

ConsultingSim

The Consulting Project Experience

DANILO DI SALVO

JAMES PARROTT



ConsultingSim provides a safe environment for students to gain meaningful consulting experience, and is made up by an international team of consultants, academics and developers



Danilo Di Salvo

Developed and taught three award-winning modules; Introduction to Consulting, Developing Consulting Expertise & Information Systems Consulting

SKILLS

Strategy & Innovation



Aerospace



Entrepreneurship



SELECT PROJECT EXPERIENCE

Manufacturing, Go To Market Strategy

- Quantified the effect that increasing electrification in the automotive industry was expected to have on the revenue of multi-billion dollar revenue business.

M & A Strategy, Profitability

- Established a pipeline of high value M&A targets for an engineering conglomerate wishing to increase their share price by diversifying in to the aerospace sector.

M & A Strategy, Technology Innovation

- Provided acquisition targets for a global technology business wanting to increase their profit margin through inorganic growth. Established roadmaps and analysed businesses acting in advanced technology sectors.

Public Sector, Legislation and Policy Development

- Evaluated the law pertinent to next generation personalised air transport (i.e. drones) in order to understand the potential market penetration of innovative start-up.

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James Parrott

Supports clients in navigating complex issues across corporate strategy, M&A strategy, and growth & innovation to drive cost or revenue-led transformative change

SKILLS

M&A



Strategy



Operations



SELECT PROJECT EXPERIENCE

Technology, Post-Acquisition Revenue Synergy Realisation

- Currently advising on new growth opportunities following the successful £9bn acquisition of a competitor by a European technology provider.

Technology, Strategic Target Operating Model Design for Internal Merger

- Designed an integrated target operating model of six internal brands into a unified go-to-market engine. Future-proofed the organisation by conducting detailed analysis of market, customer, and competitor trends.

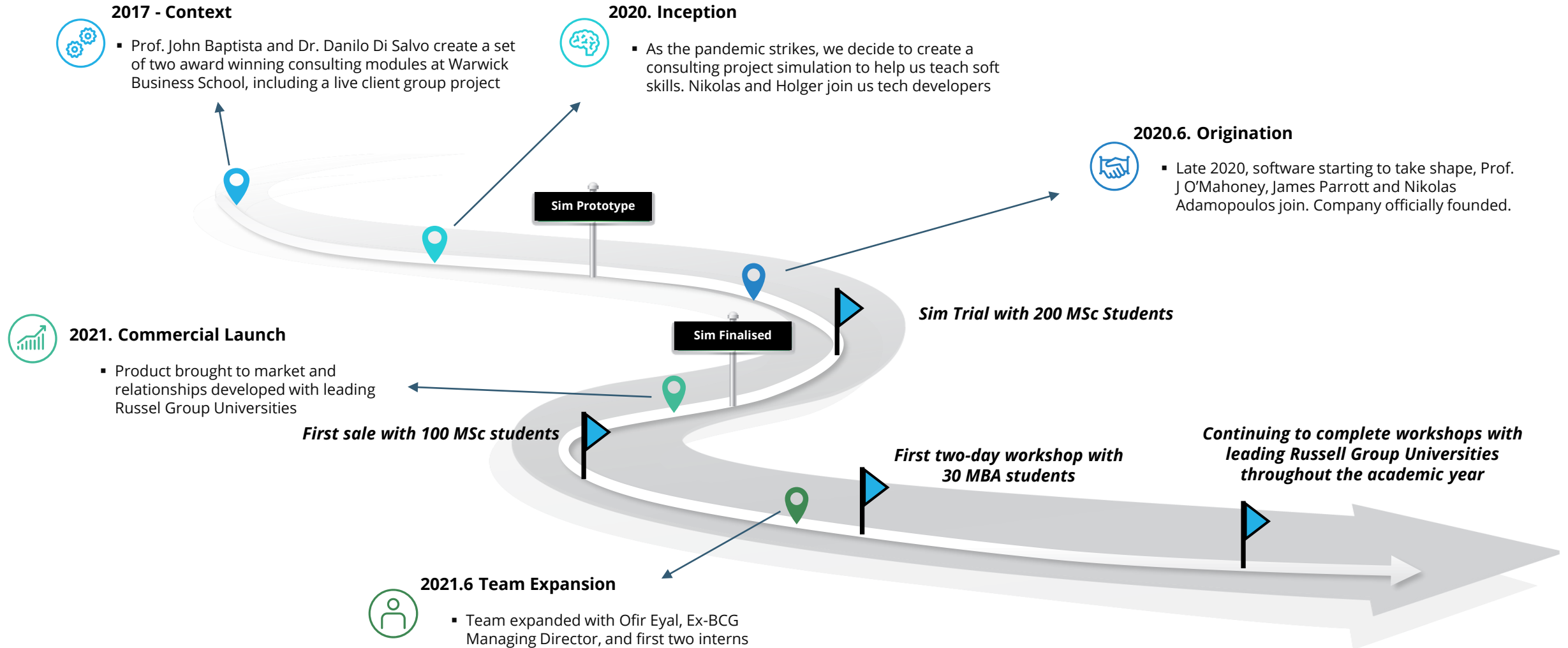
Healthcare & Lifesciences, Pre-Acquisition Go-To-Market Engine

- Currently designing a customer-led go-to-market engine by conducting an as-is capability maturity assessment, defining a best-in-class engine, and performing gap analysis to develop a transformation roadmap.

Healthcare & Lifesciences, Post-Acquisition Operational Excellence Programme

- Executed a R&D excellence programme to deliver operational savings, including an implementation plan to accelerate submission and approvals for growing and emerging markets, reducing time-to-market.

ConsultingSim was founded during the pandemic as an answer to the demand for immersive and realistic online resources for learning, teaching and assessing



We bring the world of consulting to life for students by offering an immersive and realistic workshops, allowing them to experience the challenges of consulting first-hand

The Problem

- How can we give students the **authentic** consulting experience in a **safe environment**?

Our Solution

- ConsultingSim provides workshop services to Universities throughout the UK, **developed and delivered by academics and industry professionals** for everyone from **Undergraduates to Executive MBAs**.
- *"No clients will be harmed in this process!"*



We tailor all our workshops to meet the specific requirements of each university, and can adjust the depth and complexity of content to cater to audiences ranging from undergraduates to executive MBAs



Introduction to Consulting & Cases

Our introductory workshops on Consulting offer learning materials and can be adjusted to last either a half or full day, with two options available

Introduction to Consulting workshop covers:

- An overview of the consulting industry and projects
- An Introduction to core consulting frameworks

Introduction to Cases workshop covers:

- An overview of the hiring process
- “How-to” guides for fit interviews and case studies
- Group case study practice



The Consulting Experience

Our most popular workshop is spread over 2 days and offers intermediate learning materials for those looking to gain experience in Consulting.

The Consulting Experience workshop covers:

- All “Introduction to Consulting” 1 day workshop content
- Introduction to, and use of, the immersive simulation
- An introduction to project scoping
- Data gathering interview best practice methodologies
- Application of intermediate problem structuring frameworks and data analysis frameworks



Developing Consulting Expertise

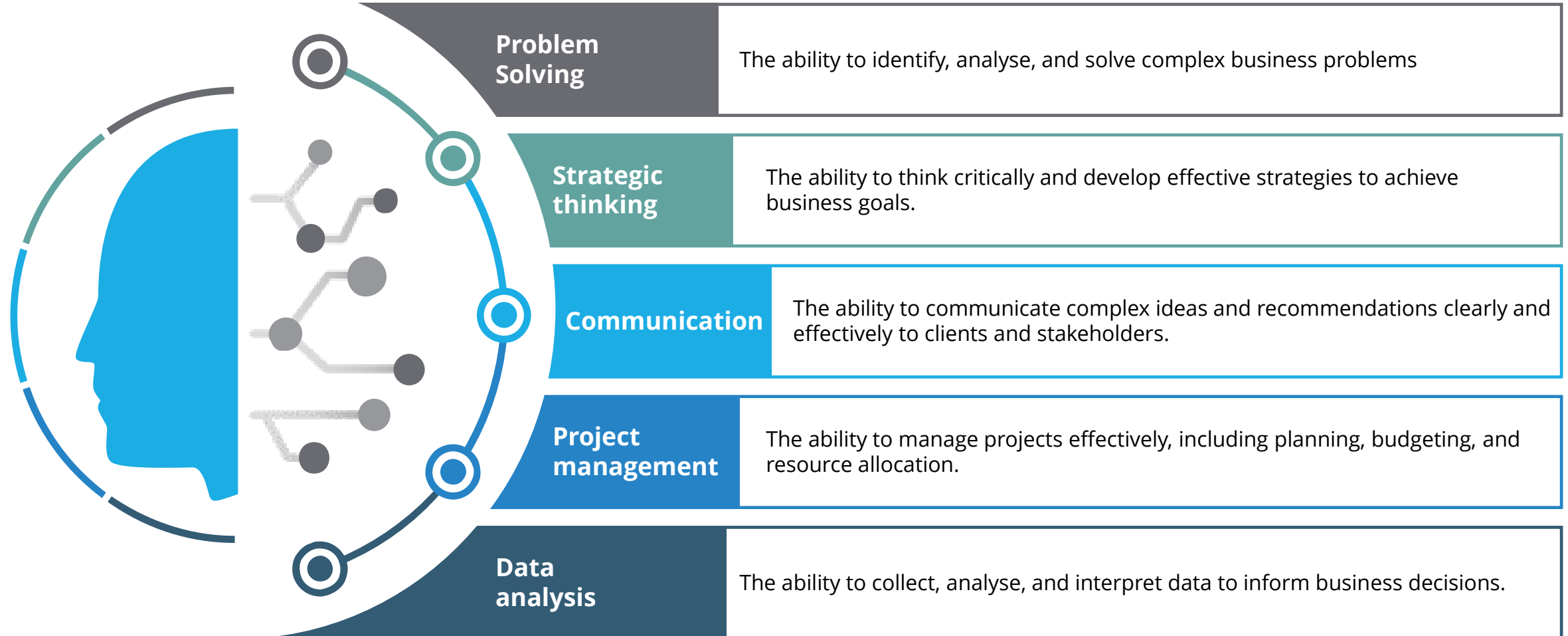
This workshop is spread over 5 days and offers advanced learning materials for those looking to gain tangible work experience in Consulting, usually during an application process.

The Developing Consulting Expertise workshop covers:

- All “Consulting Experience” 2-day workshop content and simulation access
- Further depth on the different types of consulting and opportunities available
- Application of advanced problem structuring frameworks and data analysis frameworks
- In-depth presentation and communication skills practice
- Tailored individual feedback to all participants

Our workshops teach frameworks and methodologies that can be widely applied, making it a valuable experience for anyone looking to develop their problem-solving and strategic thinking abilities, regardless of their career path

Transferable skills for any career



At the core of our philosophy is empowering students to seize opportunities, whether it's gaining knowledge about the consulting industry, getting ready for the application process, or honing skills for final stage case study interviews

Our Values



Empowered Learning

We maximise the value of undergraduate, masters, or MBA courses by fulfilling students' demand to apply their skillset to real-world scenarios.



Engaging Collaboration

We foster a collaborative and immersive environment that encourages creativity and teamwork throughout students' experience.



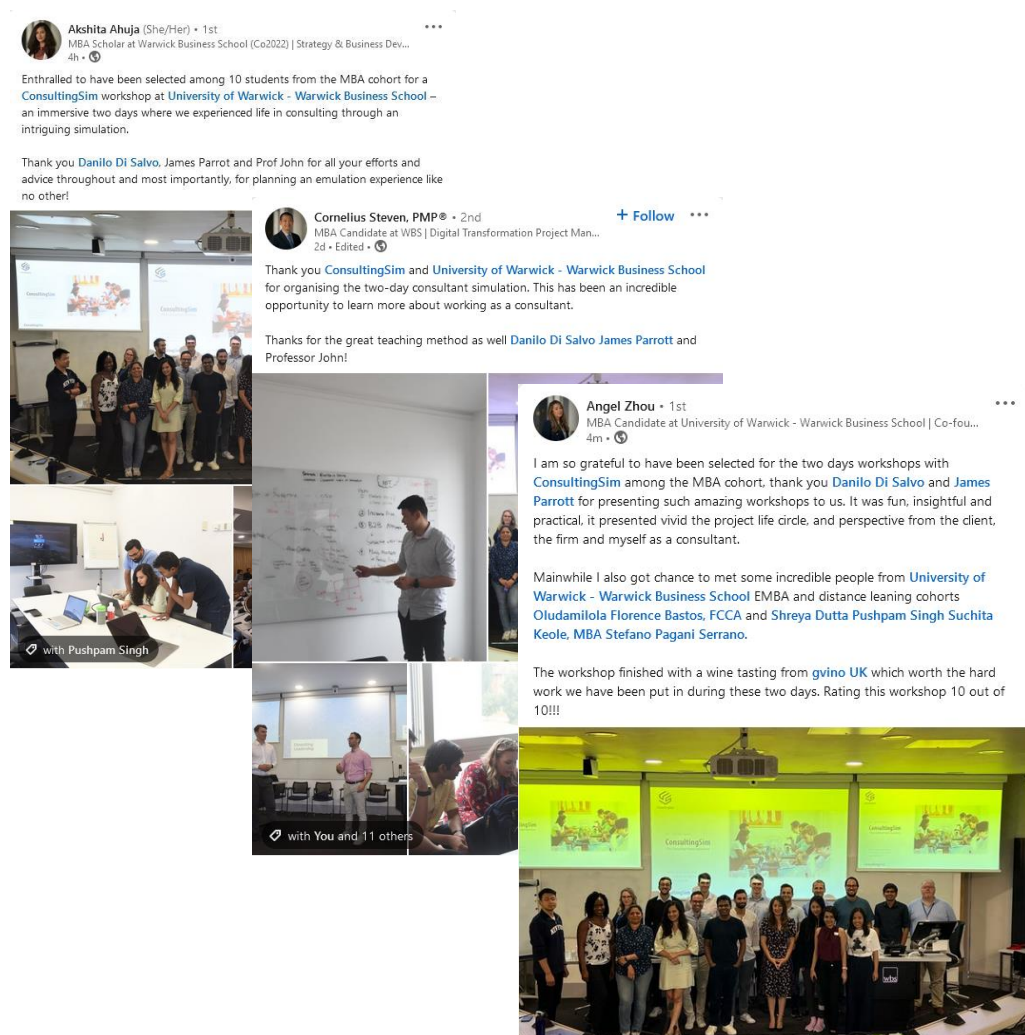
Uncompromising Quality

We deliver the highest quality services, ensuring that both students and professors receive the best possible experience.



INTRODUCTION | FEEDBACK

Much of the feedback received centres around the immersiveness of the simulation, alongside the complexity and applicability of the methods, frameworks and soft skills that it tests



Akshita Ahuja (She/Her) • 1st
MBA Scholar at Warwick Business School (Co2022) | Strategy & Business Dev...
4h • 🌐

Enthralled to have been selected among 10 students from the MBA cohort for a [ConsultingSim](#) workshop at [University of Warwick - Warwick Business School](#) – an immersive two days where we experienced life in consulting through an intriguing simulation.

Thank you [Danilo Di Salvo](#), James Parrot and Prof John for all your efforts and advice throughout and most importantly, for planning an emulation experience like no other!

Cornelius Steven, PMP® • 2nd
MBA Candidate at WBS | Digital Transformation Project Man...
2d • Edited • 🌐

Thank you [ConsultingSim](#) and [University of Warwick - Warwick Business School](#) for organising the two-day consultant simulation. This has been an incredible opportunity to learn more about working as a consultant.

Thanks for the great teaching method as well [Danilo Di Salvo James Parrott](#) and Professor John!

Angel Zhou • 1st
MBA Candidate at University of Warwick - Warwick Business School | Co-fou...
4m • 🌐

I am so grateful to have been selected for the two days workshops with [ConsultingSim](#) among the MBA cohort. thank you [Danilo Di Salvo](#) and [James Parrott](#) for presenting such amazing workshops to us. It was fun, insightful and practical. it presented vivid the project life circle. and perspective from the client, the firm and myself as a consultant.

Mainwhile I also got chance to met some incredible people from [University of Warwick - Warwick Business School](#) EMBA and distance learning cohorts [Oludamilola Florence Bastos, FCCA](#) and [Shreya Dutta Pushpam Singh Suchita Keole, MBA Stefano Pagani Serrano](#).

The workshop finished with a wine tasting from [gvino UK](#) which worth the hard work we have been put in during these two days. Rating this workshop 10 out of 10!!!



"It was fun and I learnt loads of insights of being a consultant, the course defiantly helping not only the interview process but also when I start working in the consultant firm, really good course! Thanks a ton for this journey."



"The methodology was captivating and insightful. Time management was a good balance for balancing the pressure these days. In addition, the clarity and content of the slides helped build a better understanding of the required skills in consultancy"



"This is my first time of attending an event like this. It was a great experience both on personal and professional level. I learnt great nuances about consulting which I believe will be immensely helpful to me in my future. I would recommend more and more people to attend this session...!"



"Really well organised , very good practice session , learning and working in a team environment."



"Amazing session, leaned a lot and realised what it takes to be a consultant."



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