermediate expertise in Excel will be helpful in the internship. Other tools and software can be learned on a need basis.
	Use case in project	Excel, PowerPoint, Tableau
Do's & Don'ts	The learning curve is the most critical skill as a consultant. Do work on your feedback and arrange frequent feedback chats with your team members (formally or informally). Build connections and have fun..:)	

Mayank Jhunjhunwala

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Private Equity Group	Commercial Due Diligence	CA, CS, B.Com (Narsee Monjee College)	Bharat Petroleum Corp. Ltd. (20 months)

Brief About the Project	Worked on 2 commercial due diligence cases in E-commerce & Consumer Durables sector. Problem Statement: Building a POV on the target identified by client for investment purpose Scope: Market sizing, competition analysis, customer feedback and profitability analysis with few more specifics for each DD. Key Deliverables: Deliverables were slides to be included in DD report by doing primary (survey data analysis, expert calls, cold calls) & secondary research. 1) E-commerce DD: Customer feedback & global analogs for market competition 2) Consumer Durable DD: Market Sizing, Customer feedback, sales channel assessment and other consumer durable analogs.
Parameters that the interns were tested on	1) Problem solving ability (Breaking down the problem to smaller pieces) 2) Communication (Interaction with team members, active participation in meetings, writing crisp mails) 3) Insights generation (Deriving insights rather than just pulling out data points)
Your entire experience	*Orientation and onboarding (sessions and utility)* — One week orientation program around 3 aspects: 1) Working at Bain (About Bain and its culture) 2) Analytical Toolkits (Strategic frameworks, financial analysis, company analysis) 3) Skill sets (Bain Excel & PowerPoint toolbox, secondary research, expert calls) Learnings from each of the sessions definitely had some use case during the 2 months of internship.

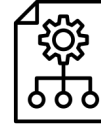|		
Your entire experience	*Team and responsibilities (composition, day to day expectations)*	Composition: Partner, manager and 4-5 consultants/associate consultants. Each workstream had around 2-3 team members with one being the workstream lead. The deliverables were clearly defined for the next 2-3 days with daily touch base with the manager for progress.
	Client interaction (frequency, visibility and direct responsibilities)	Both the DDs had just a couple of client presentations throughout the project. Partners and managers presented it but the entire team attended the calls. There was no direct interaction with client (PE firm).
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Formalised mid-review term review after 4 weeks into the internship. Informal fortnightly chats with manager and supervisor. My manager monitored the progress after the initial feedback and was quick to suggest in case any course correction was needed.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel - Intermediate Powerpoint - Intermediate (Mostly Bain toolbox) Research Databases (Euromonitor, Factiva, Thomson Reuters) - Basic
	Use case in project	1) Excel - Analyse survey data & update survey models 2) Powerpoint - DD Report 3) Research Databases - Pull out data points & research reports for industry insights
Do's & Don'ts		1) Make the maximum of the training week. Having a good idea on different resources available would save tons of effort while performing the actual work. 2) Clarify the ask upfront rather than assuming things. 3) Be attentive during all calls and take notes. 4) Do spend some time interacting with other workstreams as well for the overall case context. Its super helpful during the mid-term evaluation.

Rushali Saxena

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Private Company	Multiple industries	Multiple areas	IIT Gandhinagar, Mechanical Engineering	Barclays (15 months)

Brief About the Project	Worked on 3 projects- 1) GTM strategy for health care startup 2) Corporate strategy for an ecommerce platform 3) Cost transformation for B2B marketplace player	
Parameters that the interns were tested on	Team work, Problem solving skills, Communication	
Your entire experience	Orientation and onboarding (sessions and utility)	Helpful in adjusting to the company's way of working
	Team and responsibilities (composition, day to day expectations)	Multiple teams, typically Sr. Managers, Consultants, Associate Consultants (ACs) & Junior Consultants (JCs), day to day planning based on workstream deliverables for the week

Rushali Saxena

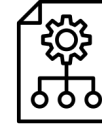|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Once a week, involvement in understanding client's way of working and key metrics for the industry
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Feedback received during the process of working. Structured discussions once a week
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel – Intermediate PowerPoint - Intermediate
	Use case in project	PPTs form key ways of presenting entire work, Excel for data insights
Do's & Don'ts	Do's: Be open about your thoughts and get doubts clarified on spot. Interact with team members, reach out whenever need help and prioritize points to be discussed. Be proactive while working. Don'ts: Slacking, Being unempathetic	

Shivani Kabra

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Retail & Wholesale	Strategy & Planning	NIT Surat, Chemical Engineering	EXL Analytics (22 months)

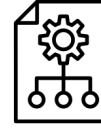|		
Brief About the Project	Problem Statement: Consult the E-commerce Client on expanding their FinTech strategy to grow revenues. Key Deliverables: Market Assessment: Conduct Market research on the B2C/B2B Fintech market in India; Target Assessment: Conduct Financial, operational and regulatory feasibility analysis on the possible FinTech services; Give recommendations to the client for Fintech Strategies by FY 2025	
Parameters that the interns were tested on	Key Parameters were: 1. Problem Solving Ability 2. Communication (how well you express your opinions) 3. Team Work (Test of cultural fit- getting along with team, team player)	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Onboarding training sessions are imperative to hit the ground running; They introduce all the tools employed by case teams and pass on quick tips & tricks which can hold you in good stead with your team
	Team and responsibilities (composition, day to day expectations)	Interns are tagged to a supervisor who is 1/2 level up. Usual team composition is M (manager) + 4, however, for me the team structure was different (M+7). We were further divided into teamlets. I used to be in touch with my supervisor throughout the day to help me set expectations and course correct reducing yield loss.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	There was minimal client interactions for the interns. These expectations were set early on the case for me. They carved out a work stream for me and I enjoyed ownership for it. It directly contributed to the output and had an impact on the final answer.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	This is a responsibility that falls on the shoulders of the interns. We had to be proactive in seeking timely feedback (weekly with supervisor and fortnightly with manager) and course correct. Official reviews were scheduled once after 4 weeks into the internship and once at the end.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel, PowerPoint and secondary research tools (Thomson Reuters, Factiva, Statista, etc..)
	Use case in project	Excel - Intermediate level (ITS course is enough to serve the use case) PowerPoint Immensely used, had to build innumerable pages for final deliverable Secondary research tools analyst reports, comes in handy to quickly ramp up on industry
Do's & Don'ts	1) Keep in touch with your assigned buddies and take regular pulse check from supervisors to actively work on feedback. 2) It is imperative to keep learning on job and use it as an opportunity to see if the job fits you. 3) Do not shy away from asking questions. Get clarity on your work piece and the case context as well Communication: My experience with virtual setting has reinforced my belief in communicating with supervisors to tackle roadblocks, avoid embarrassment at a later stage with poorly constructed workpiece due to error in understanding and setting realistic expectations	

S.No	Name
1	Advika Gupta
2	Aman Gupta
3	Avani Rathore
4	Chinnala Nishith
5	Priya Goel
6	Rahul Manglik
7	Saathwick Kolluru
8	Saurabh Sinha
9	Shivani Bansal

Advika Gupta

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Government	Healthcare Sector	Operations	SSCBS (DU), BMS Finance	NA

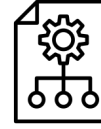|		
Brief About the Project		Problem Statement: Develop an end-to-end robust process for the distribution and tracking of different medical equipment like oxygen concentrators and ventilators across different Delhi government hospitals in light of second wave of Covid-19
Parameters that the interns were tested on		Problem Solving: Ability to analyse the data and draw meaningful insights from the same Communication: Client interaction and communication/discussion within the team Practicality and effectiveness: Practicality of suggestions, ownership of work, commitment etc.
Your entire experience	*Orientation and onboarding*	Sessions on excel and PPT were relevant and helpful for the internship
	Team and responsibilities (composition, day to day expectations)	Team had a good mix of interns, associates and consultants. Expected to create a weekly work plan and had a daily update call in the evening for the work done during the day
	Client interaction (frequency, visibility and direct responsibilities)	I worked with the Delhi Government on a Covid Support Project. Given the nature of the project, it required daily meetings with the client and I acted as the SPOC on my module. Personally responsible for aligning with the client for daily updates.

Your entire experience	*Feedback and review (feedback frequency/ comprehensiveness, review process)*	I had 3 one-on-one feedback sessions with my Project Leader (PL) during my internship. The feedback sessions were fairly interactive and informal wherein my mentor asked me to rate my own performance and the team's contribution to my internship. He then provided me his inputs on the same and helped me figure out some key areas where I could have done better.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel and PowerPoint
	Use case in project	Intermediate level excel and PowerPoint was used on a daily basis
Do's & Don'ts	Do's 1. Make sure your supervisor is always in the loop regarding the work you are doing and is updated about the status of work 2. Take ownership of your module 3. Over-communicate with your team members 4. Organize fun events for your team Don'ts 1. Suppress your doubts/queries	

BCG

CONSULT CLUB

Client Type	Industry	Area	UG Background	Previous Work Ex
Government	Social Sector & Non-profits	Strategy & Planning	IIT Roorkee, Mechanical Engineering	American Express (15 months)

Brief About the Project	Client was School Education Department, Govt of Madhya Pradesh, headed by a senior IAS officer i.e. Principal Secretary. I single handedly handled 4 projects (called modules in BCG), all connected to school education transformation in MP. These were: 1. Strategy for planning and conducting a Teachers' Needs Assessment (TNA) to better design teacher trainings for Secondary (Class 9th-12th) teachers in MP. 2. Strategy and Calendar for online training of secondary teachers 3. Strategy for centralized and motorized school transportation system 4. Strategy and workflow for incentivizing and certifying high performing schools in state. Except for 4, all other 3 had a strategy document, usually an in-depth powerpoint presentation as a deliverable to the client. In (4), a detailed workflow for the apps enabling the process, along with instruction manuals for the end to end process was the deliverable. Additionally, I also provided support functions, like organizing orientation sessions for 500+ teachers and principals in the state, creating and shooting detailed instruction videos etc
Parameters that the interns were tested on	1. Written Communication (design and effectiveness of slides and docs) and Oral Communication (presence in meetings) 2. Client Engagement (ability to independently handle clients) 3. Problem Solving Skills (effectiveness of recommendations) 4. Teamwork and Leadership (providing support to team when needed, beyond assigned deliverables) 5. Non work initiatives (bonding with team, organizing events)
Your entire experience	*Orientation and onboarding* 2 day orientation was held with multiple sessions on the company, career path, use of Powerpoint and Excel, use of company's proprietary tools and services. Sessions about proprietary tools and resources were useful

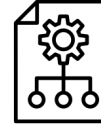| Your entire experience	Team and responsibilities (composition, day to day expectations)	I was part of Social Impact Vertical, which is led in India by a Managing Director cum Partner (MDP). Under the MDP, there are multiple states and cases, Madhya Pradesh being one. MP is headed by a Partner to whom I had to report. Under the Partner was my immediate team, which included a Senior Associate (my cover/mentor), with whom I interacted daily over deliverables and work. Also were 3 non-BCG consultants on deputation from an Education NGO, who reported to my Partner. I provided my deliverables in drafts, usually on a weekly basis to the Partner, with daily reviews and inputs from the cover. The week usually was spent in interactions with client, other states BCG teams, NGO partners and education experts like teachers, & administrators to gather relevant information and data. This was used to create the deliverables. Also there were weekly case and client meetings where mine or others' work was shared
	Client interaction (frequency, visibility and direct responsibilities)	Highly frequent (Direct interaction with middle managers once or twice a week. Direct presentation to top leadership i.e. Principal Secretary, School Education Dept twice). High visibility and responsibility due to direct ownership of 4 projects whose outcomes were directly presented by me to the Principal Secretary
	Feedback and review (feedback frequency/ comprehensiveness, review process)	From Partner, weekly 10 minute feedback was scheduled, though it usually didn't happen due to Partner's busy schedule. From immediate superior/cover (Senior Associate), 2 kinds of feedback was possible: First was every time with a deliverable like a strategy doc for the client or a case team presentation, even in its drafting stages. Feedback was provided both on my demand as well as superior's choice. Specific action items were provided to improve the quality of deliverable or the pace of work, with the superior even proactively making changes on own. Secondly, a final comprehensive feedback was provided on Strengths and weaknesses across 5 dimensions. These included like written and oral communication, Problem Solving skills, Turnaround time, Client Engagement, Team skills, Leadership etc.

Any special skills required	Softwares/ Tools and level of expertise needed	Powerpoint (Intermediate), Excel (Intermediate), Word (Basic)
	Use case in project	Deliverables were usually strategy documents which were made on Powerpoint. Word documents were also used. Excel was sparingly used for simple work, like to find distribution of subjects across teachers

Do's & Don'ts	Do's: 1. Make sure there's clarity on project deliverables and timelines from start 2. Setup a regular feedback cycle with the reporting manager 3. Over-communicate, be it in team or client meetings, never hesitate to voice your thoughts/ideas or doubts. If hesitant, In the beginning 1-2 weeks, seek your immediate superior's viewpoint before expressing yourself 4. Seek assistance actively, be it for your deliverable, some data, some knowledge or any other resources, even outside your teams/projects. Help will be given to those who ask for it. 5. Take initiatives, like organizing fun events, farewells etc. 6. Whenever possible, experience the offline atmosphere. I was one of the rare few to get the chance. (may not be valid in 2022 though) Don'ts: 1. Don't be late on deliverables. Aim for perfection but do not wreck timelines for it, show the output 2. Don't start a night before the Case team or Client meeting to make the ppt, you'd mess it up 3. Don't go to Partner with your deliverable without getting your buddy/cover/mentor/superior's views, at least in the beginning 4. Don't show disinterest in others' work. Do ask questions and see if there could be linkages between yours and others work 5. Don't be disrespectful or offensive in the name of fun events

Avani Rathore

Client Type	Industry	Area	UG Background	Previous Work Ex
PSU	Financial Services Sector	Transformation & Change	IIT Kanpur, Economics (BS)	Citi (12 months) ShareChat (10.5 months)

Brief About the Project	PSB HR Transformation: The case aimed at transforming two pillars for PSB - Performance Management System (PMS) and Talent Management System. These comprise changing various aspects of an employee's life cycle, including role clarity through well-defined KPIs, KPI-targeted appraisal that also incorporates behavioral elements, succession planning, employee training, etc. I was assigned to lead the 'appraisal and 360 feedback' module, a part of PMS. I was PMO-ing end-to-end development of the tool - research, meeting with the client to gauge their needs, brainstorming with the team, deciding what features to build in the tool, designing wireframes, and then driving the entire development by managing a team of developers. My deliverable was to get the tool live and move it to UAT. I was also briefly involved in the other modules of the case from time to time. I also worked on creating an RFP document for another case proposal.
Parameters that the interns were tested on	In my first meeting, I clarified my PL's (manager) expectations from my two months on the case, such that it also makes the experience more fruitful for me. He gave me the following pointers to focus on: problem-solving, communication (both written and oral), practicality (of the business solutions and implementation), effectiveness, timeliness (meeting deadlines).
Your entire experience	**Orientation and onboarding** — We had a short 2-day orientation and onboarding (as opposed to 5-days until last year), making sure it was crisp and utility-maximizing. We had back-to-back sessions on HR formalities and pieces of training, which was hectic to start with, but only a segway into what was in store for the actual case. The training exercises were beneficial in understanding the different resources at our disposal to give our best on the case.

Your entire experience	*Team and responsibilities (composition, day to day expectations)*	My team comprised of 2 MDPs, 1 P (Partner), 1 PL (Project Leader), 1 C (Consultant), 1 SA (Senior Associate), 2 As (Associates), 2 Analysts, and 2 Summer Associates (interns). I, fortunately, had daily interactions with my PL because I was handling an entire module, and thus my work and expectations used to be aligned. We used to discuss my tasks for the week, and by the end of the week, I would send updates on the pieces completed and ongoing, along with a plan for the upcoming week. My PL was also very clear from the start that they do not expect or want an intern to be the CFO (Chief Fun Officer), contrary to most other teams where interns were organizing fun events every week.
	Client interaction (frequency, visibility and direct responsibilities)	I used to have daily interactions with the client to align the progress and share the daily plan for my module. I also led some meetings independently (in the absence of PL) as and when required.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I scheduled weekly feedbacks with my PL every Friday. Since my work was also directly aligned with him regularly, he was aware of my work and progress. Since he kept busy, I had to do multiple follow-ups and reschedule the call several times (sometimes it got pushed from Saturday to Tuesday altogether), but I made sure it happened.
Any special skills required	*Softwares/ Tools and level of expertise needed*	I worked as a product manager to PMO on developing the tool, which did not require me to work on any technology. Still, my experience as a software developer came in handy in hand holding the developers and pushing back on their unrealistic timelines. I used Excel to automate and generate several reports for the client and the vendor from time to time, PPT to make presentations, and used the whiteboard to create wireframes for the designers.
	Use case in project	Excel - report generation for the client; PowerPoint - presentations for alignment with the client as well as internally with the MDPs; Whiteboard - design rough wireframes for the designers and developers

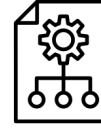|	
Do's & Don'ts	**Do's**: Align your PL's (manager) expectations from day one itself. Always escalate any problem or potential delay in the pieces you are working. Over-communicate your tasks, weekly plan, and weekly progress update. Take regular feedback from your seniors in the team, especially the PL, even if it takes multiple follow-ups. Make informal/personal connections with the people in the team and find your hidden mentors. Don't hesitate to reach out to people and ask for help. Don't say no to extra modules or responsibilities and take it as a learning experience. **Don'ts**: Don't underestimate your contribution to team calls and make your presence felt by speaking up. Do not slack off at any point, even if you have to do multiple follow-ups with people, because you will be held accountable for your responsibilities. There will be times when you feel low and want to give up but don't. Initially, it will take some time to understand the case context and make sense of the modules but keep reaching out to people to seek help, do your research, and most importantly, give yourself the pause to take time and grasp things - Rome wasn't built in a day!

Chinnala Nishith

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Manufacturing Industries	Transformation & Change	IIT-BHU, Electrical Engineering	Flipkart, Software Developer (25 Months)

Brief About the Project	**Problem Statement:** The client is a Steel manufacturer, and I was assigned on three different projects, namely: 1. Designing a real-time power prediction model to Ladle Furnace as the current model creates a lot of wastage. 2. Finding a way to reduce the demurrage that was levied on the ships by the ports. 3. Designing a Truck Management system to minimize the time wastage for the Trucks used in the outbound, inbound and internal logistics. **Key Deliverables:** 1. An Excel model for the real-time power prediction of the Ladle Furnace. 2. A presentation of Identifying the exact root cause of the problem and evaluate whether solving this problem is profitable to the client. 3. A strategy deck comprising the analysis and the proposed solutions which could be implemented.
Parameters that the interns were tested on	1) Problem solving & insights - the structure of the approach while solving the problem. Whether the intern can ask the right questions and derive valuable insights. 2) Communication & presence - Ability to translate the insight into considerable and impactful communication(slides, email verbal) 3) Practicality & effectiveness - are the solutions proposed implementable and the extent to which you are picking up the ownership 4) Client Interaction - handling the client, asking for 'right' data, communication next steps. In addition to the above parameters, there are two informal parameters as well which will not directly reflect in your official rating but will have a significant impact on the official evaluation: 1) Team Contribution: Roles beyond work like organizing fun nights etc. 2) BCG Role Model: Willingness to hold and represent BCG values.

61

Your entire experience	*Orientation and onboarding*	Orientation Sessions were held for two days comprising story writing modules, PowerPoint tutorials, excel workshops, leverage the internal BCG resources, etc.
	Team and responsibilities (composition, day to day expectations)	The team had a good mix of consultants and associates. Expected to give updates twice a day, and two content discussions with manager weekly and one feedback session weekly.
	Client interaction (frequency, visibility and direct responsibilities)	Regular interaction with the client for the 2nd module as it is in the starting phase, for the other two modules, the client interaction was minimal; most of the requests were routed through the Senior Associate cover.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Weekly feedback session with the manager on strengths and areas to be improved . Ideally, 2-week feedback also should suffice. The regular Case team meets with the MDP and Partner once every two weeks, with no specific Final and mid review.
Any special skills required	*Softwares/ Tools and level of expertise needed*	1. Excel (Intermediate) 2. Python (Intermediate) (I used this as I was more comfortable with Python, but can be same can be done through Excel and other tools like R) 3. Alteryx (basic) 4. PowerPoint (Intermediate)
	Use case in project	1. Excel was used for building the predictive models and also for data analysis 2. Python was used when the data set is huge and sometimes to build new models that are difficult on Excel. 3. Alteryx was used for building the real-time models. 4. PPT's were used extensively as the interaction with Managers; Case Team meets were mandated to have presentations.

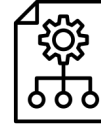|	
Do's & Don'ts	**Do's:** - Over-communicate, This will help you to resolve any roadblocks in our project and will help you to meet the deadlines. - Seek help whenever you required it, be it your PGP2's or IIM C alumni. - Make your presence felt in the team. **Don'ts:** - Avoid making the same mistakes again. - Don't waste time if you feel you are stuck somewhere. - Don't expect someone to track your work regularly, be proactive.

Priya Goel

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Financial Services Sector	Strategy & Planning	MNNIT Allahabad, Information Technology	Expedia Group (36 months)

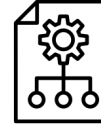|	
Brief About the Project	Problem Statement: Plan a strategic roadmap for a mid-cap NBFC, operating majorly in affordable housing loans & SME loans, to achieve exponential growth in next 5 years. Key Deliverables: 1) SFB/NBFC Strategic Roadmap 2) Identification of New Products 3) Process and Tech Assessment for Existing Products 4) Strengthening Org & Talent Acquisition
Parameters that the interns were tested on	1) Problem Solving, Forming Hypothesis and Gathering Insights (so-what) : Solving problem by 'first principle' 2) Communication & Presence : Engage in team discussions, including CTMs (Case Team Meetings) 3) Ownership of Module : Try to take complete ownership of module and raise early alarms 4) Client Interaction : Asking the 'right' questions
Your entire experience	

	Orientation and onboarding	2 day orientation sessions; 1) Covered topics ranging from leveraging BCG's internal resources to BCG specific excel & PowerPoint 2) Slide writing, story lining, work-plan preparation
	Team and responsibilities (composition, day to day expectations)	Team of 4 active members (including myself) & also involved 2 partners from the senior management of BCG. Generally weekly expectations were set. A daily huddle ensured continuous progress check and immediate resolution of problems.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Direct and frequent interactions with client to understand current process, discuss to-be process, raise data request, understand existing fintech vendors integration. Steerco meetings were arranged in every 15 days.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Weekly feedback session with Principal on case. Same was the frequency with consultant cover. No formal review process was set up, but detailed feedback aligning with BCG evaluation parameters were given in every weekly interaction.
Any special skills required	*Softwares/ Tools and level of expertise needed*	MS Excel - Advanced PowerPoint - Advanced (Although design team is there to your rescue)
	Use case in project	1) Data Analysis 2) Finding validity to hypothesis 3) Applying regression to understand impact of various parameters in credit decisioning 4) Slide composition - presented to Partner, MD and client
Do's & Don'ts	Do's: 1) Ask questions: Rather than spending time on going through online articles to understand industry or client, take help from people around. Try to resolve doubts as early as possible 2) Raise early alarms: If you see a plan slipping deadline, raise it ASAP. No leader wants to be under false expectations 3) Take Minutes of Meeting, make notes: Try to ease out team's work by being actively involved in meetings and share notes Don'ts: 1) Mistakes are welcome, but no mistake should be REPEATED 2) Start working on a problem/module without forming hypothesis or understanding WHY & WHAT's 3) Taking feedbacks very personally	

Rahul Manglik
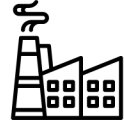
Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
PSU	Energy	Transformation & Change	IIT Bombay, Mechanical	NA

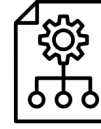|		
Brief About the Project		Develop an allied business portfolio for an O&G company to increase its topline and bottomline. Estimate market and suggest profitable ventures
Parameters that the interns were tested on		Communication, Structuring, problem solving, ownership, client interaction
Your entire experience	*Orientation and onboarding*	2 day orientation, some sessions were helpful to get how things work in the company.
	Team and responsibilities (composition, day to day expectations)	The team expects you to be responsible and an equal contributor. Any and all help was given but by the end of the internship, you learn almost everything the team works on and are given deadlines similar to other members.

Your entire experience	Client interaction (frequency, visibility and direct responsibilities)	Client interaction depends on the project you are part of. In the 2 projects I worked on, it varied from weekly to monthly
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Feedback was given when asked for. Comprehensive feedback after 4 weeks was given to improve working with the team
Any special skills required	Softwares/ Tools and level of expertise needed	Excel, PPT - Intermediate, Tableau- Basic
Do's & Don'ts	Do - work, ask for help when you need it, take regular feedbacks from people in all rungs of the ladder who are working with you	

Saathwik Kolluru

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Financial Services Sector	Strategy & Planning	IIT Bombay, Civil Engineering	NA

Brief About the Project	Context: Client was a scheduled commercial bank who is looking for a multi-phased Launch of a used & new auto ecosystem. Deliverables: 1) Sales: Scout partner companies and structure deals across 5 verticals for value-added services 2) Organization Structure: Design org structure (reporting lines, roles & responsibilities, KPIs, # of FTE) for Phase 1 & 2 3) Strategy: Design a Loyalty program for the platform 4) Legal: Figure out ways to operationalize the entity from a legal point of view
Parameters that the interns were tested on	Some of the parameters were: - Problem solving (Ability to adopt approaches which drive time efficient and coherent conclusions) - Ability to take ownership of your deliverable - Communication skills and ability to drive results from conversations with stakeholders

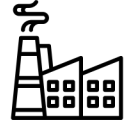|		
Your entire experience	*Orientation and onboarding*	Important sessions on strategy and problem solving. Introduction to firm's knowledge center, production team etc.. Most important session on ppt making. Important to practice the skills learnt before being assigned the project.

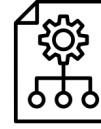|		
Your entire experience	*Team and responsibilities (composition, day to day expectations)*	Team: 2 MDPs, 1 Principal, 1 Consultant, 2 Senior Associates, 1 Associate, 2 Interns The day began with a morning call on the to do's for the day. Post that I would have a detailed discussion with my cover on breaking down the task.
	Client interaction (frequency, visibility and direct responsibilities)	For the module on partnerships, I had a lot of interaction with partner company's founders. For the other modules, there was a little client side interaction
	Feedback and review (feedback frequency/ comprehensiveness, review process)	There were 2 reviews scheduled: mid-review and end-review. Both were presented to MDP of the case. There were 2 feedback sessions: One by the cover and one by the principal
Any special skills required	*Softwares/ Tools and level of expertise needed*	PowerPoint and excel (basic)
	Use case in project	Had to make presentations for case team meetings. The data analysis for those presentations was done on excel
Do's & Don'ts	Do's Over-communicate, This is very important. Always make your presence felt. Also, bond well with your team. Make them feel that they would have no problem with having you as a teammate. Don'ts Avoid making the same mistakes again. You are ideally included in the team to make the PL's work easier.	

Saurabh Sinha

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Manufacturing Industries	Sales & Channel Management	IIT Madras, Mechanical	NA

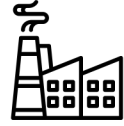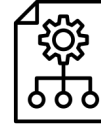|		
Brief About the Project	Increasing market share of a multinational tire manufacturer 1. Talking to major dealers for diagnosis of impediments 2. Developing initiatives and tools for the salesforce to increase counter share 3. Training client's employees to drive initiatives and implement usage of tools	
Parameters that the interns were tested on	1. Problem Solving & Insights 2. Communication & Presence 3. Practicality & Effectiveness 4. Client Interaction	
Your entire experience	*Orientation and onboarding*	The orientation program was 2 days long and well structured. We were introduced to BCG's resources available to us, best practices in slide writing, storylining etc and important contacts to reach out to.
	Team and responsibilities (composition, day to day expectations)	Interns are treated as SA1s on the case. I was given clear deliverables to handle individually and the freedom to contact clients to get work done provided that I kept my cover in loop.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	I was working with clients on a daily basis. I was talking to everyone, from the on-ground technical engineers to the national sales head on a daily basis.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I had weekly feedback sessions with my cover and Project Lead (PL) and monthly feedback sessions with the partner on the case. Interns are required to be proactive in ensuring that these sessions are conducted. The sessions are very comprehensive with clear discussions on strengths and scope of improvement.
Any special skills required	*Softwares/ Tools and level of expertise needed*	PowerPoint and Excel
	Use case in project	Excel extensively for data analysis and creation of sales trackers and dashboards
Do's & Don'ts	Get regular feedback and do whatever it takes to improve on it	

Shivani Bansal

Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
Private	Financial Services Sector	Transformation & Change	Shri Ram College of Commerce	NA

|		
Brief About the Project	Digital transformation for a globally leading stock exchange. Liased with members in Agile garage to create functional artefacts.	
Parameters that the interns were tested on	1. Communication - communication with client teams in garage discussions 2. Attention to details - incorporating key minor details in artefacts creation for smooth development.	
Your entire experience	*Orientation and onboarding*	Multiple sessions and talks were organised during onboarding. Sessions were based on problem solving, story writing & slide writing, slide design, excel, etc. The sessions proved to be quite useful during internship.
	Team and responsibilities (composition, day to day expectations)	The team was a good mix of outside consultants, Associates, consultants and PPL. Daily updates at morning huddle.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Very frequent interaction with one of the client teams.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Scheduled formal feedback with Principal. End review presentation to MDP. Regular informal feedback from cover.
Any special skills required	*Softwares/ Tools and level of expertise needed*	NA
	Use case in project	NA
Do's & Don'ts	1) While discussing a problem, go with possible solutions to address it. 2) Never shy away from asking help from Joka alums or your teammates. 3) Don't repeat your mistakes.	

KEARNEY

S.No	Name
1	Ayushi Priyam
2	Nishtha Jain
3	Siddharth Chajjed

Ayushi Priyam
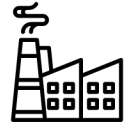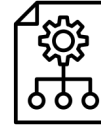
Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Energy	Transformation & Change	IIT Patna, Electrical Engineering	Indian Oil Corp. Ltd. (3 years)

Brief About the Project	1. To enable best practices in post-award contract management and compliance for Client & develop a comprehensive SOP for contractual works 2. To prepare a Business Case for Client showing the benefits of shifting from their current contract regime to the suggested one.
Parameters that the interns were tested on	1. Problem solving & analysis 2. Communication (both verbal & written) 3. Client relationship & account development 4. Project management & collaboration 5. Professionalism, values, & behavior

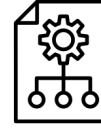| Your entire experience	Orientation and onboarding (sessions and utility)	Brief of all the verticals and projects of the company. Helped us familiarize with the consulting domain and the performance of company.
	Team and responsibilities (composition, day to day expectations)	1. Small & supportive team, direct reporting to Manager. My internship was divided into 2 modules. 2. Weekly expectations were set and I was evaluated on the quality of my deliverables.

KEARNEY

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Lot of client interaction (almost thrice per week). Sometimes I had to directly talk to the Client on behalf of the company. Ownership was provided.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	1. Informal feedback with individual team members on weekly basis. 2. Presentation to Partner on the team in 4th (mid review) & 8th week (end review).
Any special skills required	*Softwares/ Tools and level of expertise needed*	Intermediate level of expertise required with Word, Excel & Powerpoint
	Use case in project	Module 1: MS Word work Module 2: MS Excel work Reviews and Client calls: PowerPoint presentations
Do's & Don'ts	Do's: 1. Maintain professionalism throughout - Reach out to internship team/buddy/mentor for any help/clarification/suggestions. People are very friendly & happy to help. 2. Take initiatives - Inform your team members/mentor/supervisor whenever there is some bandwidth available. Don'ts: 1. Overpromise & underperform - If a work is taking more time to deliver than previously agreed upon timelines, then inform your supervisor/manager beforehand. 2. Shy away from giving feedback - Remember that you have only 8 weeks to showcase your potential, so always let your team know if you feel that you are underutilized.	

Nishtha Jain

Client Type	Industry	Area	UG Background	Previous Work Ex
PSU	Public Sector & Defence	Financial & Risk Management	NSIT, Computer Engineering	McKinsey Knowledge Centre & Urban Company (2 yrs)

Brief About the Project	My client was in the infrastructure industry & I was required to understand the current financial model, identify the shortcomings, fix them in the current model and remodel with more realistic assumptions. Understanding the current model required fairly good understanding of the road infrastructure schemes and modes of implementation. The key deliverables included the revised model, old model with fixes and ad-hoc requests.
Parameters that the interns were tested on	1. Problem identification & solving 2. PPT Skills 3. Oral and written communication - How you write emails, how do you lead discussions (with your managers and team included), how do you explain your analysis 4. Project Management skills - Goal-orientation and time management (tests accountability also to some degree) 5. Professionalism 6. How you take and act on feedback

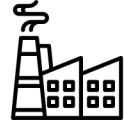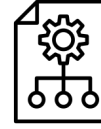| *Your entire experience*	*Orientation and onboarding (sessions and utility)*	We had a 2-days long orientation with some basic communication, excel and ppt sessions & basic firm introduction sessions. The communication sessions was my favourite (inductive v/s deductive reasoning)
	Team and responsibilities (composition, day to day expectations)	Due to Covid, there was changes in the team during my internship and the day-to-day expectations were variable depending on whether I am working on client deliverable or excel modelling

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	The interaction with client was fairly limited in my case but my work was used in client decks prepared during that duration
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I received a comprehensive feedback after my mid-review presentation. Apart from that, there was guidance/feedback on deliverables.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel - Intermediate with basic comfort level with Macros PowerPoint - Basic
	Use case in project	Excel Modelling and Client deck preparations
Do's & Don'ts	1. Ask for help and be approachable. People want to help you succeed. 2. Align expectations regularly and ask for feedback. 3. Be yourself. 4. Take ownership.	

Siddharth Chajjed

Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
PSU	Manufacturing Industries	Strategy & Planning	IIT Roorkee, B.Tech	EXL Services (2 years)

Brief About the Project	Partnered with one of the biggest metals & mining player in India to setup and operationalize high impact centers of excellence (COEs) with objectives of building long-term capability and delivering tangible value	
Parameters that the interns were tested on	1. Problem-solving skills 2. Client communication 3. Project management 4. Teamwork 5. Professionalism and ethics	
Your entire experience	*Orientation and onboarding (sessions and utility)*	2-day orientation program with brief overview of all practices by partners, Excel Workshop, and Logical Thinking & PPT making
	Team and responsibilities (composition, day to day expectations)	The team comprised of 2 partners, 1 principal, 1 manager, 3 associates, 4 SBA & 5 interns. It was divided into 4 sub teams. I directly reported to my associate. The tasks were planned daily on a morning call. Multiple connects happened throughout the day to discuss progress or work on a new deliverable

Siddharth Chajjed

Your entire experience	Client interaction (frequency, visibility and direct responsibilities)	In first-half of internship, there were 3-4 preliminary client connects to understand different businesses while in later half, there were bi-weekly connects with multiple Client project teams to get a detailed understanding of initiatives taken across businesses. I got the opportunity to lead the calls, there was enough visibility and the client contacted me directly as well
	Feedback and review (feedback frequency/ comprehensiveness, review process)	1 formal feedback post the mid-review presentation. The feedback was comprehensive & elaborated the next steps on the 5 basic parameters (mentioned above). 1-2 informal feedbacks with the teammates (associate & SBA)
Any special skills required	Softwares/ Tools and level of expertise needed	Excel: Intermediate level Lookups, conditional formatting, and presentation formatting PowerPoint: Advanced level Templates available, Focus should be on formatting, structuring & story-telling (which clearly conveys the overall flow of deck)
	Use case in project	Excel: Basic analytics and presenting key findings PowerPoint: Preparing client decks & intellectual capital on projects for internal use
Do's & Don'ts	Do's: 1. Request constant feedback from Associates, SBAs to course correct immediately 2. Set expectations in the beginning & keep the team updated about the developments 3. Ask for work if you don't have enough on your plate and stay in touch with other team mates so that you can suggest as well that you can help them if you can free Don'ts: 1. Make presentations with a lot of text 2. Ask Associates/PPMs for solutions immediately. Think through before approaching them 3. Show lack of enthusiasm or criticize any kind of work that you are given	

S.No	Name
1	Ronit Banerjee
2	Samridhi Dalmia

Ronit Banerjee

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Financial Services Sector	Strategy and Planning	IIT Kharagpur, B.Tech	NA

Brief About the Project	Problem Statement - Optimization of Authentication Performances for Digital Merchants in Europe (EEA) Key Deliverables - 1) Provide PMO Support, perform tech. analyses and liaise between clients and internal teams 2) Facilitate collaborations between clients and banks across Europe 3) Develop KPIs and trackers for client performance, share insights with Account Managers 4) Conduct upskilling and diagnostic workshops for clients on a per-need basis
Parameters that the interns were tested on	1. Interns were tested on a range of technical skills such as Powerpoint, Excel, Tableau, and beginner-level Python. 2. We were also evaluated on our ability to extract data from relevant sources, extract tangible/quantifiable insights from the data, and construct coherent & consistent narratives using these insights. 3. Our storyboarding abilities were evaluated, as well as the ability to deliver key messages succinctly and lucidly. 4. We also had to present to clients and senior internal stakeholders, which required ramping up of our presentation delivery skills. 5. Stakeholder management was also studied through the manner in which we managed internal communication - to avoid redundant information flows, while balancing the requirements and timelines of multiple stakeholders.
Your entire experience	*Orientation and onboarding (sessions and utility)* — Week 1 was a great introduction to the payments ecosystem, Mastercard's value chain, Mastercard's revenue and cost drivers, key operational areas and project categories for Mastercard Advisors, and the legal architecture that Mastercard operates in. The sessions were both informative and highly interactive. We were also introduced to the senior leadership, who shared their experiences working in the industry. We had an HR Team and a core internship team to facilitate our entire internship journey as well

Ronit Banerjee

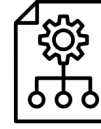|		
Your entire experience	*Team and responsibilities (composition, day to day expectations)*	I worked with a very efficient and fast-paced team, and was constantly pushed to prepare and deliver at a high level. Responsibilities were gradually scaled up - from creating progress trackers and early connect MoMs, to developing critical KPI dashboards and preparing and delivering training and diagnostic workshops. There was a lot of overlap across the various activities, so I was kept thoroughly involved and active throughout the summer. I was also trusted with opportunities to present to clients and senior leadership regularly.
	Client interaction (frequency, visibility and direct responsibilities)	Extremely frequent (we worked with numerous clients simultaneously, so had at least 4-5 client meetings every week). I was present in all such meetings, and was generally trusted with providing knowledge support during these calls. We would also correspond daily with clients via emails, and I would often prepare various transactional analyses to be shared directly with the clients on an ad-hoc basis
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I had regular feedback sessions with all team members (weekly with the project lead, weekly with my PM, and on 2-3 occasions with other team members). The feedback sessions were informal but comprehensive - with my performance being mapped against Mastercard expectation from new employees, and regular insights regarding strengths, weaknesses, and future growth opportunities (beyond the internship). The project lead would also do regular check-points to ensure I didn't feel overwhelmed with the work.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel (Advanced), Powerpoint (Advanced), DOMO (Basic), Tableau (Basic)
	Use case in project	Transactional analyses, training and diagnostic workshops, KPI Dashboards
Do's & Don'ts		1. Have regular feedback sessions with ALL team members [not just PM and Project Head(s)] 2. Keep asking questions till your doubts are perfectly resolved or your deliverables are perfectly understood 3. Do regular sanity checks at different stages of all your numerical analyses, to avoid careless mistakes 4. Ask for the Mastercard handbook on PPT designing early on, and study keenly - will save LOADS of time later!

Samridhi Dalmia

Client Type	Industry	Area	UG Background	Previous Work Ex
Private Company	Financial Services Sector	Strategy and Planning	St. Xavier's College, Kolkata	NA

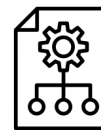|		
Brief About the Project	Problem Statement - Client had below average revenue when market share had gone up Deliverables - Credit card portfolio optimization and new product launch plan	
Parameters that the interns were tested on	Key Parameters- Communication Skills, Analytical Skills, Storyboarding, Innovation, Participation, Leadership, Work Ownership, Prioritization of activities	
Your entire experience	*Orientation and onboarding (sessions and utility)*	A week long orientation session to introduce one to the organisation and training sessions on the payments space
	Team and responsibilities (composition, day to day expectations)	A 5-member, 3-tier team. Day to day activities included setting mutually agreed targets and defining deliverables, working towards them while ensuring alignment. Key expectations from an intern was to take ownership of the work and contribute to the team's larger objective

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Bi-weekly alignment calls with the client to ensure alignment. Introduction to the client on the first call, given ample opportunities to independently coordinate with them, one can volunteer to present to the client too!
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Intern-Manager connects were generally a discussion on the next steps and feedback where one receives feedback and points of strengths and weaknesses daily, thus by the end of the internship, one's quality of output improves multifold
Any special skills required	*Softwares/ Tools and level of expertise needed*	Basic understanding of Python was required in some projects. An intermediate understanding of PowerPoint and Excel is a plus to increase efficiency. Python and Tableau requirements were very project specific and the team will help one learn those.
	Use case in project	Client-specific deliverables
Do's & Don'ts	Do's Regular touch base and alignment calls with manager/team to ensure deliverables are in place, volunteer to align meetings, and present to the client and active participation in firm development activities Don'ts Be lethargic, be out of contact with the team, keep ideas to oneself (express your ideas, teams are generally open to ideas even if they require some alterations	

S.No	Name
1	Ananya Kumar
2	Divyam Gupta
3	Karthik V
4	Lakshay Goel
5	Rituparna Das
6	Satyageet
7	Saurabh Laddha
8	Tanya Agarwal

Ananya Kumar

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Listed Company	Consumer Goods & Services	Sales and Channel Management	B.A. (H) Economics, University of Delhi	NA

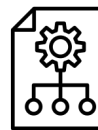|		
Brief About the Project		Redesigning GTM strategy in select metros for a CPG player- my workstream focused on redesign of distributor management program and salespersons' incentive structures
Parameters that the interns were tested on		Problem-solving abilities, communication skills, people management skills. Technical skills were a given- should be able to do the tasks assigned or should be willing to put in extra effort to learn. Also how eager you are to learn and the effort you are putting in.
Your entire experience	*Orientation and onboarding (sessions and utility)*	Expectations from interns, firm values, how to use resources available to us. Session on PPT making was very fast-paced but useful. Had some mandatory asynchronous courses on professional conduct and digital risk we were expected to complete within a month of joining
	Team and responsibilities (composition, day to day expectations)	Small team - In addition to two Summer Associates, initially had 1 Associate, Engagement Manager, Associate Partner and Partner. Another separate data and analytics team was also part of the study. Associate rolled off the study after 1 month so I was interacting directly with my EM after that. Daily morning check-in calls with EM in which we set the agenda for the day, had interactions with her throughout the day in case of any updates or queries. Problem-solving sessions with the AP and Partner approximately 3 times a week. In addition to my workstream, was expected to pitch-in to do additional data analysis requested by the client. Timings typically were 9:30am-9pm. No work on weekends, had to work on a weekend just once due to an urgent client deliverable.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Weekly updates with the client- which increased to bi-weekly meetings in the last few weeks. Daily calls with client-team working directly on the project. Presented a few times in the daily calls, regular interactions with some members of client team in last few weeks.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Mid-review and end review (informal) session with Partner (who was my evaluator), 1 review session with Associate Partner near end of internship, daily interactions with manager. Presented my workstream to Partner and AP in problem-solving sessions, received feedback on work on-the-spot.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Worked on Excel required intermediate skills (developed over the course of the internship), basic PPT skills
	Use case in project	Excel modelling, dashboard creation on excel and slide-making
Do's & Don'ts	1. Regular check-ins 2. Ask for feedback and make sure you implement it 3. Organise fun, interactive sessions for your team	

Divyam Gupta

Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
Listed Company	Technology	Strategy and Planning	IIT Delhi, BTech	PwC (2 years)

Brief About the Project		My project involved developing strategy for a global IT company to improve their digital revenue per person (RPP). By the time I joined, we had developed the strategy and were helping the client in implementation. My deliverables included conducting a workshop with the client employees, explaining them the project and initiating the pilot with 30 smaller teams of client. 2nd deliverable included working with ~10 of these smaller teams and ensuring they are correctly implementing the strategies we identified in the project
Parameters that the interns were tested on		McK doesn't have a review session. So, in a way, whole of the intern is where you are tested. As a rule of thumb, they will take you in if they think you have in you to become a partner one day. The parameters are basically what make a good consultant - problem solver, entrepreneurial, client visibilty, etc.
Your entire experience	*Orientation and onboarding (sessions and utility)*	2.5 days of orientation, which included sessions about firm & its culture, Problem Solving at McK, PPT skills & tricks and usual logistics like expense filing etc. The most useful sessions were on Problem Solving, which were a lot like case prep we do for consulting, albeit in an office environment. The other major session was on communication skills & PPT skills. There were a lot of sessions revolving around interaction with leadership to understand what we should expect from the firm and whether its a good fit for us or not. These sessions help to set up an initial expectation and understand whether this is the firm you see yourself in the future

Your entire experience	*Team and responsibilities (composition, day to day expectations)*	Team structure was - Junior, Senior Associates, Engagement Manager (EM), Engagement Director (ED) - Associate Partner & Partner. We used to have a daily team check-in in morning at an EM level to set up goals for the day and discuss progress. We also had daily Problem Solving (PS) sessions with EDs to give updates, plan future course of actions and raise any red-flags. Overall, the expectation from me was to learn in initial 2-3 weeks and then take up ownership of a workstream for remaining time, and present that in all the meetings
	Client interaction (frequency, visibility and direct responsibilities)	Initially, the project was quite chill and I was not getting much work, and therefore, I had to push a lot to get ownership of workstreams. Once that happened (2-3 weeks in the project), I started having daily interactions with the clients and senior leadership, which gave me significant visibilty in front of project partner & manager.My responsibilty was to own up the workstream, explain it to clients and get inputs from their teams to move the workstream
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I had multiple feedbacks with entire team - from Junior Associates to partners. I had an informal feedback, once after 4 weeks and then a formal feedback on McK framework towards the end. The informal feedback was a little generic, but the formal one was quite comprehensive with detailed discussions. In fact, I was also asked to give feedback to all of them - especially something they should improve on! McK doesn't have any review PPT or meeting - the whole intern is a review process for that matter. In fact, even the feedbacks have to be your initiative, no ED/EM will spoon-feed that to you
Any special skills required	*Softwares/ Tools and level of expertise needed*	Basic understanding of Excel, PPT. McK has a team that supports you in making slides, so, one can do without advanced level of PowerPoint skills.

|	
Do's & Don'ts	**Do's** - Have multiple feedback sessions (I had to continuously ping a partner for 2 weeks to get time). Intern is successful if you are able to show it to the partners that you worked on mid-intern feedback and improved - Talk to people in the firm. Intern is also a way for YOU to find out if this is the right firm or not. - McK values independence a lot. You will have to ask for help yourself or you might be stuck in a place for days before the help arrives - valuable time in an intern. - Always raise your concerns as soon as possible. For 50% of my intern, I had ZERO work and if that would have continued, I might have had no PPO. Raising this to my partners timely helped me get ownerships of some workstreams **Don'ts** - Don't compare your intern with other interns. I barely worked 7 hours a day in an intern. Some of my co-interns might have worked twice of that - Don't go to any partner session just with problems. Come up with potential solutions before raising the issue as well.

Client Type

Private Company

Industry

Manufacturing Industries
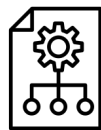
Area

Transformation and Change

UG Background

IIT Bombay, BTech

Previous Work Ex

NA

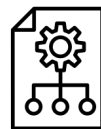|		
Brief About the Project	Sales revenue transformation, optimise supply chain to meet enhanced demand	
Parameters that the interns were tested on	Problem solving, client engagement, ownership & impact of work stream	
Your entire experience	*Orientation and onboarding (sessions and utility)*	3-4 days orientation (including sessions on Problem Solving, Powerpoint skills, communication, firm resources and virtual game night)
	Team and responsibilities (composition, day to day expectations)	Small team of six including the interns, daily Problem solving sessions with manager, daily team check-out calls

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Daily interaction with senior leaders, gauging their expectations and working closely with them on analysis & implementation
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Constant feedback with manager. 2-3 short feedback sessions with Partner over eight weeks
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel (Intermediate), PowerPoint (Basic)
	Use case in project	Data Analysis
Do's & Don'ts	Set the project expectations within the first week with the manager, do not hesitate to escalate any concerns to the team, ask for constant feedback	

Lakshay Goel

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Telecoms and Technology	Sales and Channel Management	IIT Delhi, B. Tech	OfBusiness (1.5 yr) QuantOne (2.5 yr)

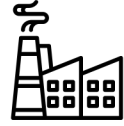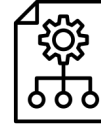|		
Brief About the Project	Client was an Indian IT major and our project was to help them win large deals. In this we worked on three broad aspects. 1. Conducting sessions for top management of client to help them understand the strategic sectors 2. Help client in preparing for key stakeholder meetings etc. 3. Helping identify win themes i.e. key business outcomes of target firm	
Parameters that the interns were tested on	The firm tests any Intern / FTE on three key areas: 1. Communication: Verbal & Written (Deck, Reports, Email, Texts etc.) 2. Client & Team Connect 3. Problem Solving Ability: Analysis & Synthesis	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Standard 3 days orientation program, focusing on HR, Admin, Finance, Firm ABCs, Problem Solving Methodology & Toolkit
	Team and responsibilities (composition, day to day expectations)	Team was structured as: a. 1-Senior Partner + 3 Partners b. 1 EM c. 2 Associates + 2 Junior Associates + 2 Interns During internship, I worked on 7 sub work streams across the 3 areas mentioned above. And on any day I was working on 1-2 independent thread where I had 100% ownership.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	I had the opportunity to interact 3-4 times with client and I also got the opportunity to present my finding with the top management of client.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I had regular pulse checks with Manager on daily basis with a formal feedback call every 2 weeks & a formal feedback call with partner once every 4 weeks. Besides this I also seeked feedback from associated & junior associates in the firm
Any special skills required	*Softwares/ Tools and level of expertise needed*	Powerpoint, Excel, Word etc.
	Use case in project	Analysis of various sectors & industries etc.
Do's & Don'ts	Focus on feedback and you'll do fine!	

Rituparna Das

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	Financial Services Sector	Financial & Risk Management	NIT Warangal, BTech	Fidelity Investments (2 years)

Brief About the Project	Fraud Management for various services offered by the client (Retail Bank) Deliverables:- 1. Achieve consistency in managing Customer personal details to leverage cross selling 2. Build Data discrepancy monitoring dashboards 3. Draft comprehensive steps and SOPs for mitigating any data quality issues 4. Checks and rules while accepting customer KYC details during onboarding	
Parameters that the interns were tested on	1. Problem Solving 2. Communication (Written and Verbal) 3. Ownership 4. Enthusiasm	
Your entire experience	*Orientation and onboarding (sessions and utility)*	We had 3 days sessions with leadership to understand the firm's culture. We got to know various resources available at the firm which we could use during internship
	Team and responsibilities (composition, day to day expectations)	I worked in team of 12 members working on multiple workstreams. I was assigned an independent module in one of the workstreams with clear expectations laid out on the deliverables by the end of internship.

Rituparna Das

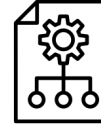|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Initially I was shadowing my teammates in discussions but later on I was driving the meetings with clients on the task assigned to me. My work was also presented to Client's top leaders which was well received.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	I had frequent feedback sessions with my mentor on weekly basis to discuss what well went and what can be done better.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Excel – Intermediate PowerPoint – Intermediate Tableau – Basic
	Use case in project	Excel & PowerPoint for client presentation and discussion Tableau for building Dashboard
Do's & Don'ts	Do's Frequent feedback sessions, clarity on deliverables, effective and clear communication, have fun with the team Don'ts Don't hesitate to ask any doubts or help however small it may be, also don't make assumptions on the way tasks are to be done unless absolutely sure	

Satyageet

Client Type	**Industry**	**Area**	**UG Background**	**Previous Work Ex**
Listed Company	Pharmaceuticals and Biotech	Transformation and Change	IIT Delhi, BTech	NA

Brief About the Project		I worked on a digital operations transformation project for a global pharmaceutical player. My workstream had two major deliverables - Developing a recruitment strategy for Data Scientists and Data Engineers and expedite the ongoing recruitment process; and Developing an internal communications strategy for the client to educate and energize the shopfloor employees about the transformation being undertaken.
Parameters that the interns were tested on		There are no formal reviews/presentations during the internship. You are evaluated throughout the internship based on parameters including but not limited to problem solving, communication, entrepreneurial drive, ownership of work and delivery.
Your entire experience	*Orientation and onboarding (sessions and utility)*	We had a 3-day orientation and onboarding with sessions on firm policies, powerpoint, problem solving, communication, leadership interaction and logistics. The problem solving and powerpoint sessions came in handy throughout the internship.
	Team and responsibilities (composition, day to day expectations)	We were 3 interns on the study, along with 4 Junior Associates (JAs),1 Engagement Manager, 1 Associate Partner, 1 Engagement Director (Partner). I had daily check-ins with the Engagement Manager and weekly interactions with the Partner on the study.

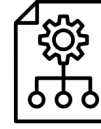|		
Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	I worked closely with the client HR team on the recruitment workstream and had daily interactions with him. There were weekly discussions with the client leadership on the progress made and bottlenecks, if any. Initially, one of the JAs mentored me, however, I was given full ownership of the workstream by the third week of the internship.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	The feedback culture at McKinsey is very open, both upwards and downwards. I had informal feedbacks with the team on a regular basis. There were 2 formal feedback sessions - 1 with the Engagement Manager after 4 weeks, and 1 with the Partner on the project at the end of the internship. There was no formal presentation, it was just a small discussion on what went well and what could have been better.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Powerpoint – Advanced Excel – Basic
	Use case in project	PowerPoint was used for preparing decks for our weekly discussions with the client leadership; Excel was used for tracking the progress and minor data analysis here and there.
Do's & Don'ts		Do's - Take feedback frequently, from everyone on the team, and act upon it. - Fail fast. It is totally acceptable to mess up (not a major one though) during the early days, however, it is more important to show growth throughout the internship. - Take ownership of whatever is assigned to you. - Raise any concerns you have at the earliest possible. People at McKinsey are very helpful and you'll find the best guidance on whatever support you need. Don'ts - Don't be shy & don't compare yourself with other interns. Everyone has project-specific deliverable and workload.

Saurabh Laddha

Client Type	Industry	Area	UG Background	Previous Work Ex
Listed Company	*Telecom and Technology*	*Transformation and Change*	*IIT Madras, Chemical Engineering*	*NA*

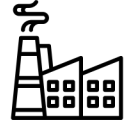|	
Brief About the Project	Problem Statement: Strategic due-diligence of Large Scale Accelerators for an Indian IT services giant Key Deliverables: 1. Client deck highlighting IT based financial initiatives for a UK based multinational bank, aligning with their strategic and ESG priorities 2. Client workshop highlighting technology imperatives for an IT services company in the European mortgage market 3. Client deck outlining market overview of UK Public Services market & propose strategic interventions by an IT services company
Parameters that the interns were tested on	1. Problem Solving – clarification, research, synthesis, recommendations 2. Communication – written/oral, top down approach, 3 key messages 3. Client Exposure – stakeholder management, personality development 4. Team Player – fun activities, enthusiasm & energy
Your entire experience	*Orientation and onboarding (sessions and utility)* 1. PowerPoint – client ready decks 2. Excel – modelling and data visualization 3. Problem Solving – stepwise approach to tackle complex client problems 4. Communication – synthesis, summary, internal & external communication

Saurabh Laddha

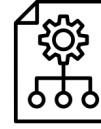|		
Your entire experience	*Team and responsibilities (composition, day to day expectations)*	Team composition: 1 Partner, 2 Associate Partners, 1 Engagement Manager, 2 Associates, 2 Junior Associates, 2 Summer Associates
	Client interaction (frequency, visibility and direct responsibilities)	Frequency – at least once a week or more (depending on meetings lined up) Visibility – Part of all working team meetings of clients with front end exposure Direct responsibilities – Preparing client deliverables and presenting during workshops
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Frequency – weekly with associate, fortnightly with manager, monthly with partner Comprehensiveness – strength, improvements, action plan with relevant examples Review process – internal review with team and external review with partner panel
Any special skills required	*Softwares/ Tools and level of expertise needed*	PowerPoint – Advanced Excel – Basic
	Use case in project	PowerPoint – Client ready deliverables Excel – Financial calculations
Do's & Don'ts	Do's 1. Do fix regular feedback sessions and block them on calendar 2. Do speak up and provide independent POV (intellectually flat hierarchy) 3. Do build a personal rapport with every team member; identify common things to bond over Don'ts 1. Don't forget to take notes during all calls and meetings 2. Don't repeat a mistake pointed out previously 3. Don't worry about PPO (outcome); instead focus on your delivery (process)	

Client Type	Listed Company
Industry	Manufacturing Industries
Area	Transformation and Change
UG Background	BMS, SSCBS, Delhi University
Previous Work Ex	NA

Brief About the Project	Development and implementation of multiple digital transformation initiatives for the client. Had to create an end to end plan for enabling the client's sales process, reporting and analysis digitally and implement the changes with client	
Parameters that the interns were tested on	Impact, entrepreneurship, problem-solving, initiative, confidence, client relationship	
Your entire experience	*Orientation and onboarding (sessions and utility)*	3 day onboarding session covering basic admin, HR, communication and PowerPoint
	Team and responsibilities (composition, day to day expectations)	Team of 5, was working with 2 managers and 2 partners; No such daily/ weekly goals - overall deliverables were given

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	Multiple times every day, direct interaction with senior most clients
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Informal feedbacks were given almost daily; formal feedbacks could be scheduled per one's convenience
Any special skills required	*Softwares/ Tools and level of expertise needed*	PowerPoint and Excel – Basic
Do's & Don'ts	1. Keep your team in loop with your progress and discuss any challenges you face 2. Be honest about your understanding of the deliverables - demand answers when confused 3. Go to managers/ partners with proposed solutions and not just the problem	

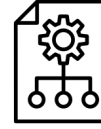| S.No	Name
1	Naman Singh

Naman Singh

	Client Type	Industry	Area	UG Background	Previous Work Ex
	Internal	Manufacturing Industries	ERP and CRM Systems	IIT Gandhinagar, BTech	Coal India (4 years)

|		
Brief About the Project	1. Define KPIs for L4 business processes in Industrial & Production sector using APQC's Process classification framework 2. Proof-of-Concept flow for a Vendor Registration Process using automation tools	
Parameters that the interns were tested on	1. Diligence 2. Quality of deliverables 3. Final Partner Presentation & Interaction	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Orientation was with newly recruited PwC permanent employees. Went on for 10 days.
	Team and responsibilities (composition, day to day expectations)	Worked directly under a PwC director. Consulted with another Associate Director when I required help on a particular thing. Weekly milestones were set. No day to day expectations from mentor's side.

Your entire experience	*Client interaction (frequency, visibility and direct responsibilities)*	No Client interaction. Both were internal PwC projects.
	Feedback and review (feedback frequency/ comprehensiveness, review process)	There was no specific review process. I kept my Mentor in loop regarding any developments/issues on a daily basis. Had 1-2 calls per week for discussion.
Any special skills required	*Softwares/ Tools and level of expertise needed*	Intermediate expertise of Microsoft Powerapps & AI Builder for Vendor Registration Project Intermediate expertise of Microsoft Excel & PowerPoint for KPI Project
Do's & Don'ts	1. Keep your mentor updated on your progress. This can be difficult in online medium. 2. Prepare basic personals before your Partner interaction. 3. Try to take up additional trainings/sessions from different PwC verticals and bring them up in final partner interaction.	
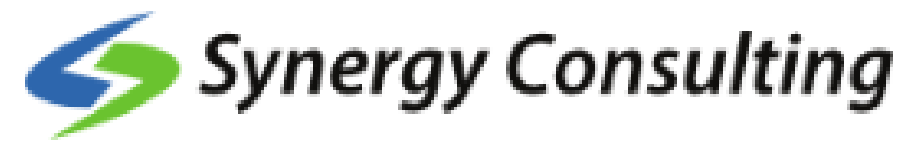
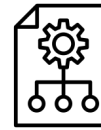| S.No	Name
1	Shubham Chavan

Shubham Chavan

Client Type

Government

Industry

Infrastructure

Area

Financial & Risk Management

UG Background

VJTI Mumbai, BTech

Previous Work Ex

NA

Brief About the Project	Support on developing decks and financial models on multiple projects	
Parameters that the interns were tested on	The internship mainly involved preparing parts of client decks and financial models. Interns were tested on their ability to quickly understand the task and complete the deliverables.	
Your entire experience	*Orientation and onboarding (sessions and utility)*	Interactive sessions with senior leadership at the start and end of internship 2 week training on Financial Modelling and Project Finance
	Team and responsibilities (composition, day to day expectations)	Composition- 1 Intern, 2 Associates, 2 Senior Associates, 1 AD

108

Your entire experience	Client interaction (frequency, visibility and direct responsibilities)	NA
	Feedback and review (feedback frequency/ comprehensiveness, review process)	Feedback frequency -Weekly feedback from mentor, team members.
Any special skills required	Softwares/ Tools and level of expertise needed	Advance Excel- Macro, VBA etc. Powerpoint- Intermediate
	Use case in project	Excel- Financial modelling; quantitative analysis PowerPoint- Qualitative risk assessment
Do's & Don'ts	Be thorough with Excel skills such as Macro, VBA Keep mentor in loop about status of tasks assigned Be proactive Be very articulate with your inputs	

Good luck for the summer placements!