

THE CONSULTING AND STRATEGY CLUB

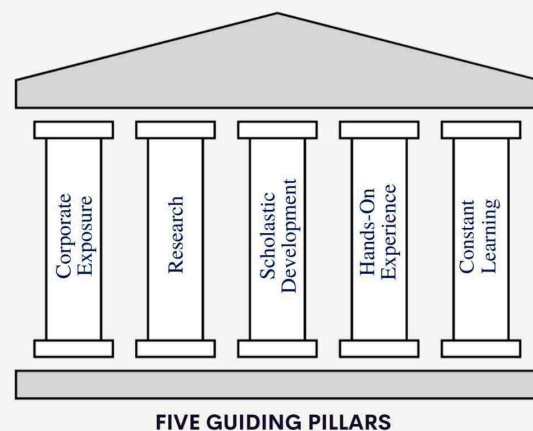
ANNUAL REPORT 2024-25

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ABOUT US

The Consulting and Strategy Club is a Special Interest Group established to drive vertical mastery in Strategy Consulting, Management Consulting, and Technology Consulting. The club's vision is to build a Consulting and Strategy ecosystem in the institute by providing scholastic support and mentorship to the students to prepare them for a career in the consulting domain.



In the pursuit of the vision, the club organizes various events and builds a repository. The Consulting Casebook and the Annual Consulting Conclave are the cornerstones of the activities that the club envisages conducting.

Vision

Nurture an ecosystem of consulting & strategy and develop relations with industry stalwarts for SIBM Pune's increased visibility in the consulting domain. The group endeavors to furnish the students with the resources necessary to build a career in consulting in order to maximize their prospects of transitioning into areas of Strategy Consulting, Technology Consulting, and Management Consulting.

Mission

- To build relationships with consulting firms and strengthen the collaboration with subject matter experts
- To nurture talent and commitment for the consulting domain at SIBM
- To prepare the students for their consulting interviews & help them in scholastic development throughout the year

EVENT CALENDAR

JULY



Rubrics 1 - Fundamentals of consulting and frameworks



Rubrics 2 - Profitability & Market Entry Framework



Industry Report -
Media & Entertainment



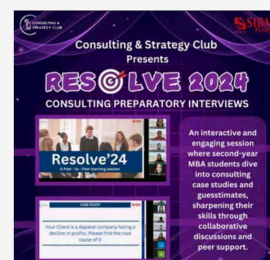
Rubrics 3 - Growth and Pricing Strategy

AUGUST

SEPTEMBER



Masterclass 1 - Consulting Frameworks



Resolve 2024



Masterclass 2 -
Mergers and Acquisition



Industry Report -
Retail, E-Commerce and Q-Commerce

OCTOBER

EVENT CALENDAR

• NOVEMBER •



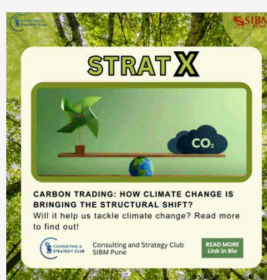
Industry Report-
Pharmaceutical Industry



Rubrics 2 - Profitability & Market Entry Framework



StratX Blog -
Carbon Trading



StratX Blog -
Carbon Trading

• DECEMBER •

• JANUARY •



MindCraft



Industry Report -
Iron and Steel Industry

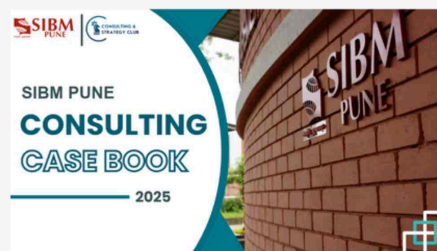
• FEBRUARY •

EVENT CALENDAR

MARCH



Paramarsh



Rubrics 2 - Profitability & Market Entry Framework

Rubric

Objective

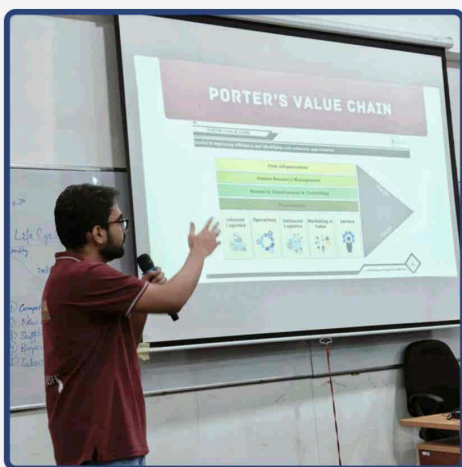
Rubric is a **structured lecture series** designed to equip **MBA-I students** with the fundamental skills required for consulting roles. Conducted **by MBA-II students**, this initiative **bridges the knowledge gap** by providing hands-on insights into case-solving techniques, frameworks, and strategy concepts.

Details

The sessions were organized in the months of July and August to empower students with the confidence required to crack consulting interviews.

A total of **4 sessions** were organized that focussed on the following topics:

- Fundamentals of consulting and frameworks
- Profitability & Market Entry Frameworks
- Growth and Pricing Strategy
- Hands on Experience - Live Case Solving



StratX

Objectives

The StratX is a **blog series** which addresses contemporary topics in the field of politics, environment, technology, science and many more. StratX is published as a medium blog which comprehensively covers pressing matters on the **most relevant happenings of the contemporary world**. With Strat X, the club endeavors to foster conversation in the student community on contemporary topics in the business domain. The blog published this year was on topic: **Carbon Trading**

Details

The StratX Blog delved into the **evolving world of Carbon Trading**, analyzing its impact on businesses and sustainability strategies. This edition explored:

- Market Mechanics: How cap-and-trade systems incentivize emission reductions.
- India's Readiness: Policy gaps and opportunities in the carbon market.



Scan to read



Industry Report

Objective

The industry report series was started to aid the SIRP preparation of MBA-1 by providing a general overview of all the industries. The series then took the shape of Industry Digest, the consolidated repository of all the industry reports published till now by the Club.

Details

The comprehensive reports covered major trends, government initiatives, Key Performance Indicators (KPIs), Cost Drivers, Growth Drivers, Porter's Value Chain analysis, etc., of the respective industries. The reports were created in a compact and easily consumable format to aid in quick revision during the placement processes. The industry report series was started to aid the SIRP preparation of MBA-1 and CRP preparation of MBA 2 batch by providing a general overview of all the industries. The various Industry Reports released this year were:

- Media and Entertainment
- Retail, E-Commerce and Q-Commerce
- Iron and Steel Industry
- Pharmaceutical Industry



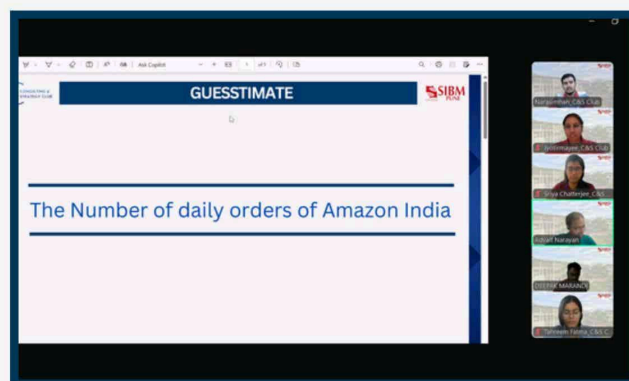
Resolve

Objective

The Consulting and Strategy Club conducted a **case interview and guesstimate preparatory series** called Resolve. Resolve program was initiated to provide a structured case- solving approach to the students and get them ready to face their **Summer & Final consulting interviews**. The club intended to build a community of like minded students who benefit from share resources and peer-to-peer case solving approach.

Details

During this series, some of the most useful frameworks, guesstimates, and an array of intriguing cases were covered. With different case partners in every session, the students could gain from a wide variety of perspectives of their peers The response was enthralling and was very encouraging to see students making the most of the opportunity. Through this series, the club built a cohort of students and encouraged the culture to effectively prepare for consulting interviews.



Industry Digest

Objective

The Industry Digest consolidates all our meticulously researched Industry Reports into a single, accessible resource.

Details

Designed for quick reference during internships and placements, it covers high-impact sectors like:

- Media & Entertainment
- Retail, E-Commerce & Q-Commerce
- Pharmaceuticals
- Iron & Steel



Scan to read



MasterClass

Objective

Consulting Masterclass is a preparatory sessions series to aid the **2nd year MBA students** in their **Final placement preparation**. The session invited **top tier B-School Alumni** to share their experiences and insights about the consulting ecosystem and the different consulting frameworks.

Details

The sessions highlighted different interview scenarios and real problem statements that are expected by the interviewers during the interview process. The session covered - and deep-dived into the approach that is required during the process.

Two MasterClass sessions were held this year on-

- 1) Consulting Frameworks by **Mr. Akhil Kumar** (Senior Consultant, EXL)
- 2) Mergers and Acquisitions by **Mr. Ankur Jain** (Senior Analyst, Everest Group)



CONTINUUM

Objective

Continuum is our **flagship knowledge series** designed to demystify the consulting landscape for MBA students. Through curated sessions with **industry experts, alumni, and international faculties**, we expose participants to:

- Career Pathways: Insights into Strategy, Technology, and Management Consulting roles.
- Skill Building: Hands-on training in guesstimates, case-solving, and consulting frameworks.
- Industry Realities: Day-in-the-life perspectives from seasoned consultants.

Details

We organized 2 Continuum Sessions in the month of December, by -

- **Ms. Sanskriti Kocher**, Deputy Manager, Jubilant FoodWorks Ltd on Exploring the Consulting World
- **Mr. Divakar Maurya**, Consultant, Boston Consulting Group on Leveraging Technology in Modern Consulting



MindCraft

Objective

MindCraft was a National-level competition case competition organised by Consulting and Strategy Club in collaboration with Co-Curricular Council of SIBM, Pune.

Details

The event tested leadership skills, ability to make decisions, and knowledge in all domains of business like Marketing, Finance, Supply Chain, Human Resources, Analytics, Consulting, and the Business World.

There were **600+ registrations** out of which **top 5 teams** presented their solutions to our esteemed panel of judges, comprising of **Prof. Anil Khurana** and **Ms. Shilpa Parkhi**.

The top 5 teams were from top tier B-schools, **FMS Delhi**, **BITSOM**, **SCHMRD**, **IIM Indore** and **SIBM Pune**.

Winners won Cash Prize worth INR 35,000 The winners of this competition were Team Creative Marketers from BITSoM and the Runner up were Team Innovasionaries from SCHMRD.



Paramarsh

Objective

The second edition of the **Annual National Consulting Conclave - Paramarsh**, was conducted on 1st and 2nd March 2025.

The conclave was composed of 3 different events -

- **Prajwalan 4.0** - National Level Case Competition
- **Aanklan 4.0** - National Level Guesstimate Competition
- **Prawaah** : Corporate Connect - Speaker Session

Details

The objective of Paramarsh is to **bring together the brightest minds of the country** on a single platform and provide them the Consulting exposure. With a whopping prize money of INR 88k, the event engaged over 700 students from premier B-Schools across the country.



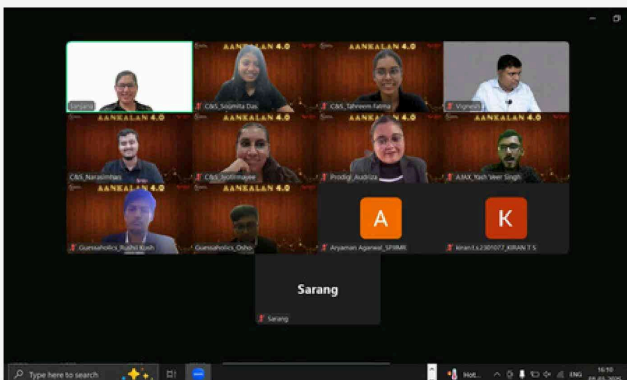
Aankalan 4.0

Objective

Aanklan, derived from the Hindi word for "estimate," aptly captures the spirit of our club's ambitious initiative: to rigorously test and enhance students' proficiency in one of the most critical tools in the corporate arsenal—guesstimation! This initiative goes beyond mere numerical guesses; it is designed to cultivate a culture of critical thinking and analytical prowess among students. By engaging in Aanklan, participants delve into the intricacies and subtleties that underpin key business decisions. The process encourages them to think deeply, question assumptions, and develop a strategic mindset that is invaluable in the business world.

Details

Aankalan 4.0 is a National Level Guesstimate challenge which consists of 2 rounds. This year, this challenge was conducted in **partnership with MOCKAT**. Students from top colleges had participated and won the competition, taking back home a **Prize Pool of ₹10,000**.



Prajwalan 4.0

Objective

Prajwalan - **National Level Live Business Case Competition** to encourage problem solving skills and provide exposure to real life business case scenario. Through this competition, the teams were not only required to be adept at business concepts in theory but were also required to apply them and provide sustainable solutions.

Details

Prajwalan 4.0 is a premier national-level case competition designed to test participants' strategic thinking, problem-solving abilities, and business acumen. With a whopping prize pool of ₹78,000, Prajwalan 4.0 offers a unique platform for future consultants to tackle real-world business challenges and gain industry exposure.

The Event follows a 3 round structure -

- **Round 1: An online quiz on Unstop** - Tests participants' general business knowledge and shortlists teams for the next round.
- **Round 2: Case Study Submission** – Shortlisted teams are given a business case to solve and submit their solutions. This year the case was given in **partnership with First Principle Labs (FPL)**
- **Round 3: On-Campus Presentation** – The top 9 teams presented their solutions at the SIBM Pune campus to a panel of esteemed judges.



Prawaah

Objective

Development of the students has always been at the core of what the Consulting and Strategy club does. In that pursuit, we collaborate with alums and startups and organize workshops for the students to gain relevant skills.

Details

This year, Prawaah featured a panel discussion on "**Consulting for the New Economy – Gig Workforces & Decentralized Models.**"

The discussion explored emerging trends, challenges, and opportunities shaping the consulting industry.

Esteemed Speakers:

- **Sameer Sawale** – Project Director, Goldratt Consulting
- **Philip Mothi** – Director & Co-Founder, Leap Frog Consulting
- **Dilip Jain** – Founder, Hyphen T&C & Independent Director, MCON Rasayan



Consulting Casebook

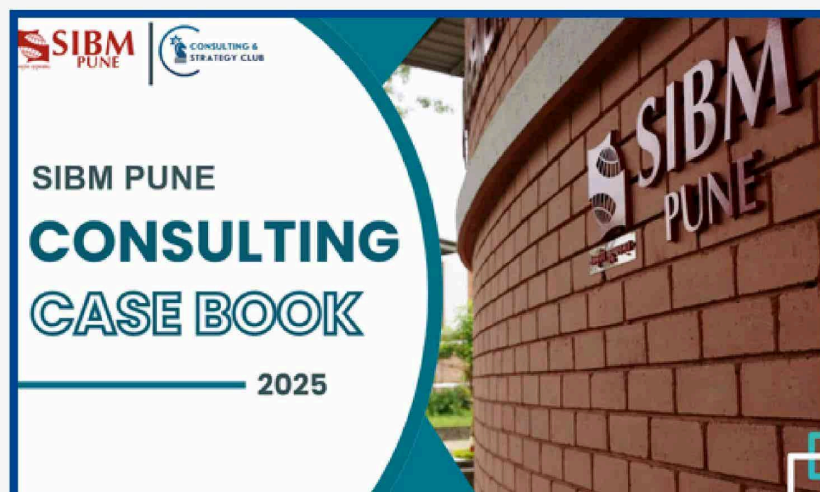
Objective

The Casebook **documents the interview experiences** of students across consulting firms to assist the students in their **case interview preparation** for SIRP and CRP. The casebook was built with diligence and through effort and support of Club Members, Alums, Student President and our esteemed Director. The case book covers 10 Legacy Frameworks and movement to Case Competition Readiness and prepares students for interview process. The casebook comprises of pertinent business frameworks, 10 relevant guesstimates & 25+ cases in different case domains such as:

- Market Entry
- Profitability
- Growth Strategy
- Pricing

Details

The casebook was launched on the occasion of Annual Management Day, 23rd March 2024, among the august presence of our alumni and our esteemed Chancellor Dr. S.B. Majumdar and Director Dr. Shrirang Altekar, faculty and students.



MEET THE TEAM



JUNIOR + SENIOR TEAM 2024-2025

SENIOR TEAM	JUNIOR TEAM	INTERIM TEAM
Atharva Zanzane	Anush Jain	Aishwarya Tiwari
Ayush Bhat (POC)	Jyotirmayee	Anush Jain
Debraj Dutta	Soumita Das	Harsh Goel
Kunal Dugar	S Narasimhan	Jyotirmayee
Shilpa Sarkar	Sriya Chatterjee	S Narasimhan
Shrithi Kannan	Tahreem Fatma	Sakshi Hiwarkar
		Vishal Mohanty

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