



Consulting & Strategy Club, SIBM Pune

Annual Report
2021-2022

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INTRODUCTION

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 aims to promote a consulting culture and assist students in pursuing a career in consulting and strategy. The club acts as a platform for academic and corporate exposure to help students develop a holistic understanding of the consulting industry. With a plethora of initiatives conducted throughout the year, the club bridges the gap between corporate expectations and students' skill sets.

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 endeavours 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.

The Three Guiding Pillars



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

NAME OF THE EVENT	EVENT MONTH
Continuum	July '21 (Conducted throughout the Year)
StratX	July '21 (Conducted throughout the Year)
Industry Reports	July '21 (Conducted throughout the Year)
Consulting Workshops	Aug '21 (Conducted throughout the Year)
Resolve	Oct'21 - Nov '21
Consulting Interview Video Series	Jan'22 (Conducted throughout the Year)
Aanklan	March '22
Prajwalan	March '22
Consulting Casebook	March '22

TEAM COMPOSITION

SENIOR TEAM	JUNIOR TEAM	INTERIM TEAM
Akshay Dhabale	Abhishek Jha	Abhishek Jha
Mrinal Kashyap	Hinal Gandhi	Akriti Jain
Nishant	Raghu Vamsi Godavarthi	Pranal Kulkarni
Rupanshi Seth (Coordinator)	Sagar Agarwal	Pranav Vaidya
Shrikrishna Shedbal	Sai Krishna Teja	Sagar Agarwal
Sonali Sehnaz	Sharath Reddy Vutukur	Saurabh Malviya



CONTINUUM

OBJECTIVE:

Continuum is a year-round series collaborating with well-known industry experts and international faculties who would help students understand different career choices, career progression, best practices, and daily responsibilities in the world of consulting, Product Management and Technology.

DETAILS:

The sessions introduced various cohorts of business consulting like product management, strategy management, Cloud Adaptation etc., to students of SIBM Pune. This helped build traction towards consulting as a career choice for the students. Sessions on How to Ace Guesstimates and Case Solving has introduced students to the world of Consulting Interviews. The sessions proved to be a great value addition to the students. All in all, Continuum helped in piquing and nurturing students' interest in a career in the ever-dynamic domain of Consulting.

SNAPSHOTS:

The sessions and the speakers covered under Continuum were as follows:

SPEAKER DETAILS -

Ms Malvika Chaudhary
Product Manager at PostMan

Going beyond Traditional Routes: Creating value through Products



Mr Ankit Bareja & Mr. Nikunj S
Co-Founders of PM School

How to Grow in the Product Management Domain

Mr. Dinesh Melangi
Senior Consultant at Deloitte Consulting

Cloud Adoption and Migration: A Consultant's Approach



SNAPSHOTS:

The sessions and the speakers covered under Continuum were as follows:

SPEAKER DETAILS -



Mr. Aayush Gupta

Consultant at Strategy&

Dr. Dhairya Shrivastva

Consultant at Bain & Company

A Winning Approach to Case Solving

Mr. Ajith KN

Strategy Manager at Godrej

How to Ace Guesstimates



STRATX

STRATX

OBJECTIVE:

With StratX 1.0, a weekly publication, the club aimed to equip students with relevant insights on Industry trends, Business frameworks, understanding jargons and lingo used in the consulting space.

With Strat X 2.0, the club endeavored to foster conversation in the student community on contemporary topics in the business domain.

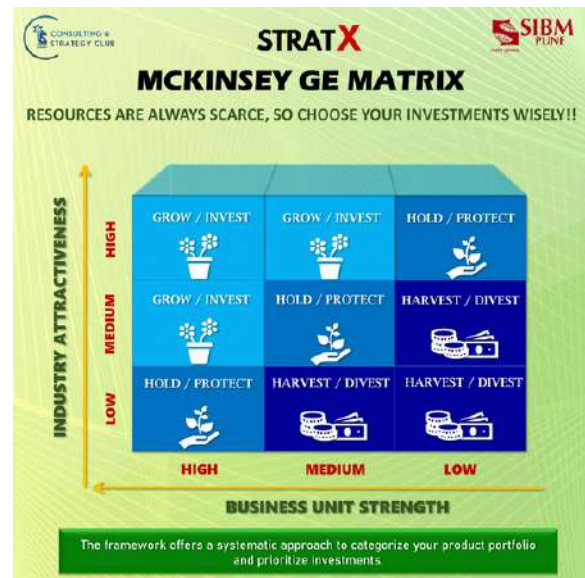
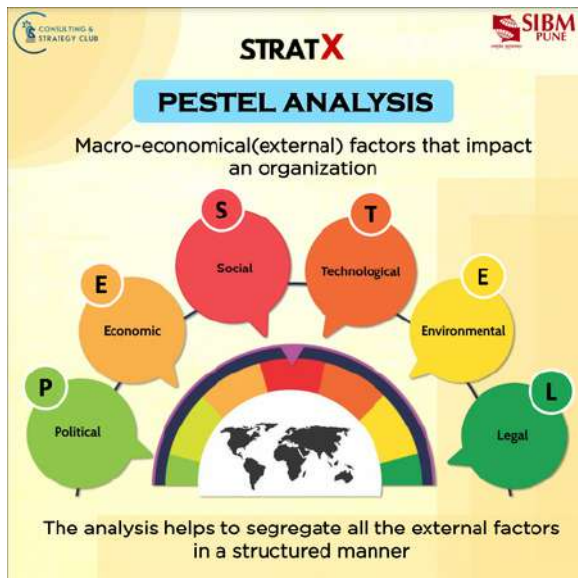
DETAILS:

To convey the business concepts in a way students will remember, Infographics were used to simplify difficult frameworks by breaking down concepts into visual bits that are easier to understand. It was sent to all the students weekly via email and posted on the social media pages of the Consulting and Strategy Club.

StratX was later redefined as a medium blog which comprehensively covered pressing matters on the most relevant happenings of the contemporary world.

SNAPSHOTS:

STRATX 1.0



STRATX 2.0



Following



Web 3.0- Internet of the future?

Imagine you are a content creator gradually building your subscribers and followers. Slowly, you are being noticed by the public and you...

sai teja pamulaparthi
Feb 20 · 5 min read



Get Your Game On

Gamer: A 20-something, living in their darkrooms, gaming all hours of the day, eating junk food, and acting antisocially? This is what one...

Hinalgandhi
Feb 6 · 6 min read



COP26

Heads of Government and State from over 130 nations flanked by thousands of diplomats negotiated, bargained and pledged over two weeks to...

Abhishek Jha
Jan 9 · 7 min read

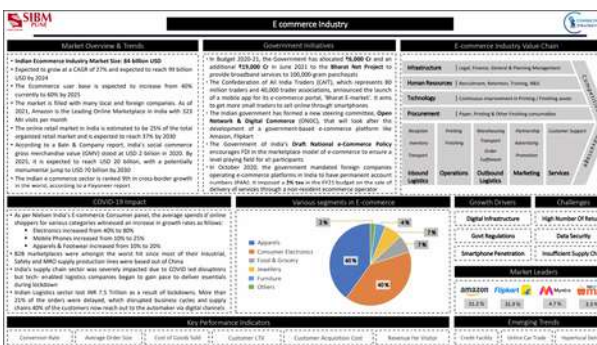
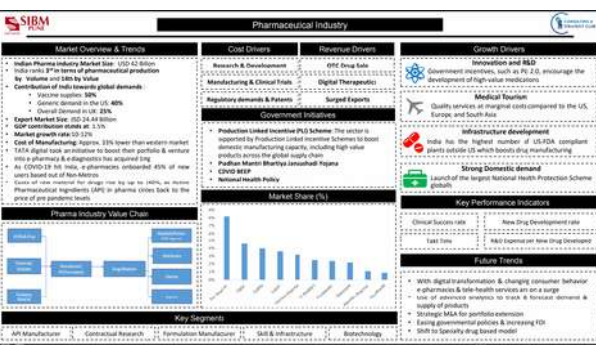
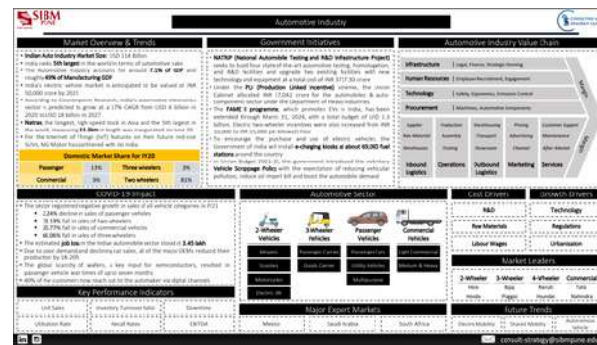
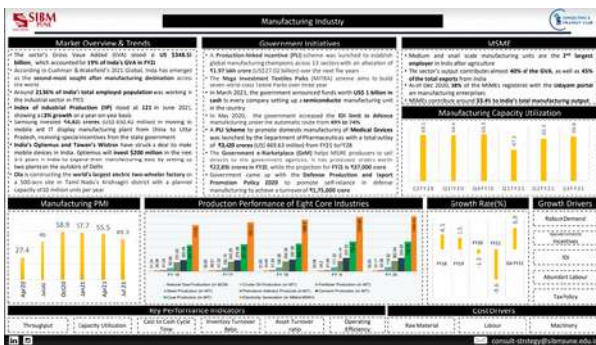
INDUSTRY REPORT SERIES

OBJECTIVE:

The industry report series was started to aid the SIRP preparation of MBA-1 by providing a general overview of all the industries.

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 additionally included parameters and information specific to the industry. The reports were created in a compact and easily consumable format to aid in quick revision during the placement processes.





CONSULTING WORKSHOPS

OBJECTIVE:

Scholastic development of the students has always been at the core of what the Consulting and Strategy club does. In that pursuit, we collaborate with EdTech startups and organize workshops for the students to gain relevant skills that are very important for their Consulting Interviews and Internships.

DETAILS:

To gear up the students for their consulting interviews preparation, we collaborated with AthenaSquare and organized multiple workshops.

- In a highly engaging workshop, Mr Pratik highlighted the importance of asking the right questions, and the MECE thought process during case interviews and guesstimates. He enlightened the students with different problem-solving approaches and the importance of bottom-up approach in articulation
- The Data Analytics Workshop was organized for the MBA-1 students to aid their Summer Internship preparation. The workshop covered Data Analytics in Excel and also covered creating Tableau Dashboards. This 5-day long workshop received an overwhelming response from the student community.

SNAPSHOTS:

The sessions and the speakers covered are as follow:

SPEAKER DETAILS -



Mr. Pratik Ranjan
Consultant at Boston Consulting Group

Consulting Masterclass

Mr. Ahmed Pathan

*Solutions Manager at HDFC Bank, Ex-
Data Analyst at INC*

Data Analytics Workshop



reSOLVE

RESOLVE

OBJECTIVE:

The Consulting and Strategy Club started a case interview 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:

The Resolve series was a month long endeavor taken by the club during the months of October and November. 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.

SNAPSHOTS:

TOPICS COVERED:

- Clarifying Questions - 3CP, Time and External Factors
- Profitability Framework - Revenue Decline Problem
- Profitability - Cost Increase Problem
- Market Entry Framework



The image shows a Zoom meeting interface for a session titled "reSOLVE". The main screen displays a "PROFITABILITY FRAMEWORK" diagram with a hierarchical structure. The diagram is divided into "Revenue" and "Cost" sections, with "Revenue" further split into "New" and "Existing" categories, and "Cost" split into "Fixed" and "Variable" categories. The meeting includes a grid of participants, with names such as SAGAR AGARWAL, SRIJAY DAS, VIKAS PATIL, ANSHU KUMAR, ANSHU GHOSH, WILUJ MARWETE, SWHAM BAY, and ARSHAY GAUTCHA. The meeting controls at the bottom show the time as 10:12 PM and the host as self-nand-moad. The background features the "CONSULTING & STRATEGY CLUB" logo and the "SIBM PUNE" logo. At the bottom, there is a banner that reads "A CASE DISCUSSION SERIES" with icons representing a desk, a clock, a book, a lightbulb, a microscope, and a pencil.

CONSULTING VIDEO SERIES

OBJECTIVE:

This video series was specially designed and curated to give a flavor of a real-life case interview to candidates preparing for consulting case interviews. The series remains as a repository on the YouTube channel of the club to aid students in their interview preparation journey in the years to come. This initiative is a part of the ‘Scholastic Development’ pillar of the club’s mission.

DETAILS:

The series covered different types of case frameworks and Guesstimates to provide a comprehensive understanding of case solving. The club was elated and proud to have received a very heartening response from the student community for this series.



OBJECTIVE	Declining Revenues	KEY POINTS
To identify the cause of declining revenues and recommending solutions for the same		<ol style="list-style-type: none"> 1. The revenue is declining from the past 3 quarters 2. Number of units sold decreases 3. Our client offers only one type of product, and the price has remained same 4. Our Market share is dropping
COMPANY DETAILS		RECOMMENDATIONS
Product: 1 product - organic fertilizer Competition: 2 major, 1 among them showing tremendous growth Customer: Farmers from rural India Company: Having significant market share		
FRAMEWORK		

Aanklan 2022

AANKLAN

OBJECTIVE:

Aanklan is a Hindi word meaning “estimate”. This was an apt name for the club’s endeavour to test students on one of the most important corporate tools - guesstimate! With this initiative, the club encouraged critical thinking and nuances that can be useful in key business decisions.

DETAILS:

Aanklan 2022, a unique entrepreneurial guesstimate national level competition, was hosted on the D2C platform by the club. This competition was organized in collaboration with SECC, under the Entrepreneurial Summit 2022. With directives to participate individually or in a team of 2, the competition garnered more than 65k+ views, with 250+ registrations across premier institutes. Top 2 teams won cash prizes worth Rs 5000 and other finalists received certificates and special mentions.

Winners of the event:

1st - Aneek Saha and Mainak Sarkar (SIBM Pune)

2nd - Suryanshu Sengupta (DTU New Delhi)

PRAJWALAN

POWERED BY

PRAJWALAN



OBJECTIVE:

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.

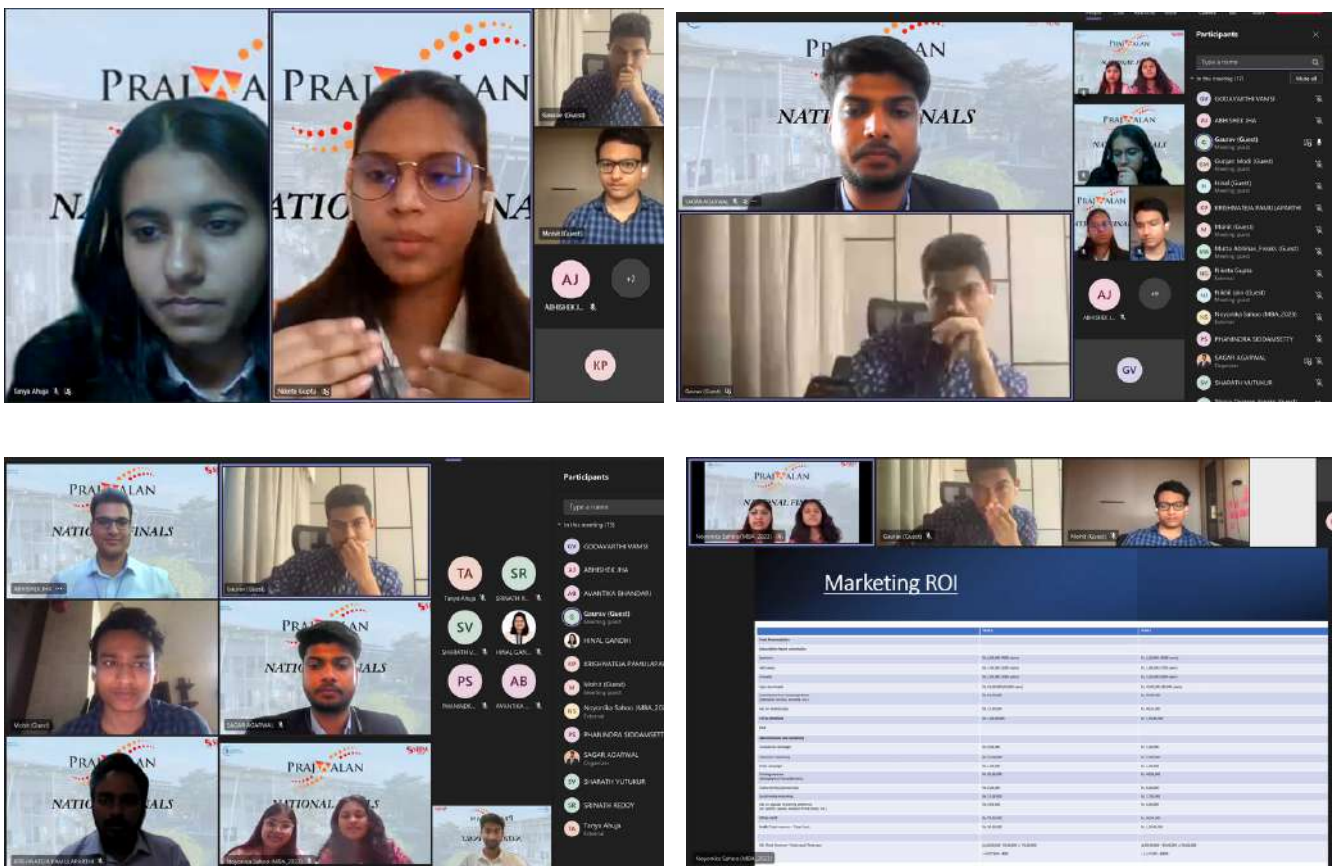
DETAILS:

Prajwalan was the flagship event of the Consulting & Strategy Club. It was a three-round competition, with **prizes worth Rs 67,500**. As part of the engagement, registrations through QR codes were posted across campuses. The competition saw an astounding **496 registrations and more than 35k+ views** on the D2C platform. The first round was a quiz round hosted on the D2C platform itself with challenging questions from the domain of Strategy, Marketing, Finance, HR and Operations. This was an elimination round with the top 70 teams progressing to the next round. In the penultimate round of the competition, the teams were required to submit their solutions on a **live case based on the business challenges** of Stratzy, a fintech startup and our case partner. The final round, hosted on MS Teams, saw the **top 6 shortlisted teams** competing against each other and presenting their solutions to the founders of Stratzy. With all finalists getting live relevant feedback on their proposed solutions, the event was wrapped up successfully.

SNAPSHOTS:

WINNERS OF THE EVENT:

- 1st - Srinath Reddy, Phanindra Siddamsetty and Avantika Bhandari (SIBM Pune)
- 2nd - Anushka Johari and Noyonika Sahoo (Woxen School of Business, Hyderabad)
- 3rd - Gunjan Modi and Amanpreet Kaur (Lady Shri Ram College for Women, DU, New Delhi)





CONSULTING CASEBOOK

OBJECTIVE:

Launching Casebook was one of the major milestones the club achieved in its inaugural year. The casebook aims to assist the students of SIBM Pune in their preparation for case interviews during placements. Through the casebook, the club also envisions to build a culture of case solving and useful techniques to be applied.

DETAILS:

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 comprises of 25+ cases in different case domains of Profitability, Growth Strategy, Pricing and Market Entry, 10 relevant guesstimates and pertinent business frameworks. The casebook was built with diligence and through effort and support of club members, alums, student president and our esteemed director.

The casebook was launched on the occasion of Annual Management Day, 27th March 2022, among the august presence of our alumni and our esteemed director, faculty and students. The club also received special mention in the director's and student president's note on being able to launch the case in the inaugural year itself.

SNAPSHOTS:



COMPANIES AT A GLANCE



This casebook's content is inspired by experiences of the students of SIBM Pune interviewing for these companies:

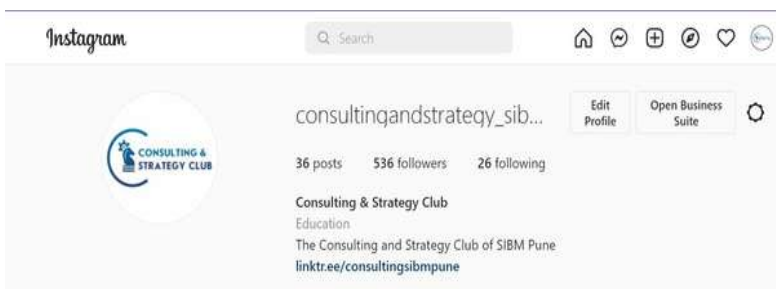
ACCOLADES TO THE TEAM

Due to the club's concerted efforts in the last one year, the institute reaped benefits in the final placements of 2020-22 batch. In addition to this the student executive council has named Consulting and Strategy Club as the most promising SIG for the academic year 2021-2022.



SOCIAL MEDIA

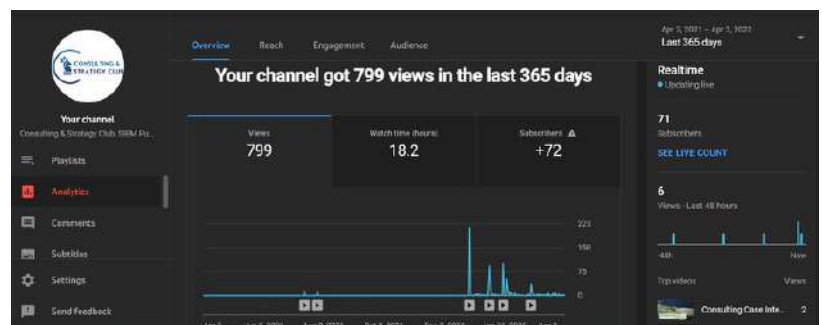
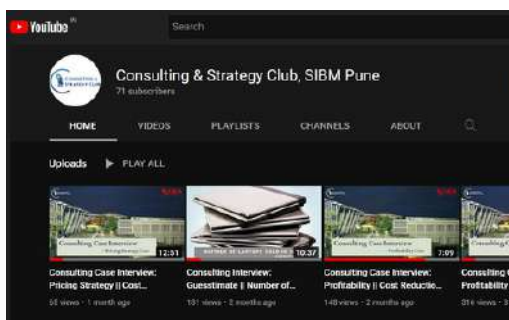
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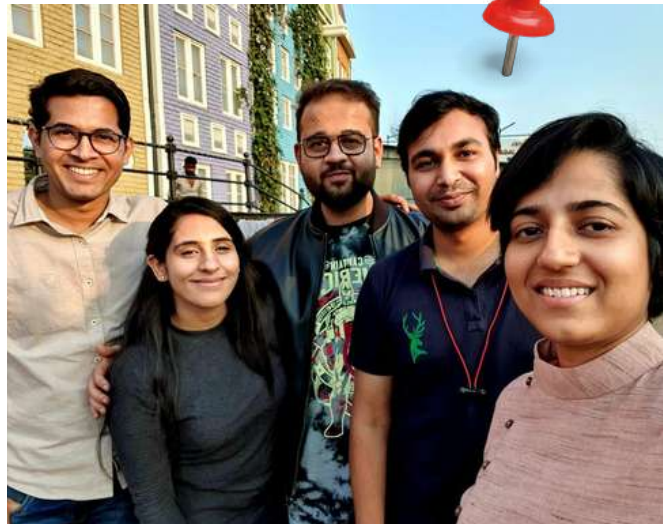
LINKEDIN:



YOUTUBE:



MEET THE TEAM



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