



SIBM

**CONSULTING AND STRATEGY
CLUB, SIBM PUNE
ANNUAL REPORT**

2022-2023



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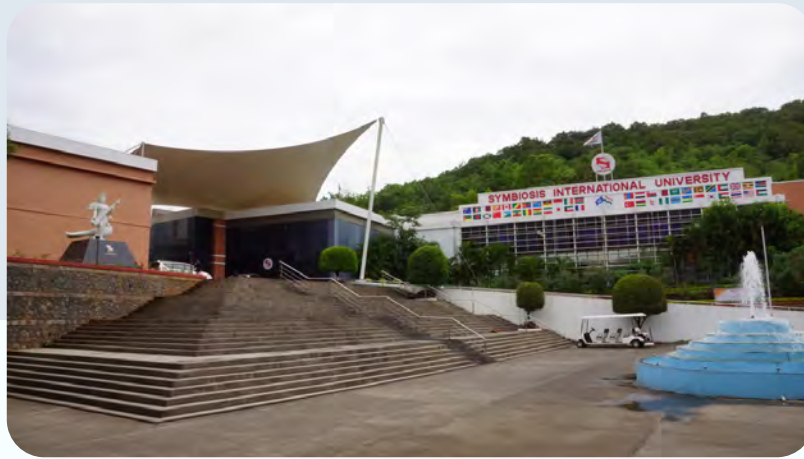
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MEET THE TEAM



**JUNIOR + SENIOR TEAM
2022-2023**

SENIOR TEAM	JUNIOR TEAM	INTERIM TEAM
Abhishek Jha	Adityaveer Singh	Chetna Chhabadiya
Raghu Vamsi Godavarthi	Chetna Chhabadiya	Devang Parab
Sagar Agarwal (Coordinator)	Devang Parab	Harita Jindal
Sai Krishna Teja	Harita Jindal	Irfan Kherani
Sharath Reddy Vutukur	Navjyot Singh	Navjyot Singh
	Pranjal Srivastava	Pranjal Srivastava
	Rishi Madhav	



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.

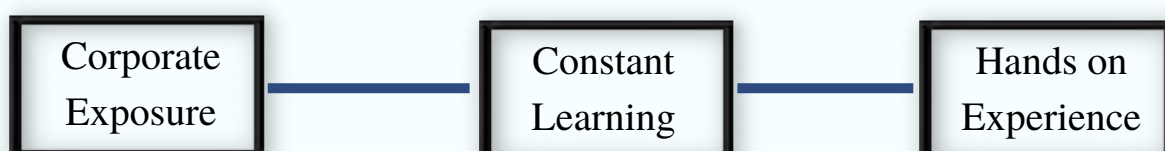
VISION

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.

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

THREE GUIDING PILLARS



EVENT CALENDAR

Event Name	Date
Continuum Series	June 2022
Rubric Series	July 2022 - August 2022
StratX - Blog Series	July 2022 (Conducted throughout the year)
Industry Reports	July 2022 (Conducted throughout the year)
C&S SIRP Mock Interview	August 2022
Resolve - P2P Case Discussion	October 2022
Consulting Masterclass 1 to 6	October 2022 - November 2022
Prodmania - Product Management Workshop Series	November 2022
Minecraft - National Guesstimate Competition, Transcend 2023	January 2023
Aanklan 2.0 - National Guesstimate Competition	March 2023
Live Project - Traffic Congestion in Pune	December 2023 - February 2023
Prajwalan 2.0 - National Case Competition	March 2023
Paramarsh - Speaker Series	March 2023
Consulting Casebook	April 2023

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, Management Consulting** 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.

RUBRIC



OBJECTIVE

Various sessions on different **Consulting Frameworks** and **Guesstimates** by the senior members of Consulting and Strategy Club as a part of summer internship preparation for the 1st year MBA students . A total of **5** sessions that focussed on topics such as:

- Basics of Consulting
- Guesstimates
- Profitability
- Market Entry and Growth Strategy
- Mergers and Acquisitions

The sessions were organized in the months of July and August made sure that no stone was left unturned and empowered students with the confidence that is required for cracking the consulting interviews.

The Sessions also focussed on hands on experience on different frameworks along with live case solving.

STRATX



STRATX SIBM PUNE

Rupee Depreciation: What, Why, How, and What Now?
Here is our take on how the depreciating rupee is impacting the economy, what are the factors leading to this depreciation and the steps taken by RBI to tackle this problem.

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[Read more](#)
[Link in Bio!](#)



STRATX SIBM PUNE

5G rollout soon to be in India!
But what is 5G? How is it different? How will it impact our lives? Find answers to all these and much more in our recent blog exploring 5G in India, the recent 5G auction, challenges and the road ahead.

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STRATX SIBM PUNE

Can India be the Factory of the Future?
Our latest Stratx blog delves into the recent buzz around global supply chain disruptions, China's dominance being challenged and India's place in the new world order. Head over to the link in bio to read more!

Consulting and Strategy Club
SIBM Pune

[Read more](#)
[Link in Bio!](#)



STRATX SIBM PUNE

New Age Businesses - Disruptive in terms of their business or their IPO valuations?
Our latest Stratx blog delves into the current IPO market for New Age Businesses and their valuations, are they a value proposition or a value trap? Head over to the link in bio to read more!

Consulting and Strategy Club
SIBM Pune

[Read more](#)
[Link in Bio!](#)

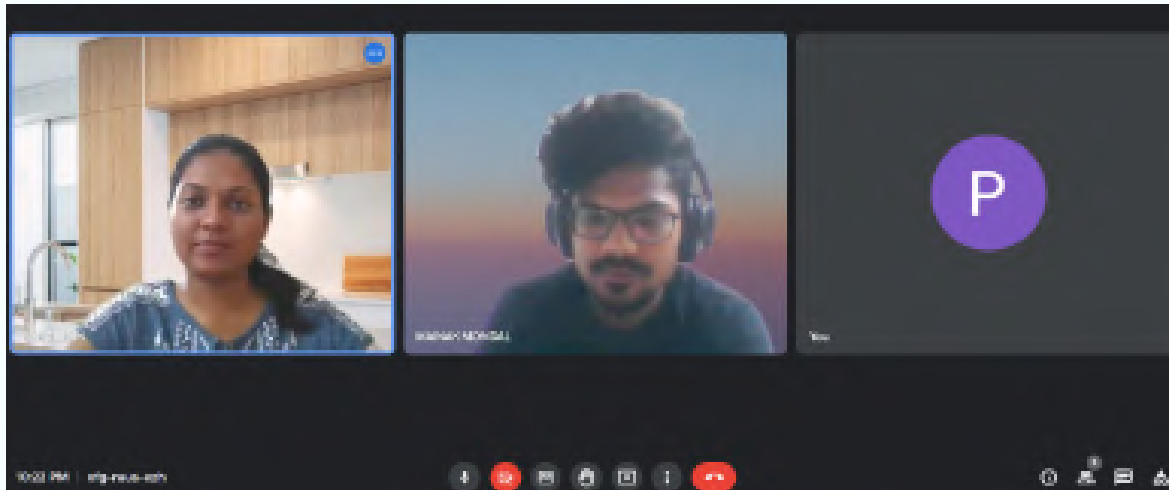
- The StratX is a blog series which addresses contemporary topics in the field of **politics, environment, technology, science** and many more.
- StratX is published as a medium **blog** which comprehensively covers pressing matters on the most relevant happenings of the contemporary world.
- With Strat X, the club endeavors to foster conversation in the student community on contemporary topics in the business domain.
- The various blogs published this year were: **Rupee Depreciation, 5G in India, India and the China-Plus-One Strategy, New Age Businesses-** Disruptive in terms of their business or their IPO valuations.

INDUSTRY REPORTS



- 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 on **FMCG, BFSI, Pharmaceutical, Telecom, Oil and Gas, Aviation Industry**.

reSOLVE



OBJECTIVE

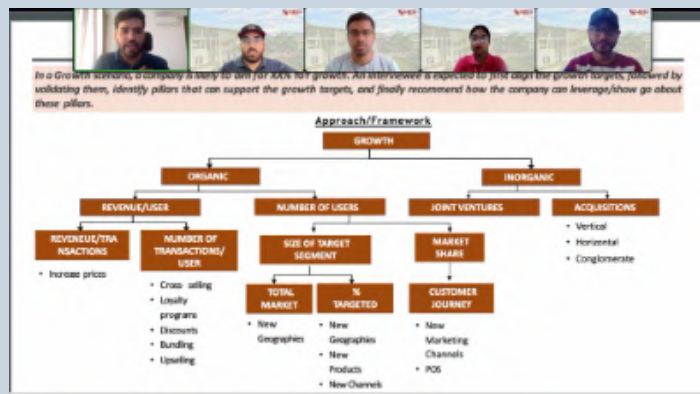
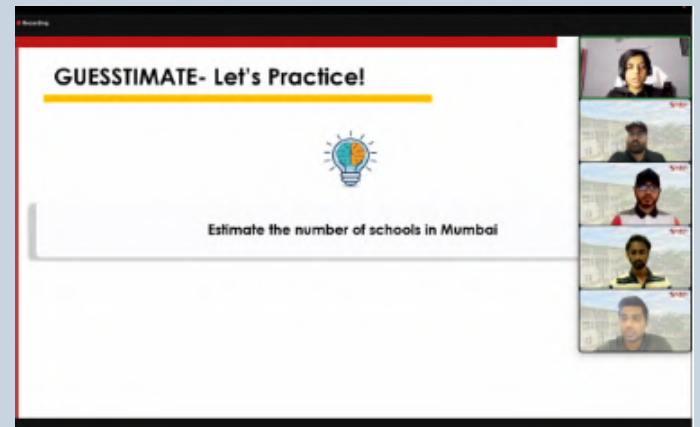
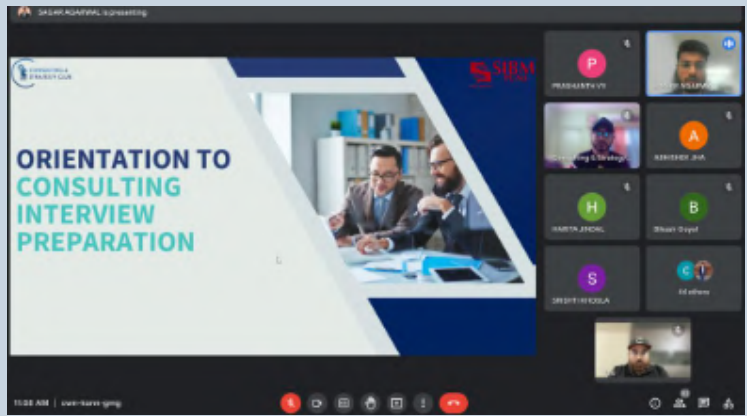
The **Consulting and Strategy Club** conducted a case interview preparatory series called **Resolve**. Resolve program was initiated to provide a **structured case-solving** approach to the students and get them ready to face their **Summer & Final consulting interviews**. The club intended to build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

DETAILS

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.

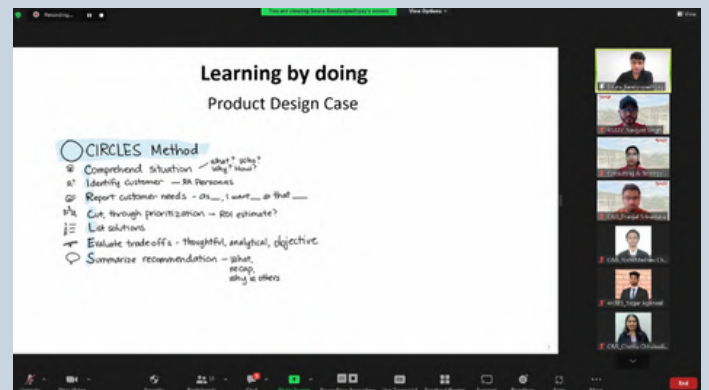
CONSULTING MASTERCLASS



- **Consulting Masterclass** is a **6 session** preparatory series to aid the 2nd year MBA students in their Final placement preparation. The session invited **SIBM Pune Alums** to share their experiences and insights about the consulting ecosystem and the different consulting frameworks.
- The session highlighted different interview scenarios and real problem statements that are expected by the interviewers during the interview process.
- The session covered **Guesstimates, Profitability, Market Entry, Growth Strategy, Pricing, Mergers and Acquisitions** frameworks and deep-dived into the approach that is required during the process.

PRODMANIA



- **Consulting and Strategy Club**, inaugurated the debut of the Product Management Series – **Prodmania**
- Two comprehensive sessions that forayed into the ProdMan world with live Product Management Case Solving and understanding everything in and around the "Product"
- SIBM Pune Alums, currently in the industry shared their insights and thoughts regarding the roles and responsibilities of a **Product Manager**.

LIVE PROJECT: TRAFFIC CONGESTION IN PUNE



SIBM students conduct traffic congestion survey using AI

Dheeraj Bengrut
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PUNE : Students from the Symbiosis Institute of Business Management (SIBM) conducted a detailed survey of traffic congestion on road from Pashan to Symbiosis International University (SIU), Lavale Campus' using Artificial Intelligence (AI) and Machine Learning (ML) and provided solutions to submit to the traffic police.

SIBM Pune, the survey was carried out between November 2022 and February 2023 by a team comprising Rishi Madhav Chandran, Amit Chattopadhyay, Prajwal M, Shubham Pingale, Vivek Ranaut and Vinayak Sharma under the guidance of professor Chetan Panse, associate professor, SIBM.

Sharing details of the project's scope and objective, Prajwal M. said, "We have studied the causes of traffic congestion on the route from Pashan (Rajmata Jijau flyover) to SIU Lavale Campus with particular focus on Pashan-Sus road, and providing recommendations to ease traffic congestion."

A member of the CSC, Chetna Chhabadiya, said, "The main reasons for traffic were the need for greater road width, heavy vehicles, construction equipment movement, lack of traffic signals, and school transportation enroute Lupin Ltd. and SIU campuses."

Whereas Vidya Yeravdekar, pro-chancellor, SIU, said, "Many a times during the Covid pandemic, our SIU hospital ambulance got stuck in traffic on this stretch which is why we decided to work on this issue. Our students have carried out the survey using AI and ML techniques and have done good work to come up with solutions for the problem. Now, with the help of the traffic police and Pune Municipal Corporation (PMC), we will take this project forward to resolve traffic issues."

SIBM director R Raman said, "When our students complete their course at SIBM, they are ready to work on consulting projects in the corporate world. This is a pilot project our students have worked on and later, we are going to carry out more such social research projects."

Deputy commissioner of police (traffic) Vijay Magar said, "We had a meeting with the SIBM team working on the traffic congestion project in the Sus area and certainly, we look forward to their project report. Once the report is submitted, we will work on suggestions that are feasible along with PMC officials. We really appreciate the efforts of the SIBM students in helping the traffic department."



Exclusively Reported on Hindustan Times



**ROAD TRAFFIC CONGESTION
PASHAN - SUS - SIU ROAD**

Team Members

Faculty Mentor: Dr Chetan Panse

- Amit Chattopadhyay
- Prajwal M
- Rishi Madhav Chandran
- Shubham Pingale
- Vinayak Sharma
- Vivek Ranaut

Title:
Traffic congestion on the road from Pashan to Symbiosis International University (Lavale Campus)

Scope:
We are studying the causes of traffic congestion on the route from Pashan (Rajmata Jijau Flyover) to Symbiosis International University (SIU Lavale Campus) with a particular focus on Pashan-Sus Road and providing recommendations to ease the traffic congestion.

- The **Director, SIBM Pune**, academia and industry observers lauded the insightful recommendations and valuable solutions to the traffic problem in Pune that the project study came up with.
- The **Live Project** served as a benchmark in the ability of the Club to facilitate and mentor students.
- The team gained expertise during on-ground execution and working with **Public-Sector Stakeholders**.
- Developed and nurtured culture among students to apply their knowledge across subject verticals.

MINDCRAFT

THE CHIEF STRATEGIZER





- MindCraft was a National-level competition case competition organised by **Consulting** and **Strategy** Club in collaboration with **Co-Curricular** Council of **SIBM, Pune**.
- 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 over **650 registrations** out of which **Top 5 teams** presented their solutions to our esteemed panel of judges, comprising of **Dr. VV Ravi Kumar and Dr. Vimal Bhat**
- **Cash Prize worth Rs 35,000/-**
- The event concluded with **Winners** from **IIM Bangalore** and **Runners up** from **SIBM Pune**

paramarsh

THE CONSULTING CONCLAVE

AANKLAN 2.0

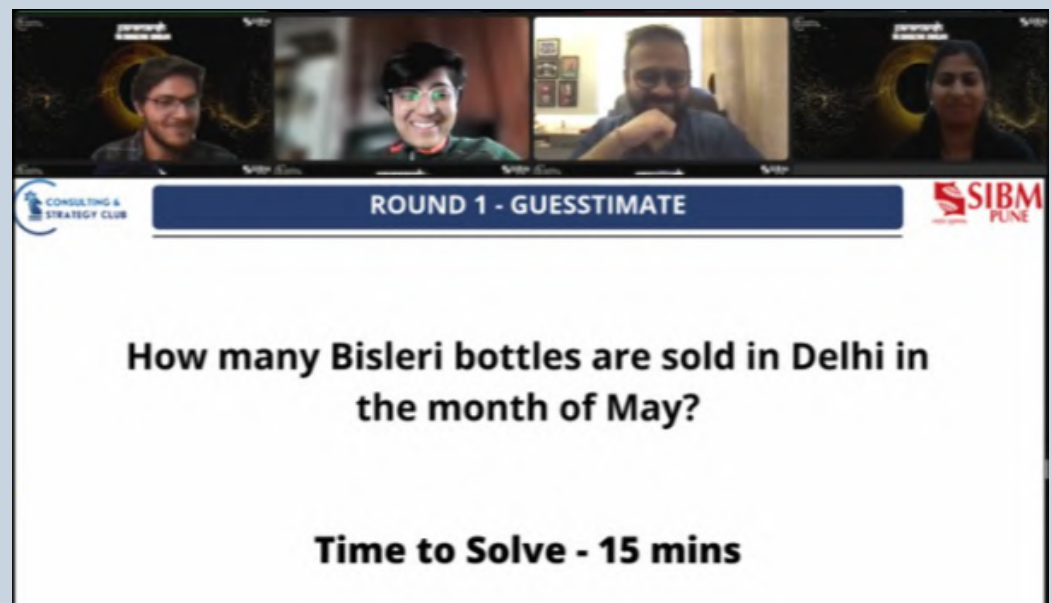
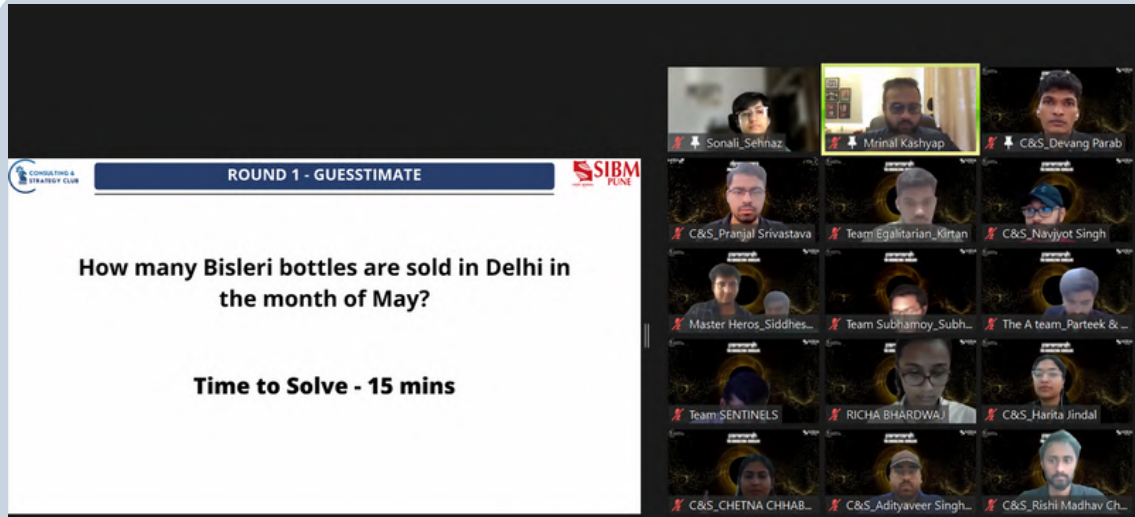
PRAJWALAN 2.0

CORPORATE CONNECT



- The inaugural edition of the **First Ever Consulting Conclave - Paramarsh**, was conducted on 4th and 5th March 2023.
- The conclave was composed of 3 different events - **Prajwalan 2.0** - National Level Case Competition, **Aanklan 2.0** - National Level Guesstimate Competition and **Corporate Connect** - Speaker Sessions from the Industry Stalwarts.
- 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 60k**, the event engaged over **700** students from premier B-Schools across the country.

AANKLAN 2.0



- **Aanklan 2.0** – National Level Guesstimate competition that featured over **700** participants from the country.
- A **2 Round** competition where participants were asked to solve an **Industry level guesstimate** and submit the solutions.
- **Top 6 teams** were selected for the **Final Faceoff Round**. The teams were asked to solve guesstimates on the spot and then present the solution to the jury.
- Aanklan was conducted on **4th March 2023** under the umbrella of Paramarsh and was concluded with **IIM Lucknow** as **Winners**.

PRAJWALAN 2.0




HIGHLIGHTS

- 3 Round Case Competition
- Total Participant Reach = 700+
- Cash Prizes worth : 50k
- 7 National Finalists
- Winners: IIM Vishakhapatnam



- **Prajwalan 2.0** was the second edition of the **Flagship Consulting Case Competition** which was organized under the umbrella of **Paramarsh**.
- A **3 round** competition which spanned over a month with Finals being conducted at the **SIU Convention Centre** on **5th March 2023**.
- A **Consulting Quiz** round followed by a **Live Consulting Business Case** was presented seeking solutions.
- The submissions were judged on the basis of **business scalability, novelty** and **value proposition**.
- **Top 7** Teams were invited on the campus to present their solutions in front of the judges.

CORPORATE CONNECT



- **Session 1: Mr Akash Ahuja – Accenture Strategy**

- **Topic - Ace your Internship**

- To gear up the students for their internships in various domains like Consulting ,Marketing , HR , Finance, Product management .

- **Session 2: Mr. Ravindra Sinha – Thinklead Technology Consulting**

- **Topic- CONSULTING IN THE AGE OF AI**

- The session covered how a Consultant works with AI and the challenges they face.

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.

CONSULTING CASEBOOK



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 casebook comprises of pertinent business frameworks, **10 relevant guesstimates** & **25+ cases** in different case domains such as:

PROFITABILITY

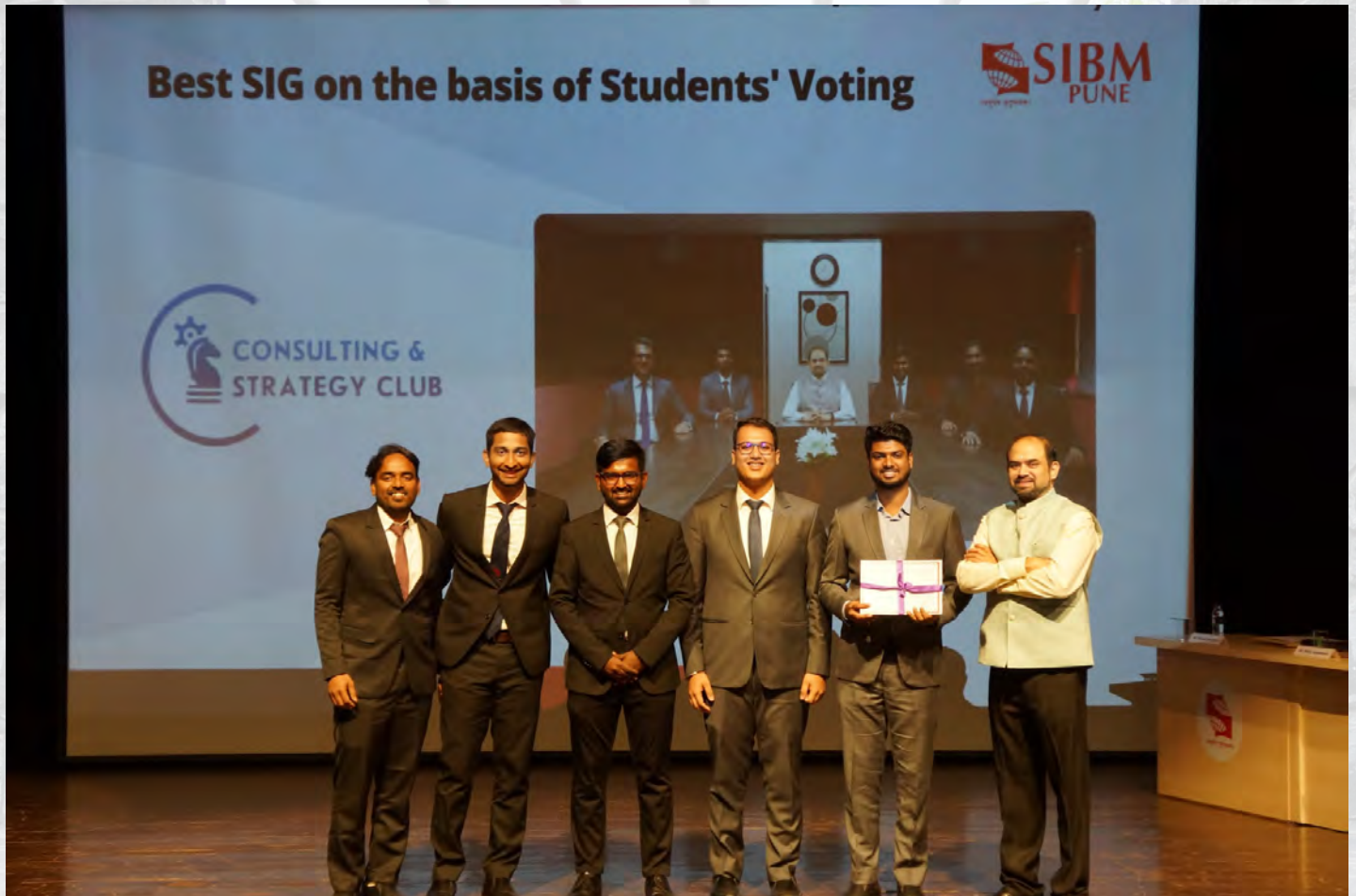
MARKET
ENTRY

GROWTH
STRATEGY

PRICING

ACCOLADES

2022-2023



BEST SIG

2022-2023

By benchmarking the standards of the Consulting Clubs of Premier B Schools all around the country, Consulting and Strategy Club was able to achieve heights beyond expectations within the first 2 years of launch. Events, Sessions and Workshops that helped students gain insights about the Consulting world.

On The Annual Management Day 2023 organized on 5th March 2023, The Consulting and Strategy Club was felicitated with "Best SIG of the Year".

THANK YOU

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