

FREE MATERIALS · THE APPLICATION PROCESS

Understand The Application

A blueprint of the consulting application process and the firms: how the funnel works, who's who, and the career path ahead.

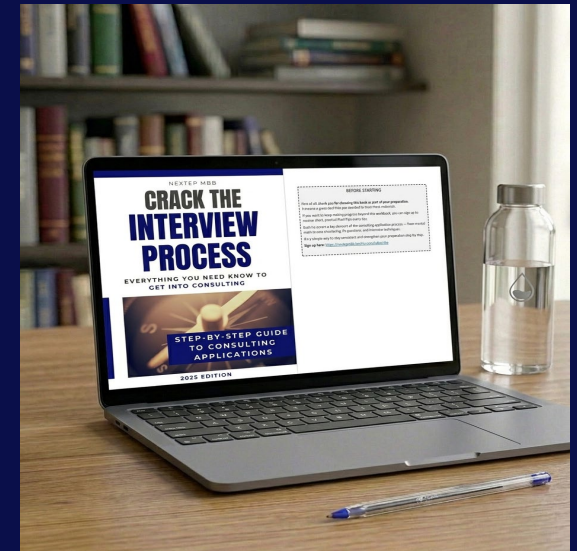
A free primer from NextEp MBB · by former MBB consultants

The process

The firms

The tiers

The career path



Crack The Interview Process

Four things this primer will give you

1

How the process works

The complete application funnel, end to end, from CV to offer.

2

Who's who in consulting

The tiers of firms and where each one stands, so you know where you're aiming.

3

The consulting career path

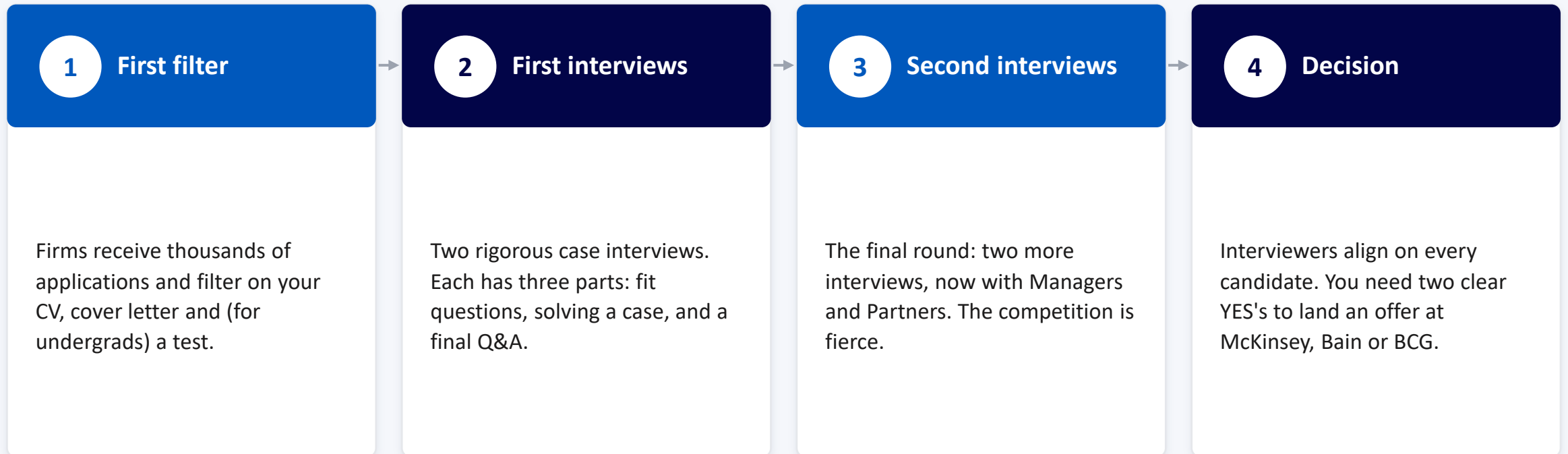
The five roles and what each one actually does day to day.

4

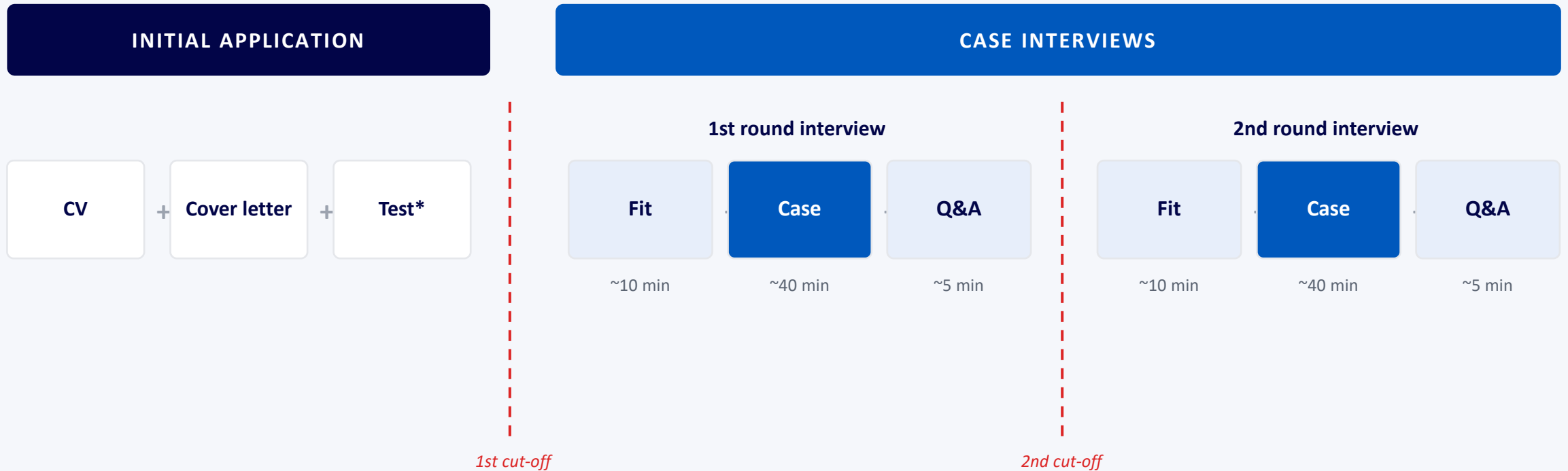
A plan you commit to

How to turn all of this into your own training plan, and stick to it.

The application process has four steps



Two stages: the application, then the case interviews



Note: the test applies to undergraduates, not to MBA candidates.

The tiers of consulting · know where each firm stands

Tier 1 · MBB

McKinsey, BCG and Bain: the three most prestigious firms, with the track record and the highest salaries.

Tier 2 · Core consulting

Large global firms focused on management consulting, often more industry-specialized. E.g. Kearney, Roland Berger, Oliver Wyman, LEK.

Tier 2 · Non-core

Firms whose core isn't consulting but run huge consulting arms, the Big 4 (Deloitte, PwC, EY, KPMG), Accenture and others. Largest by revenue.

Boutiques

Smaller, often more specialized local firms with a tailor-made approach. Pay can rival the big firms, with better work-life balance.

How firms are ranked, and where to look

RANKED ON DIMENSIONS LIKE

■ Prestige

brand and reputation in the market

■ Compensation & benefits

pay, bonus and perks

■ Practice area

strategy, operations, digital...

■ Work-life balance

hours, culture, sustainability

■ Diversity & inclusion

representation and culture

■ Region

strength varies by geography

WHERE TO CHECK

1 **Vault** *the classic consulting rankings*

2 **Glassdoor** *reviews, pay and culture*

3 **Great Place to Work** *certified workplace ratings*

Rankings shift every year, use them to find where you'd want to work, not as gospel.

The consulting career path · five main roles



YOUR SEAT IN CONSULTING

Everything it takes to get the offer

Seven steps, from your CV to the final round. The whole method in one place, in the order that actually matters. The only thing left is the work.

36

DOCUMENTS

22

PRACTICE CASES

10

PRACTICE TOOLS

8

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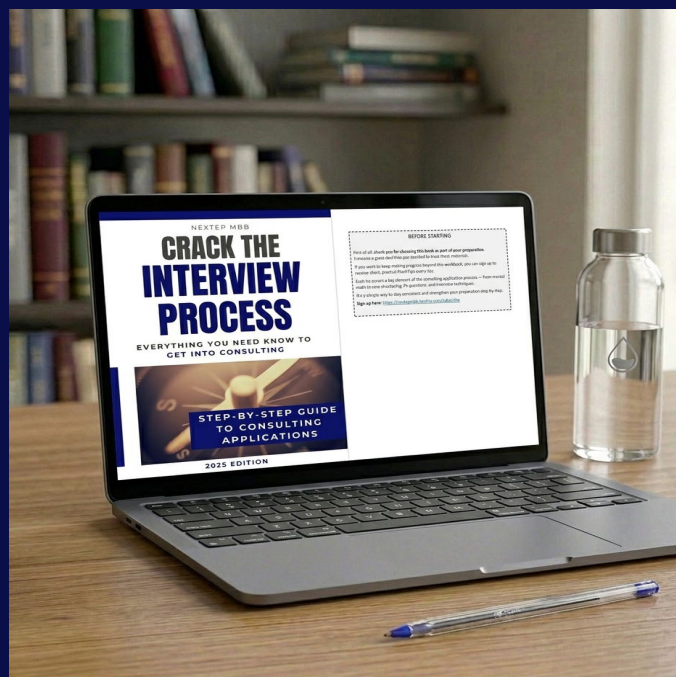


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WHAT'S INSIDE

- 1 The full application funnel** every step from CV to offer
- 2 Who's who & the tiers** where each firm really stands
- 3 The career path** the five roles, decoded
- 4 Rankings, read right** what they mean and where to look
- 5 Your own training plan** turn it into a plan you commit to

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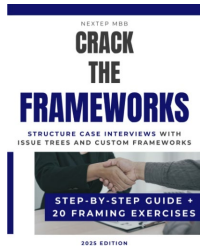


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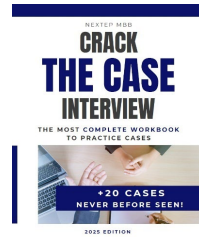


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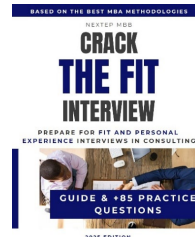


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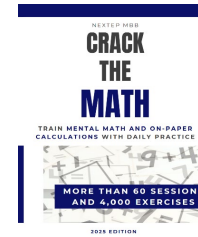


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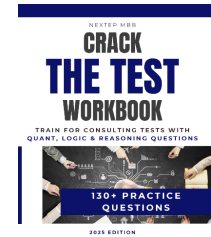


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