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# How To Get A Job In Consulting: Second Edition

HOW TO GET A JOB  
IN CONSULTING



SECOND EDITION

STEPHEN  
PIDGEON



## Synopsis

The goal of this book is to help you get a job with a top management consulting company. Its primary audience is current and prospective MBA students, although it should also be very useful to anyone going through one of the other channels into consulting, including undergraduate recruiting and experienced hires. It gives candidates an in-depth, insider look at the entire process of recruiting, including how to get the most out of on-campus events, how to network, how to prepare for interviews, and how to succeed in interviews. Why should you listen to me (or buy this book)? I believe I'm in a fairly unique situation that gives me a lot of insight into consulting recruiting. I've been through it as a student, a consultant, and now a career coach at Tuck, a top Business School, where it's my job to counsel students and help them get their dream consulting job. Each year I provide personal counseling and coaching to hundreds of students who are trying to get a job in consulting. Many of the students I've counseled are now working at top consulting companies like McKinsey, Bain and BCG or are headed there soon. I also work closely with recruiters to help them achieve their goal of hiring the best candidates. Part of my job is to understand the nuances between firms, and to keep abreast of how each firm runs its recruiting and interviewing process. I do this by maintaining close relationships with both senior consultants and recruiting staff at each firm and regularly talking with them about these issues.

## Book Information

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## Customer Reviews

This is my favorite book about consulting job searching among all the books I read including Case in Point and Case Interview Secret. It tells you in great details on how to land a job offer, from explaining consulting meaning, to getting an interview, to applications, to succeeding to interviews, and finally managing offers. I love this book because it has a lot of insights that other famous books don't cover. For example I never knew before how I should get into consulting recruiter team's radar or who are the right people to network with( there are so many consultants in a firm). After reading this book I learned how to get into recruiter's closed list of interviewees and how to navigate myself through company's info session or coffee chat. Since my school have a number of consulting firms visiting campus, I applied those skills I learned in this book and networked successfully with my dream companies' representatives. It is not only a useful book to read but also a lot of FUN to read. I couldn't stop reading when Pidgeon described two stories of a day of a consultant's life. It is in such a detail that I learned so much about consulting life even though I have talked to many people. Overall this is a MUST book to have. I have been preparing for consulting for quite some time and this is the best one I have read.

I recently recruited for consulting jobs while in my 1st year at a top-10 MBA program and found Stephen's book to be a invaluable resource throughout the entire process. I bought Stephen's book the summer before starting my MBA and found it extremely helpful not only to prepare for the chaotic start to school and first year recruiting but also to review throughout the recruiting process. Stephen's style is clear and concise and his advice is very direct. I found this book very refreshing as a constant reminder of best practices (e.g. how to deal with the "circle of death") and advice (e.g. "every interaction with a firm you are either gaining or losing share"). It kept me grounded throughout the recruiting process. I read all of the big consulting prep books (Case in Point, Case Interview Secrets, The Firm, How To Get A Job in Consulting (also from Stephen)). I felt that Stephen's "How to get a job in consulting" was the most complete guide and should be a must-read for anyone hoping to get into consulting.

This book is a must-read for anyone that is interested in moving into a consulting position. Although the book is primarily focused on the path to consulting for MBA students, it's advice is applicable for

just about anyone that is pursuing a consulting job. It provides easily relatable analogies through each step of the process, which allows each section to provide in-depth insight while remaining an easy-read.

Best part of this book is that a lot of the advice isn't just specific to consulting. Example: you should always list achievements on resume, you're not only judged at the interview but also at events, go to a good school bc then you'll be "pre-approved", etc. I'm only considering getting an MBA/consulting, but I'm definitely going to job hop soon, and it gives good insight to pursue opportunities in general.

I would strongly recommend for anyone considering an MBA or a career in consulting. Stephen's experience as an MBA student, a consultant, and the employee of an MBA school gives him invaluable insight which he translates to the reader in an easily digestible way. He explains clearly the role and day-in-the-life of a consultant, and his ability to put the reader in the shoes of others will help any aspiring MBA student maximise their input in interviews and networking receptions throughout their career.

This book is the perfect first introduction for anyone interested in a future in consulting. As someone recently accepted into an MBA program, the content of "How to Get a Job in Consulting" answered so many of the questions I had, but, more importantly, also answered questions I did not know I should be asking. It was succinct yet thorough, fun yet serious, and simple to understand without being patronizing.

Excellent book. Highly recommend starting with this one before looking at any case prep books. This is the best evaluation of the recruiting process I have seen yet. Steven Pidgeon writes with a clear, honest voice which makes reading this book easy, and his humor also comes through which makes this potentially intimidating recruiting process much more approachable.

Excellent written. So many people focus on casing as a part of the interview process because it's so hyped up, but as he says in the book: Fit is 60%, case 40%. Read this if you want to fully prepare for consulting interviews.

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