



180Degrees
CONSULTING
CARNEGIE MELLON

180 Degrees Consulting at Carnegie Mellon

9/15 Information Session

Sign-In



<https://tinyurl.com/180dccheckin>



180DC Team



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Class of 2022

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Our Story

Established with 4
founders during Fall
2019

Welcomed class of 15
consultants in Spring
2020

Partnering with
top-tier consulting
firms and experts

Providing services to
5 local nonprofits and
social entrepreneurs



Where will YOU fit into our story?

WHAT IS 180 DEGREES?

We meet the need of non-profits for very affordable, high-quality strategic and operational advice by utilizing the untapped potential of top university talent.



180 Degrees helps transform organizations

“Why are we called 180 Degrees? It’s because we work to turn good organizations into great organizations, challenges into opportunities, ideas into reality. We’re focused on positive transformation. Transforming organizations, and – in turn – transforming lives.” – Nat Ware (Founder & CEO)

What is **social impact**?

“Social impact can be defined as the net effect of an activity on a community and the well-being of individuals and families.” –

Centre for Social Impact (CSI)

“A significant, positive change that addresses a pressing social challenge.” – Michigan Ross Center for Social Impact

“Social impact is the effect an organization’s actions have on the well being of the community.” – Knowledge at Wharton High

School

FACTS & FIGURES

We are already, by many measures, the world's largest social impact consultancy.

2.6 MILLION HOURS OF CONSULTING PROVIDED

33 COUNTRIES

81 BRANCHES

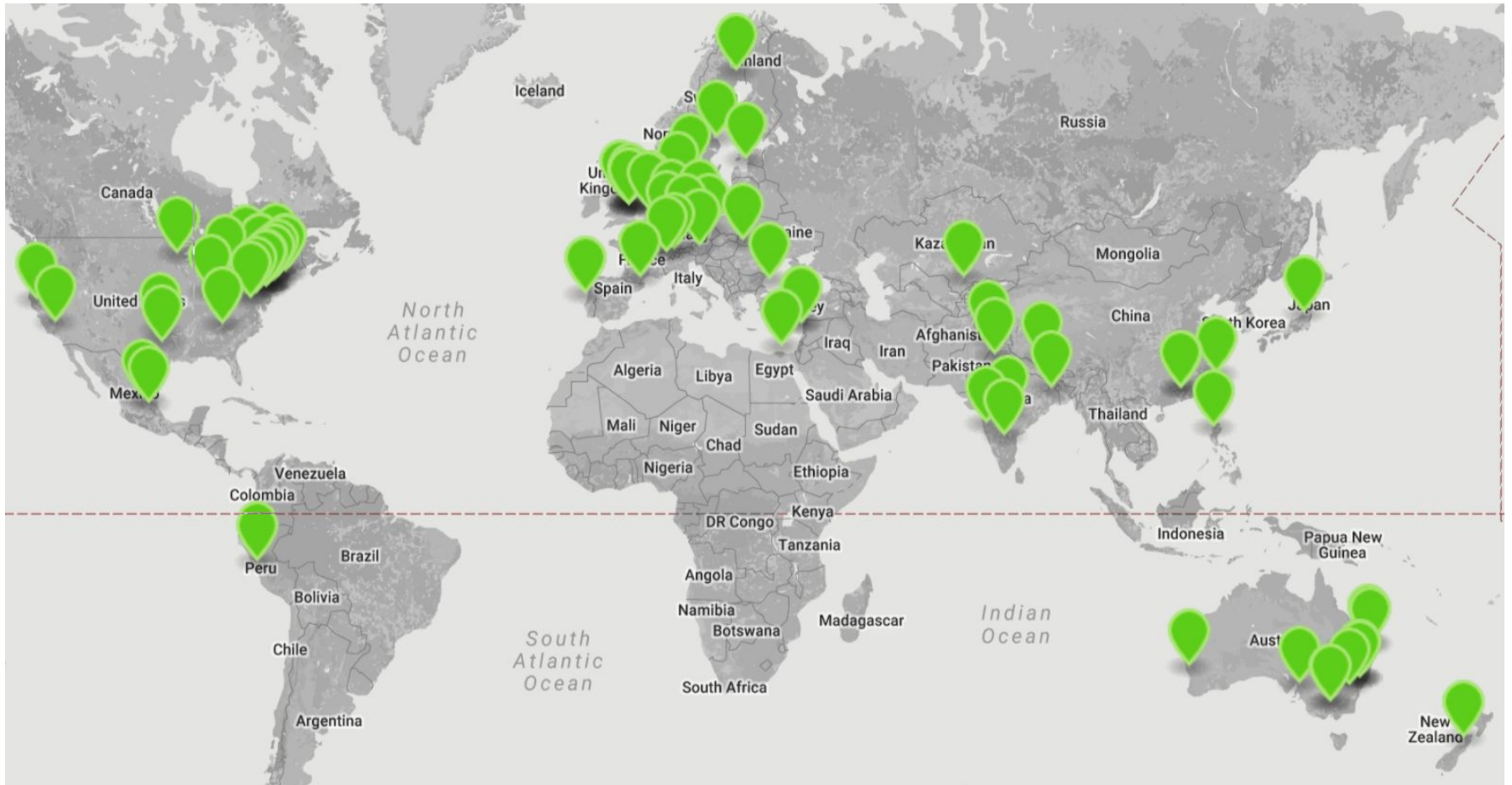
1,829 CHARITIES HELPED

11,946 FUTURE LEADERS TRAINED

5,000 ACTIVE CONSULTANTS AT ANY TIME

\$100 MILLION WORTH OF SERVICES PROVIDED

180 Degrees is a truly global organization.



FACTS & FIGURES of 180DC at CMU

We are a very diverse organization that allows us to provide more thoughtful solutions to our clients.

27 Members

10 Different Majors

- Business Administration, Economics, Computer Science, Human-Computer Interaction, Decision Science, Behavioral Economics, Civil Engineering, Electrical Computer Engineering, Information Systems, Statistics/Machine Learning, Engineering & Public Policy

8 Members in Fraternities/Sororities

3 Student Athletes



Where Our Members **Work (and many more)**

amazon

Blackstone



 **BARCLAYS**


pwc
strategy&



BNY MELLON

Deloitte.


accenture

Morgan Stanley


EY



PARTHENON


BRIDGEWATER

J.P.Morgan

Project Example: Ruach Bicycle Club



We are a part of 180 Degrees Consulting CMU Chapter. We are a pro-bono consulting organization aiming to provide help to local NGOs.

Yuxi Shi, Freddie Dean, Isha Patel, Leanne Phillips, Shifali Kerudi

ABOUT

Ruach Bicycle Club was founded by Mike White in 2017. The Ruach Bicycle Club focuses on science, technology, engineering, art, math, and bikes. The club members, which consist of elementary, middle, and high school students, learn bike science, health, mechanics and how to disassemble and reassemble bikes. The goal of Ruach Bicycle Club is to build confidence and help nurture problem solving skills along with making science and math relevant.

THE PROBLEM

We are trying to boost Ruach's online presence in order to encourage more donations and increase the organization's membership.

We also want to increase the number of volunteers and digitize some of the club's processes, such as the member application.

The stakeholders involved in this problem include the members of the club, the current volunteers, and the club founders.

OUR SOLUTION

The solutions to increase the volunteer count include adding the club to several volunteer websites, creating a volunteer page on the club website, and adding the opportunities to newsletters/newspapers.

To ease the process of applications, we have digitized both the application form and the waiver so that Ruach Bike Club is able to keep track of new members.

PROGRESS

We have created a guide to help Ruach revamp its website and boost its online presence. We are also supporting the development of Ruach's accompanying Cafe by more closely integrating Ruach's brand values into its new business model.

So far, we have created suggestions to update the volunteer page and made volunteer descriptions to add to third-party volunteer websites.

PARTNERS + CONTACTS

In terms of CMU organizations, we are partnering with Teknowledge, Project Ignite and Moneythink. These organizations all focus on educating students, so we know they will be great partners for Ruach.

Outside of CMU we have connected with local research-based startup BirdBrain Technologies. We are also currently in the process of communicating with engineers from Deeplocal and Uber, among other companies,

NEXT STEPS

We have also connected Ruach with multiple organizations that will increase access for students to engineering education and role models. Through CMU's alumni network we have partnered with BirdBrain Technologies, which assists educators in bringing creative robotics and engineering design into the classroom. They will be supplying robotics kits and mentors for Ruach's summer programming.

We hope to support Ruach Bicycle Club's summer programming from June - August 2021 by providing additional funding for biking equipment and materials for STEM activities.

Project Example: **Entrepreneurship Hub**

About:

We consulted a community of innovators that helps entrepreneurs start and build their companies by offering free educational programming, mentorship, expert coaching, incubation, and a collaborative coworking space.

Goal:

1. Foster an inclusive culture (connect entrepreneurs rather than help them individually)
2. Improve company structure (Ex. method to track event attendance)
3. Create a more sustainable business model

Our Solution:

1. Start an affinity group to create a closer community, celebrate diversity, and promote involvement.
2. Revamp the coworking business model by hiring a Startup coach, and charging a flat membership and office space fee.
3. Diversify revenue stream into foundational grants, crowdfunding, corporate & volunteer grants, and partnerships.

Firms We **Work With** - Thank you!



Firms We **Work With**

BCG



pwc



**McKinsey
& Company**

Deloitte.

IBM

Gartner®

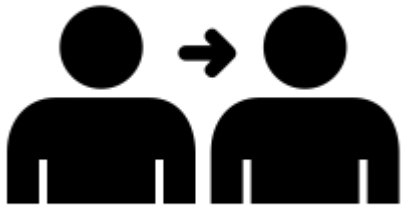
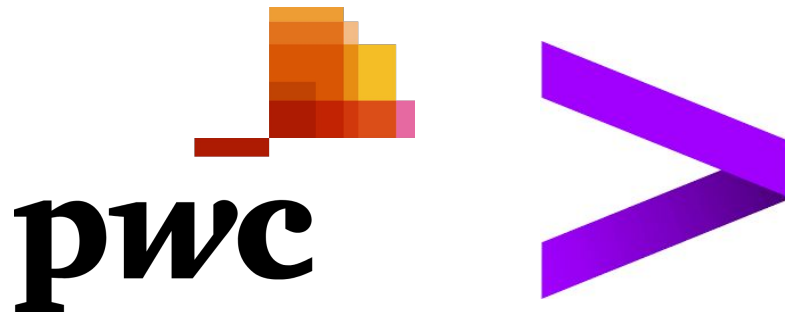
Firms We **Work With**



BCG Office Visit! (Spring 2019)

Had the opportunity to visit BCG's new Pittsburgh office where our teams were given advice and feedback how to approach general client problems

Firms We Work With - Company Mentorship



Receive mentorship



Build network



Success beyond college

Exciting New Opportunities - 180Connect



ASIA
Hong Kong University of
Science & Technology



ENGLAND
King's College London



UNITED STATES
Tufts University



ASIA
National University of
Singapore



ITALY
Bocconi University



UNITED STATES
USC

International Exchange Initiative

Opportunity to work directly with consultants from international branches. Rotational program where we host consultants from another branch, and we send consultants to another branch.

180DC Socials



Recruitment

MON

TUES

WED

THURS

FRI

13

accenturestrategy

INFO SESSION &
SOCIAL IMPACT

7-8 EDT

Zoom Link

14



SLICE FAIR

4:30-6:30 EDT

The Cut

15



INFORMATION
SESSION

7-8 EDT

Tepper 2700

16



OFFICE HOURS

5-7 EDT

Tepper 2612

17



OFFICE HOURS

5-7 EDT

Tepper 2612

Recruitment - Office Hours

MON

TUES

WED

THURS

FRI

20



APPLICATIONS
DUE!
5 PM EDT

21



APPLICANTS
SOCIAL
6-8 EDT
Simmons A

22

23



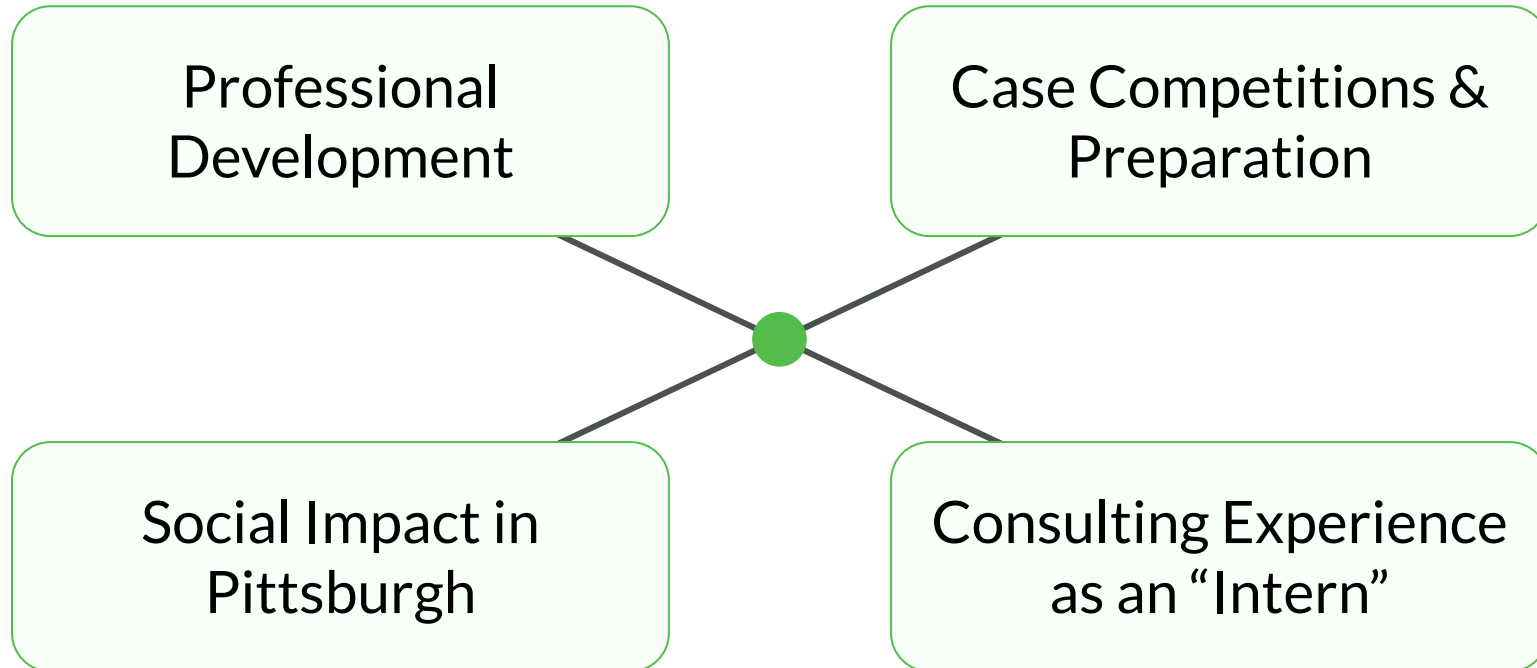
INTERVIEWS

24



INTERVIEWS

Our Training Program



Over an 8-week period under the mentorship of students who have experience in consulting and are going into the industry

180DC FAQs

Who can join 180DC?

- Any CMU student! Whether undergrad or masters, we accept all. We just ask that you are passionate and committed.

When will I be able to work on a nonprofit project if accepted?

- For student consultants this year, you will go through our formal training program throughout the semester and also be an “intern” on a project team

What is the time commitment?

- For new student consultants, we expect attendance on workshops and speaker events. As an organization, we have bi-weekly meetings for everyone to update each other on project progress and other activities.
- When on a project, what you put in is what you get out. We are working with a real client, so we expect you and your team to follow their deadlines on when deliverables should be met.

180DC Application FAQs

Do I need any consulting experience to be in 180DC?

- No you do not! We primarily look for passion for social impact and general problem solving skills. Through our formal training program, you will dive deeper into what consulting is and build your skills.

What will the interview process look like?

- One 20-30 minute behavioral (2 members : 1 applicant)
 - Behaviorals are basic interview questions (“tell me about yourself”, “when was a time you worked on a team”)
 - *highly recommend researching the STAR method when prepping for this interview
- One 45-60 minute group case interview
 - You will be paired with 4-5 other students and will be tasked on solving a hypothetical business situation concerning a social impact organization
 - *highly recommend researching what a general case interview looks like or reading *Case in Point* by Marc Cosentino

When will I hear back regarding my status with 180DC?

- You will hear back by September 27!

180DC Application

- What is it about your background, experiences, or story that shapes your desire to be a part of the 180DC community?
- What does social impact mean to you?
- What issues inspire you to act? Select a company or NGO that is working towards solving this issue. Explain one challenge they are facing and propose a potential solution.
- Resume

A photograph of three women in business attire looking at a laptop. The laptop lid is covered in various stickers, including social media icons, a peace sign, and the word 'karuo'. The image has a green overlay.

**“THERE ARE ENOUGH CHARITIES TO
SOLVE THE WORLD’S PROBLEMS.
THEY JUST NEED A HAND TO REACH
THEIR POTENTIAL.”**



**WORK WITH US TO
SCALE OUR IMPACT.**

CMU 180 Degrees Consulting

Contact us:

✉ cmu180dc@gmail.com

🌐 <https://cmu180dc.org>

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