



ANNUAL REPORT 2022-2023

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LETTER FROM CO-PRESIDENTS

When we assumed the positions of Co-Presidents, we were determined to bring back the sense of community that was lost during the pandemic. Accordingly, we spearheaded the Summer Case Prep Program in partnership with the CAC through the “Case Cram” – QCA’s first in-person event following the pandemic. This initiative welcomed over 40 attendees and connected them with representatives from eight reputable consultancies. QCA also led a number of other in-person events, including its anticipated Firm Days and firm workshops.

One of the highlights of our term was introducing new resources that enriched the experience of our members. Pre-eminently, QCA’s education team spearheaded a podcast series designed to provide students with deeper insights into the world of consulting and the recruitment process. These podcasts offered unique perspectives from consultants, offering students a glance into the real-life experiences of those in the field.

Furthermore, we are incredibly proud of maintaining strong relationships with our longstanding corporate sponsors and alums. This year, our Memberships and Alumni team worked diligently to connect our members with experienced alums across varying fields, such as technology, consulting and finance. These mentorship connections presented valuable insights, advice, and guidance on navigating the complexities of the consulting world and beyond.

None of this would have been possible without our dedicated team. Their hard work and perseverance have been the backbone of QCA’s success. Together, we navigated the challenges of transitioning to in-person events and found innovative ways to prepare students for the consulting industry.

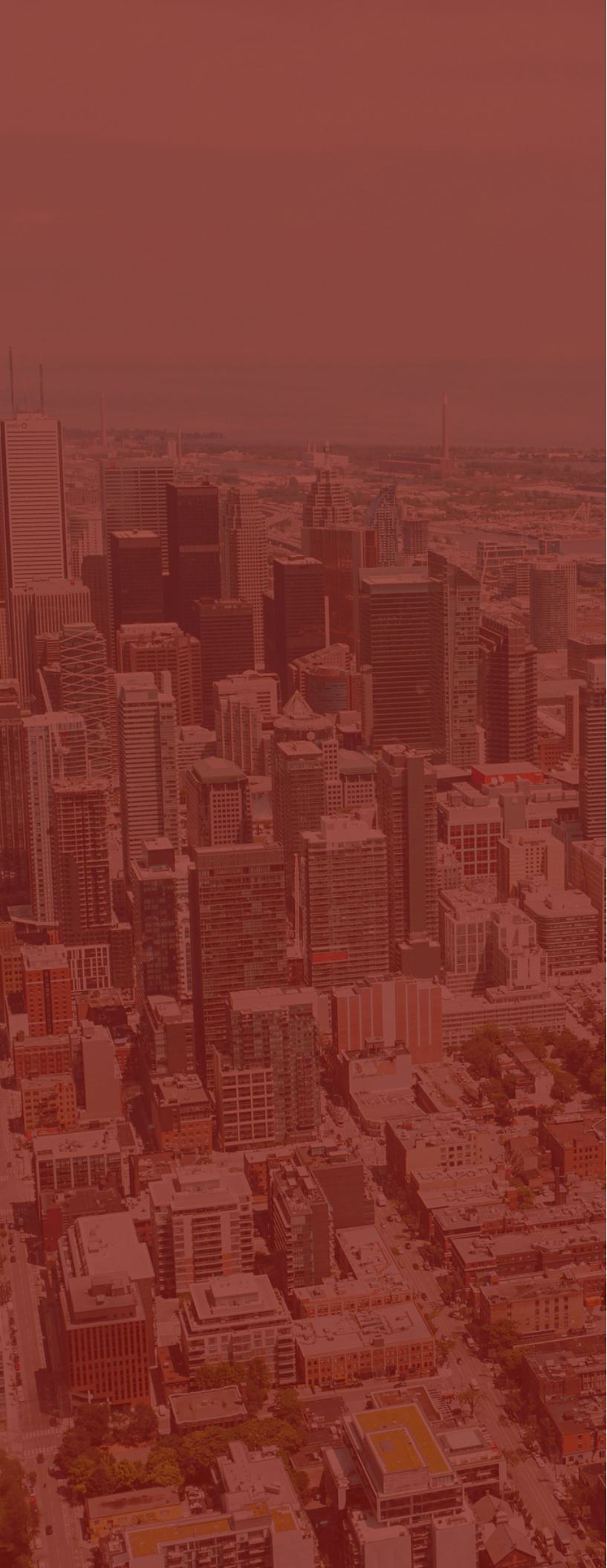
Thank you all for your dedication and passion in making QCA a community. We are proud of what we’ve accomplished together and are excited to see what you do next!

Sincerely,



Kerry Zhang & Selina Afrouz

QCA Co-Presidents 2022-2023



ABOUT US

OVERVIEW

The Queen's Consulting Association, recognized under the Queen's Commerce Society and Queen's Engineering Society, connects the brightest students from all faculties to firms in the consulting industry. It serves as the catalyst for aspiring consultants and provides opportunities through firm visits, guides, case preparation sessions, and more.

Founded in 2011, the Queen's Consulting Association aims to offer its members the highest quality resources, training, networking, and recruiting opportunities. Since then, the Queen's Consulting Association has built a vast network throughout the consulting industry with leading firms and offers access to them for all students at Queen's. Today, the Queen's Consulting Association's alumni are employed at some of the world's top management consulting firms.

Our mission is to dedicate ourselves to educating and preparing students at Queen's. Each year, we strive to improve the caliber of our members through a wide variety of workshops and events. The Queen's Consulting Association is best known for operating firm visit days where students are given a peek into the life of a consultant, hosting a consulting week where students are able to connect with other like-minded individuals, and publishing extensive online resources.

The Queen's Consulting Association promotes the consulting career path for students in every year of study within the Queen's Smith School of Business and the Faculty of Engineering. Our mandates are to raise awareness of the consulting profession, continue the development of consulting education at the Queen's Smith School of Business, and ensure the preparation of our students so they are the best candidates through every step of the industry's challenging selection process.

OUR EXECUTIVE TEAM



Selina Afrouz
Co-Chair



Kerry Zheng
Co-Chair



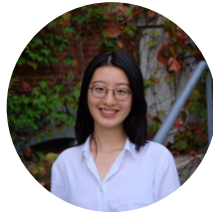
Akshay Maharaj
Senior Advisor



Rishi Goel
Membership &
Alumni Director



Ryanne Rosenberg
Corporate
Relations Director



Cathy Mao
Education Director



Florence Guo
Internal Events
Director



Zoe Zhu
EDII & Culture
Director



Margaret Xu
Membership &
Alumni Coordinator



**Santiago G.
Angulo**
Corporate Relations
Coordinator



**Micah Obiang-
Obounou**
Education
Coordinator



Aidan Drab
Internal Events
Coordinator



Mia Zhu
Marketing
Coordinator



Andrew Liu
Membership &
Alumni Coordinator



Martine Falzone
Corporate Relations
Coordinator



Salonee Singh
Education
Coordinator



Shaivi Khamar
Internal Events
Coordinator



Karen Huang
Marketing
Coordinator



Benjamin Goloubov
Corporate Relations
Coordinator



Betty Guo
Education
Coordinator



Ethan Thasarathan
Internal Events
Coordinator

OUR MENTORS



Christopher Dorsey
Accenture



Ryan Pinto
Accenture



Ethan Urbankiewicz
Accenture



Elliot Hall
Bain & Company/MBA



Aaron Mann
Bain & Company/MBA



Angela Xu
Bain & Company



Amir Bayat
Boston Consulting
Group



Matthias Jang
Boston Consulting
Group



Victor Gao
Deloitte



Maggie Xu
Deloitte



Charlie Chien
DoorDash



Britney Gerlock
Goldman Sachs



Julia Yang
Oliver Wyman



Lauren Sanders
PwC



Alrik D'Silva
Uber



Ryan Saunders
Uber



QCA AT A GLANCE

INTERNAL EVENTS

QCA hosts various internal events that help students with their consulting recruitment preparation. These events cover various topics, including industry introduction, resumes, behavioral interviews, case interviews, and consulting life. Occasionally, QCA collaborates with other student-led clubs at Smith to host these events.

CORPORATE EVENTS

QCA and corporate partners host events such as firm days, speaker panels, resume workshops, coffee chats, and networking events for students to get closer to consulting and recruitment. Through these events, students can meet industry professionals and alumni to expand their network and develop a better understanding of consulting firms.

RESOURCES

QCA provides our members with various resources to assist them along their recruitment journey. These resources include case books, industry guides, case walkthrough videos, interviews with consultant booklets, members' resume books, various discounts on case preparation platforms, and a brand-new podcast series.

GENERAL MEMBERSHIP PROGRAM

The QCA General Membership Program is a program that allows students across all universities to access the QCA resources and events. By registering for the program on our website, members are able to navigate all materials in their members' space.

SUMMER CASE PREP PROGRAM

In the QCA Case Prep Program, students are paired with 4-6 students looking too recruit for a position in consulting. Students are able to practice for their case interviews with QCA mentors and peers throughout the entire summer break.



BY THE NUMBERS

 **1000+**
Members

As a rapidly growing association, QCA has over 1000 members consisting of aspiring consultants looking to learn and grow using QCA's resources.

QCA hosted 34 events from 2022 to 2023, providing hundreds of students exposure to the consulting industry, connecting aspiring consultants to firm representatives, and informing curious individuals of best practices for breaking into consulting.



34
Events



28
Corporate Partners

QCA has partnered with 28 corporate partners in this past year that service various industries and are of various sizes, providing students with a breadth of knowledge.

CORPORATE PARTNERS

accenture



Alpha



BCG

CAPCO

Capgemini

CGI

Coactuate



CRA Charles River Associates

Deloitte.



INVICTUS
Analytics + Strategy

IBM

Jackman

JUNIPER

KEARNEY

KONRAD



KPMG

L5



McKinsey
& Company

OliverWyman

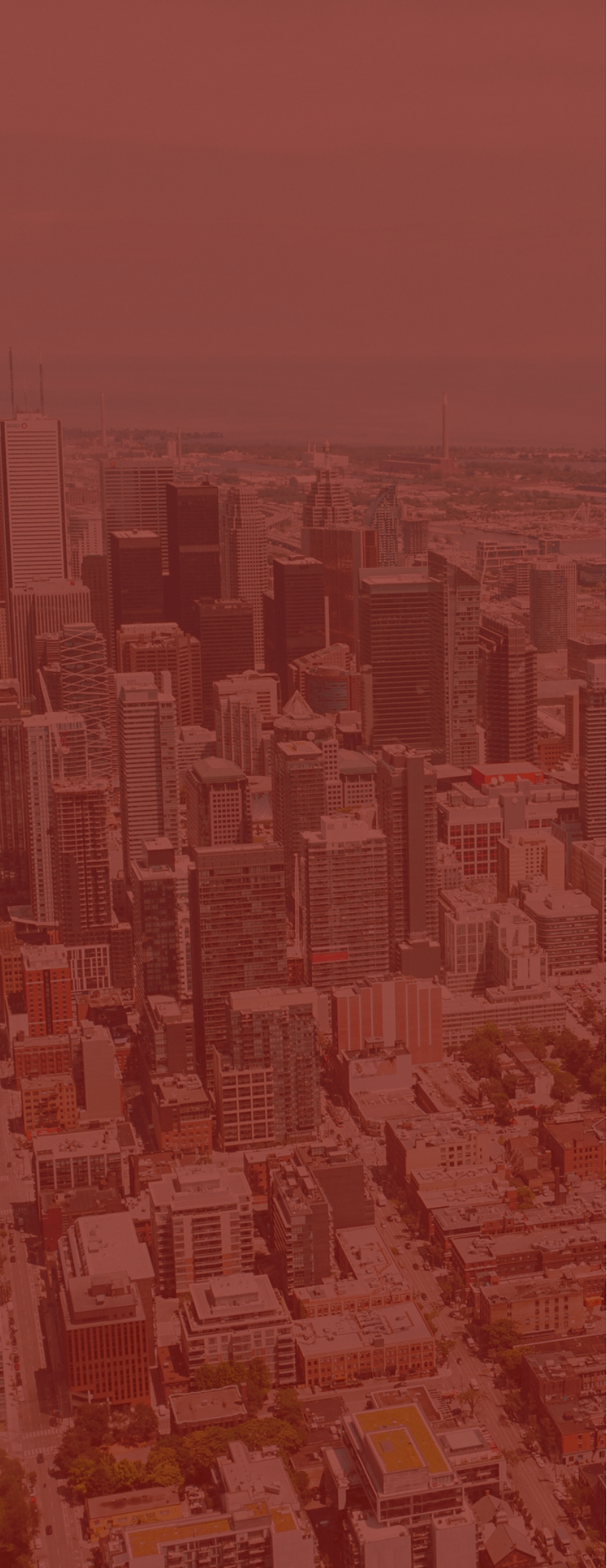
pwc

The Burnie Group



SCHOOL NETWORK





EVENTS

Intro to Operations Transformation (OT) Deloitte Consulting

May 3, 2022
6:00 - 7:00 pm

Deloitte Consulting's Operations Transformation (OT) team hosted a virtual "Intro to OT" event for all second and third-year Queen's students interested in the operations transformation space. Students got the opportunity to hear panelists across Retail, Financial Services, Public Sector, and Energy and resources industries talk about their experience at Deloitte and network with industry professionals.

The Deloitte logo, featuring the word "Deloitte" in a bold, black, sans-serif font, followed by a small green dot.

Bain's Day-in-a-life

May 16, 2022
5:30 - 6:30 pm

Leading consulting firm Bain and Company's Toronto office led a virtual "Day-in-a-Life" panel with QCA to connect with the Class of 2023, 2024, and 2025. This event provided valuable insights into the experiences of Associate Consultants of the 'Toronto Bainies' as they tackle real-world business problems.

The Bain & Company logo, featuring the words "BAIN & COMPANY" in a bold, red, sans-serif font, followed by a red circular icon containing a white triangle pointing upwards and to the right.

QCA Summer Case Prep Program

May 22 - August 31, 2022

The QCA Case Prep Program allowed students to practice for case interviews with QCA mentors, alumni, and peers throughout the summer break.

The QCA logo, featuring the letters "Q" and "A" in a bold, black, serif font, with a red circle partially overlapping the "Q" and "A".

Breaking into Consulting

The QCA executive team prepared a recruiting event for students interested in summer or fall recruiting and provided insight into recruiting tips and interview prep. The event was split into three parts, each targeting a different aspect of interview prep. The three parts were structuring a case, quantitative analysis, and a mock case interview. Furthermore, industry professionals guided the event and used various QCA resources.

May 28, June 2, &
June 9, 2022



CAC In-Person Case Cram

The Case Cram event was a partnership between QCA and the CAC, held at the Smith Office in downtown Toronto. This event was designed to help students enhance their casing skills and prepare for consulting recruitment with the opportunity to practice casing with representatives from various consulting firms.

June 4, 2022
11:30 am - 1:30 pm



Career
Advancement
Centre

Roland Berger Happy Hour

The Roland Berger held an accelerated recruiting happy hour located in Toronto for select students in partnership with QCA. The event provided select 3rd and 4th-year undergraduate students and Masters/MBA students with an exclusive networking opportunity with Roland Berger representatives.

June 15, 2022



Kearney Info Session

July 7, 2022
6:00 - 7:00 pm

One of the leading global management consulting firms, Kearney, provided a virtual information session to give students the opportunity to meet the Kearney Toronto team, learn about the firm, and ask insightful questions.

KEARNEY

Mastercard Consulting Info Session

July 27, 2022
5:30 pm

MasterCard Advisors, an external consulting arm of MasterCard, hosted an information session for Queen's students interested in joining MasterCard's Toronto Advisors team full-time post-graduation.



QCA Membership Program

2022/2023

The QCA General Membership Program is a program that allows students to access the QCA resources and events! By registering for the program on our website, members are able to navigate all materials in their members' space.



ZS Information Session

August 3, 2022
6:00 - 7:00 pm

ZS, a management consulting and technology firm in the global healthcare industry, invited students to an interactive session to learn how ZS works with companies to create products that drive customer value and company results. Students engaged on all team levels, including principals, consultants, associate consultants, and new associates.



ZS Coffee Chats

ZS provided a 20-minute coffee chat to Queen's students interested in speaking with a firm representative.

August 16, 2022
11:00am - 1:00 pm



Resume Roast with Coactuate

Queen's students had the opportunity to submit their resumes to QCA for feedback from industry professionals from Coactuate.

August 18, 2022
6:00 - 7:00 pm

Coactuate

Coactuate x QCA Coffee Chats

Coactuate consultants hosted 30-minute coffee chats with any student who was heading into their 3rd or 4th year in the QCA membership program on a first-come, first-served basis!

Coactuate



Capco Info Session

Capco invited students entering their third or fourth year to a hybrid information session to learn more about business and technology consulting. Students got the chance to learn about career opportunities and network with the Capco team.

August 25, 2022
5:30 - 7:30 pm

CAPCO

Mastercard Case Prep Workshop

Queen's students interested in becoming consultants at MasterCard had the opportunity to case prep with MasterCard representatives for their case interviews!

August 31, 2022

5:00 - 6:30 pm



QCA Boutique Consulting Panel

QCA joined forces with Coactuate, Alpha FMC, and Cognizant to deliver an exceptional event: Boutique Consulting Night Panel. This evening featured a series of captivating lightning talks and engaging networking sessions with representatives from various boutique consulting firms.

September 28, 2022

5:00 - 6:30 pm

Coactuate

 **Alpha**

 **cognizant**

Scotiabank Strategy Networking Event

The Scotiabank Strategy team collaborated with QCA to provide 3rd year Queen's students with a unique networking opportunity. Students were able to hear first hand from the team's representatives to learn about their roles and their work.

October 4, 2022

5:30 - 7:00 pm



Introduction to Consulting Panel

The Introduction to Consulting panel was held in Goodes Hall and featured five upper-year panelists with previous internships in consulting. They answered questions regarding why they chose to consult and what the recruitment process looked like.

October 5, 2022

7:00 - 8:00 pm



Agile Methodology Workshop

Konrad, a leading global digital consulting and innovation firm, hosted a workshop in partnership with QCA and QMIND on utilizing Agile Methodology in the world of consulting. Attendees gained insights into Konrad's design thinking approach, learned about Agile Methodology, and had the opportunity to network with Konrad representatives.

October 18, 2022
4:30 - 6:30 pm



Bain's CREW Program

QCA introduced the Bain Connecting & Resourcing Empowered Women (CREW), a leadership program for sophomore undergraduate women. The program was designed for second-year women with exceptional leadership potential. Participating as a member of Bain's crew provided students with opportunities to build their leadership toolkit, expand their network, and have the opportunity to interview for Bain's Summer 2024 Associate Consultant Internship (ACI) position.



Women in Consulting

QCA, in partnership with Queen's Women in Leadership, explored women's experiences in consulting, including the unique challenges women face and the support systems provided by firms. It aimed to encourage female students to pursue the consulting career path by sharing the lived experiences of female consultants.

October 19, 2022
6:00 - 7:00 pm



Big 4 Consulting Day

QCA organized an exciting "2 in 1 firm day" for 33 selected students, where they had the opportunity to visit KPMG and Deloitte in Toronto. The event included office tours, informative speaker panels on various consulting service lines and networking opportunities.

November 24, 2022



Deloitte.

Mastercard Firm Day

Mastercard extended an invitation to Queen's students to join the Mastercard Toronto team on an afternoon tour of their office and teach students about their working environment and culture first-hand.

December 20, 2022

4:30-6:30 pm



Exiting into Tech Panel (QCA x QSC)

QCA collaborated with Queen's Startup Consulting to bring Queen's students a panel showcasing the careers and journeys of former consultants who have gone down two of the major post-consulting paths: big tech and entrepreneurship. Panelists spoke about why they chose their respective career paths, how their time in consulting aided them in their success, and much more.

January 16, 2023

5:30 - 6:30 pm



Erika Peterson Speaker Spotlight

QCA organized a Speaker Spotlight event featuring Erika Peterson, Managing Director at BlackRock. With an illustrious career path spanning various renowned organizations including Scotiabank, Bain, Google, and ultimately BlackRock Solutions, Erika captivated attendees with her invaluable insights and experiences. Her educational journey, from Queen's University to the University of Toronto, served as an inspiring example of personal growth and achievement, providing attendees with profound career perspectives.

January 30, 2023

5:30 - 6:30 pm



Erika Peterson
Managing Director at BlackRock

Zeya Yang Speaker Spotlight

In partnership with Queen's Startup Consulting (QSC) and Queen's Technology and Media Association (QTMA), QCA hosted a Speaker Spotlight event featuring Zeya Yang, Partner at Andreessen Horowitz. Zeya, a former co-chair of QCA, shared his journey and insights with attendees. Zeya's expertise in venture capital and tech and his involvement with renowned companies such as Facebook, Airbnb, Pinterest, Slack, and more, highlighted the impact of technology in the startup ecosystem and gave valuable wisdom to aspiring students!

February 8, 2023

6:30 - 7:15 pm



Zeya Yang
Partner at Andreessen Horowitz

Konrad Digital Strategy Case Competition

February 16, 2023
4:00 - 7:30 pm

Students from all top universities in Ontario were invited to apply to Konrad's Digital Strategy Case Competition. Throughout the competition, students worked in teams on a specific problem space to find a digital solution, plan its execution, and present the idea to a panel of Konrad judges. Students were given hands-on experience and a glimpse of what it's like to work as a digital consultant. The evening was capped off with an open networking session with Konrad representatives.



Consulting as a Career Panel (QCA x EY)

March 2, 2023
5:30 - 6:30 pm

QCA successfully concluded its Speaker Spotlight series with a panel discussion featuring consultants from Ernst and Young. The panel delved into the experiences of consultants with varying tenures in the field, exploring the factors influencing their career decisions to stay or exit the industry. Attendees gained valuable insights into the dynamics of long-term and short-term consulting careers, providing a deeper understanding of the profession.



McKinsey Firm Day

March 3, 2023

McKinsey Day 2023 offered students at Queen's University the chance to interact and learn from industry professionals at one of the world's largest consulting firms: McKinsey & Company. This event was held IN PERSON at McKinsey's Toronto office. This event was open ONLY to Queen's students in their 2nd or 3rd year who are eligible to apply to McKinsey's internship or full-time positions. Applications were evaluated by McKinsey & Company.

McKinsey
& Company

Education Resource Week

QCA posted stories over the span of a week to introduce members and followers of the association to all the educational resources that QCA has to offer. Students were informed about how to break into the consulting industry and where to find all the best resources to learn about consulting.



Case-cracking and Networking Roland Berger

March 7, 2023

4:00 - 6:00 pm

Roland Berger, an international management consultancy, partnered with QCA to host a case walkthrough and networking session for Queen's students. Consulting reps arrived on Queen's campus to host this session in person.



BCG Firm Day

March 31, 2023

Boston Consulting Group (BCG) partnered with the Queen's Consulting Association to host BCG Firm Day! This event was a fun and interactive way to explore the world of Management Consulting from the perspective of BCG. This event was exclusively marketed to students entering the penultimate year of their program and eligible to participate in a summer internship in 2023. During this session, they outlined the intern recruiting process and timelines and had Queen's alumni and other BCGers share their personal BCG summer internship experiences.



Bain 2023 Firm Day

March 10, 2023

Queen's students were invited to engage with industry professionals and learn about consulting from the lens of one of the world's largest management consultancies, Bain & Company. The invitation was extended to all second and third-year students studying at Queen's University.



QCA Coffee Chat Program

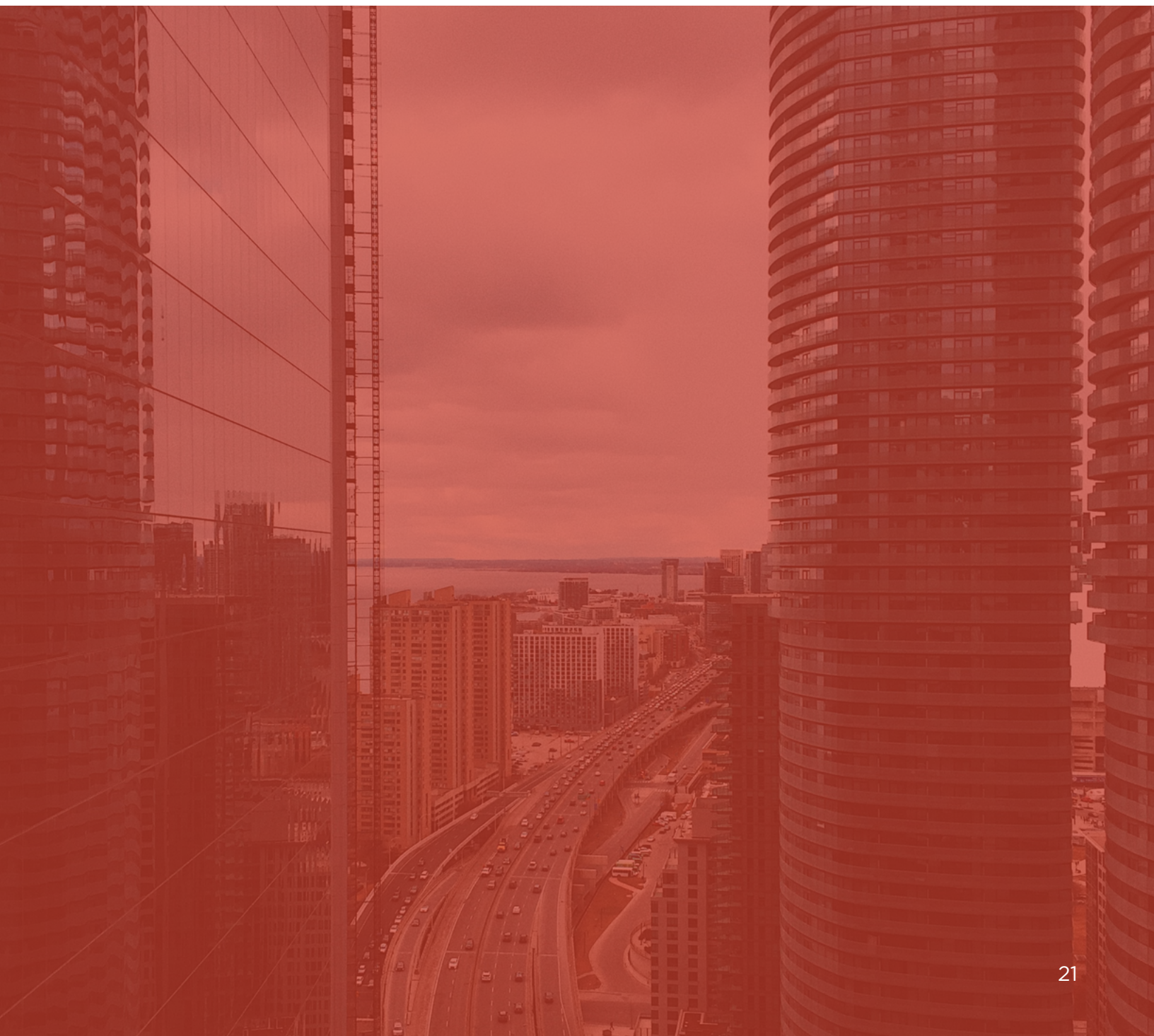
The QCA Coffee Chat program provided prospective QCA applicants with insights into the experience offered by each of our club portfolios! These engaging conversations facilitated a deeper understanding of the club and its vibrant culture and empowered students to make informed decisions about their fit within the organization.

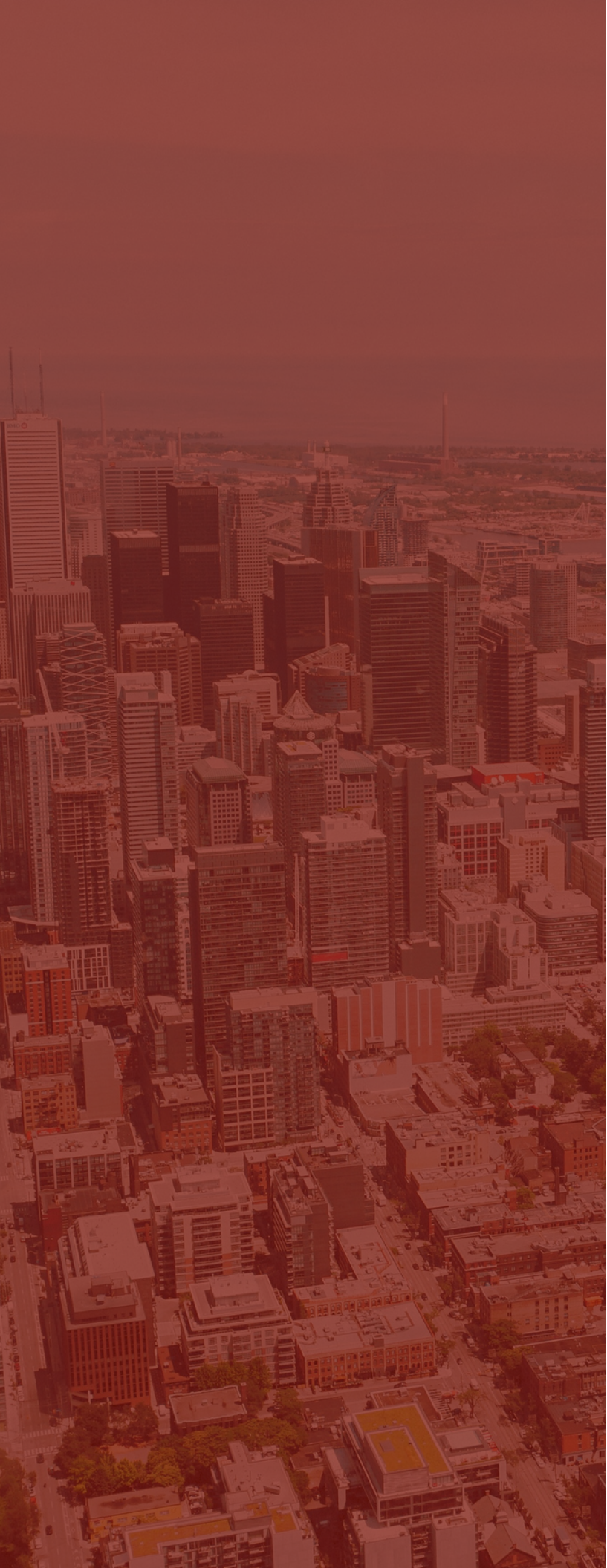


Accenture Accelerated Engagement 2023

March 27, 2023

Queen's University students were given the opportunity to network with Accenture industry professionals and participate in skill-building workshops.





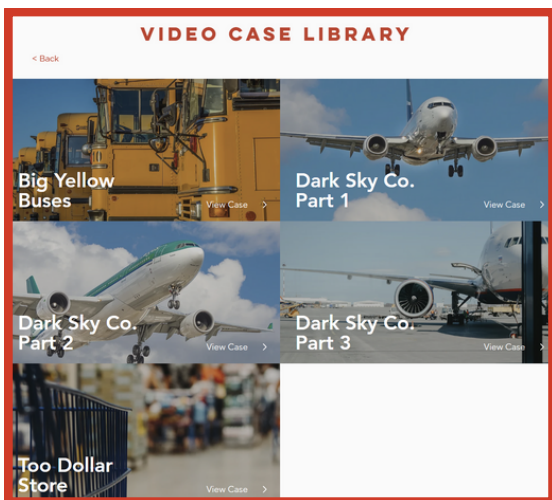
RESOURCES

Free CaseCoach Subscription



QCA members got a free subscription to CaseCoach, the market-leading toolkit preparing you for all aspects of consulting interviews. CaseCoach provides a range of services, from an extensive case library to targeted practice on specific elements of case competitions.

Video Case Library (Access to 3 live case walkthroughs)



The Video Case Library, accessible to QCA members through QCA's website, consists of three live case walkthroughs led by QCA alumni. Our first video was a QCA mock case with Angela and Julia, QCA's Co-Presidents. It is perfect for beginners and people looking to refine their case skills! The second installment is split into three parts: Intro and Framework, Analysis, and Closing. Cameron Schmidt, VP of Education, and Stephanie Phung, Education Director, comprehensively break down the different aspects of the case interview and give their tips and tricks to succeed no what scenario is thrown at you! The third video was led again by Angela and Julia, who broke down the various components of solving a case.

Interview with Consultants Book



Discover the ultimate information hub for aspiring consultants! Delve into Queen's alumni's diverse and insightful career journeys across a wide range of consulting firms, from small startups to the largest consultancies, spanning both the management and technology sectors. This Consultant Interview Book provides insights into recruitment strategies and various company cultures.

2022 Consulting Industry Guide



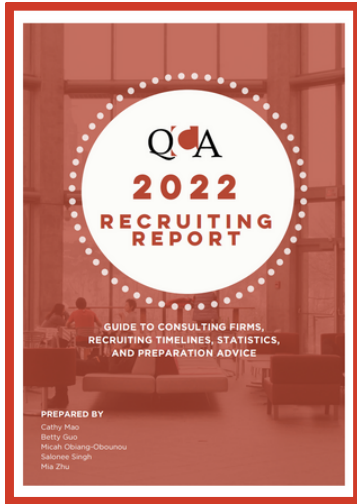
Are you interested in pursuing a career in consulting but have no idea where to start? The Industry Guide provides a comprehensive introductory look at different firms within the industry. Learn about what firms do, what an internship and full-time recruitment look like, the first steps you can take, and a vast trove of other information our team has put together!

Podcast (New)



QCA launched the very first episodes of the QCA education podcast! The podcast is about highlighting unconventional paths for consultants. The first episode featured Cindy, an international student in her 4th year who finished an internship at Deloitte over the summer. QCA members can access the podcast directly through QCA's official.

2022 Recruiting Report (Updated)



The 2022 QCA Recruiting Report explores the distinctive recruiting procedures used by top consulting firms. Dive into the inspiring recruiting journeys of successful candidates as they navigated their way through the competitive recruiting landscape. Gain unparalleled insights into the strategies and approaches that led them to success, equipping you with invaluable knowledge for your own recruiting journey!

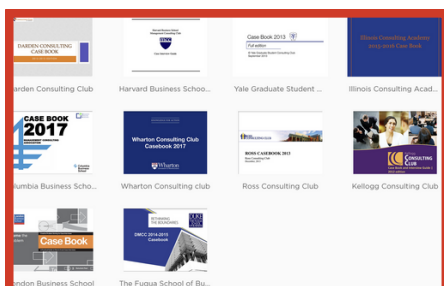
QCA Case Preparation Booklet

Starting case preparation can be challenging; QCA developed a beginner case book of fourteen original cases written by QCA to combat this. The first four cases were designed for individual practice and understanding the basics; the remaining ten were made to be practiced with a partner. On average, the cases in this book are less challenging than ones available in other case prep resources, and the book serves as an introductory guide to case preparation.



Case books

QCA offers students a variety of case books from 10 top business schools worldwide. The case book informs students of the general structure of consulting case interviews, provides an overview of a wide range of consulting firms, and provides a plethora of practice cases with step-by-step breakdowns of potential solutions.





queensconsultingassociation.com



instagram.com/queensconsultingassociation



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