

Project description

A.T. Kearney Management Consulting Club

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Content

- **Introducing A.T. Kearney**
- Introducing A.T. Kearney Management Consulting Club



A.T. Kearney is a global team of forward-thinking collaborative partners that delivers immediate impact and growing advantage.

We are talented problem solvers who revel in cooperating with others to create and implement elegantly simple, practical, and sustainable solutions.

Since 1926, we have been trusted advisors on CEO-agenda issues to the world's leading organizations across all major industries and sectors.



Vision 20/15

To deliver superior, sustainable results for our clients and each other, we will build on our rich legacy and full range of consulting services as we:

Connect across all borders and boundaries, driving global innovation and collaboration.



Lead in all we do to ensure our clients lead in all they do.

Sustain success by nurturing our people while harmonizing limited resources, social responsibility, and profitable growth

By doing good, we will do well for our clients, ourselves and our community. We do this with **passion** for people, ideas, and the world in which we live.

Vision **20/15**
connect | lead | sustain

Principles of Partnership Culture and Behavior

Our commitments to:	Vision 20/15	Connect 	Lead 	Sustain
	Our Clients	We <i>collaborate with clients and colleagues</i> to deliver excellence.	We leave our <i>thought-leadership</i> mark on our clients' organizations and industries.	We build long-lasting relationships and deliver <i>enduring results</i> .
	Our People	We are a <i>one-firm firm</i> and work across organizational and geographic boundaries.	We are committed to the <i>development and growth</i> of our people.	We promote <i>excellence, diversity, and inclusion</i> at all levels, ensuring a rich culture.
	Our Firm	We believe that A.T. Kearney is <i>our</i> firm; individual successes and failures are <i>shared successes and failures</i> .	We <i>develop and contribute</i> to firm initiatives, positively supporting decisions and policies.	We expand our <i>knowledge and expertise</i> to secure an indispensable position with clients.
	Our Community	We support our communities, knowing that <i>by doing good, we do well</i> .	We <i>lead by example</i> in addressing community issues.	We nurture <i>community relationships</i> to promote lasting positive change.

We're built on the strong values instilled by our founder

“Our success as consultants will depend upon the **essential rightness** of the advice we give and our capacity for convincing those in authority that it is good.”

Andrew Thomas Kearney
(1892-1962)



Success through collaborative relationships

“The one thing needful is that we all work wholeheartedly as members of the team.”

Diversity of expertise

“The true strength of this firm, as in any organization, lies in the fact that we are all different.”

Intellectual integrity and community commitment

“A consultant to be worth his salt must give honest judgments not necessarily those which he thinks the clients would like to hear.”

We have a rich and proud history

1926

Predecessor firm established



1935

Tom Kearney becomes managing partner

1946

Firm adopts name A.T. Kearney & Company



1972

First Asian office opens in Tokyo

1964

Firm opens first international office in Düsseldorf



1988

Firm surpasses \$100 million in revenue

1993

Firm marks 10th straight year of double-digit growth

1995

A.T. Kearney becomes wholly-owned subsidiary of EDS



1998

Premier of *Executive Agenda*, the firm's thought-leadership journal

2006

A.T. Kearney completes management buyout from EDS; partners elect Paul A. Laudicina as managing partner and chairman of the board



2008

A.T. Kearney receives Excellence in Diversity award and is named one of the "10 Best Firms to Work For" by *Consulting Magazine*



2011

A.T. Kearney is named to *Consulting Magazine's* "Best Firms to Work For" list for fourth straight year



2010

A.T. Kearney becomes first major consulting firm to announce and achieve carbon neutrality



We combine deep insights with local expertise wherever we operate

A.T. Kearney's offices are located in major business center in 39 countries

Americas	Atlanta Calgary	Chicago Dallas	Detroit Houston	Mexico City New York	San Francisco São Paulo	Toronto Washington, D.C.	
Asia Pacific	Bangkok Beijing	Hong Kong Jakarta	Kuala Lumpur Melbourne	Mumbai New Delhi	Seoul Shanghai	Singapore Sydney	Tokyo
Europe	Amsterdam Berlin Brussels Bucharest	Budapest Copenhagen Düsseldorf Frankfurt	Helsinki Istanbul Kiev Lisbon	Ljubljana London Madrid Milan	Moscow Munich Oslo Paris	Prague Rome Stockholm Stuttgart	Vienna Warsaw Zurich
Middle East and Africa	Abu Dhabi Dubai	Johannesburg Manama	Riyadh				

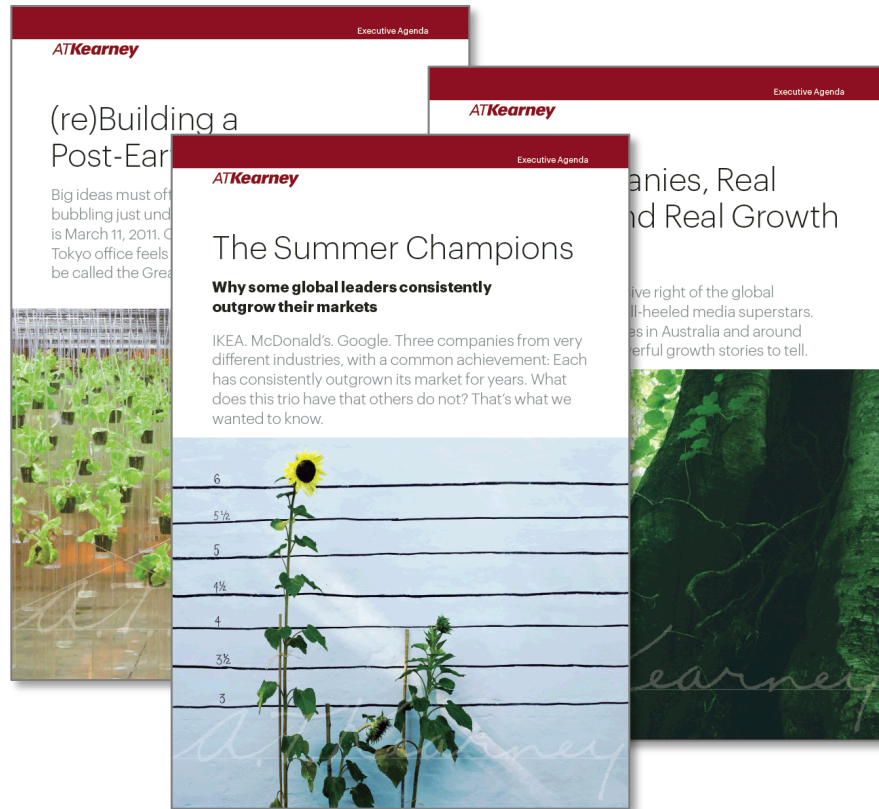
Our expertise spans a wide range of industries and services

A.T. Kearney Capabilities

		Industries							
		Automotive	Comms & High Tech	Consumer Goods & Retail	Financial Institutions	Government	Pharma & Health-Care	Energy & Process Industry	Transport, Travel & Infrastructure
Services	Strategy, Marketing & Sales								
	Organization & Transformation								
	Operations & Supply Chain Management								
	Strategic IT								
	Procurement Solutions								

Ideas and Insights – A.T. Kearney thought leadership

Executive Agenda

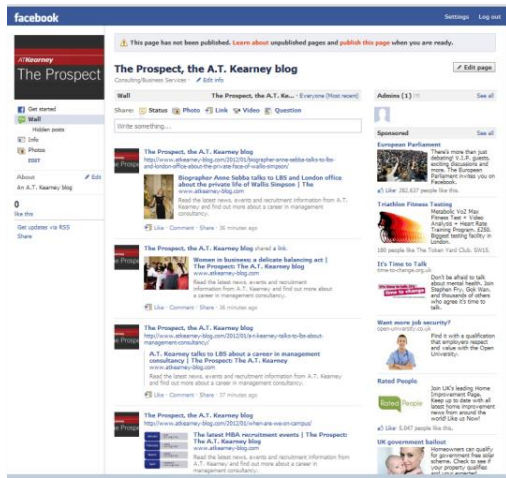


Issue papers



Relationships created at A.T. Kearney last a lifetime, and we are always finding new ways to stay in touch

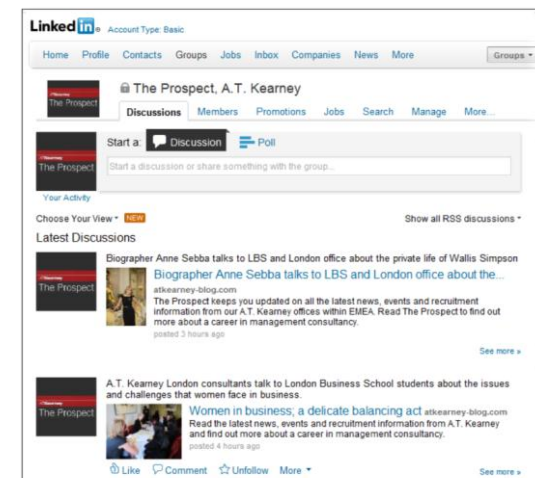
Facebook



Blog



LinkedIn



“The culture is the real asset of A.T. Kearney.”

“It amazes me that I continue to hear from old clients and chat about business opportunities more than a dozen years after actively working with A.T. Kearney.”

“A.T. Kearney remains close to my heart.”

Our Lead Partner

Paul A. Laudicina

Managing Partner and Chairman of the Board

- Elected lead partner and chairman by the firm's shareholders in 2006
- Founder and Chairman of A.T. Kearney's Global Business Policy Council, the consulting industry's longest-standing strategic services for CEOs
- Has more than 25 years of global consulting and management experience in industry, government, and research institutions
- Is the author of numerous articles and books, including *World Out of Balance* (McGraw-Hill, 2005)
- Named one of the "Top 25 Most Influential Consultants" by *Consulting Magazine* in 2005 and again in 2007



Content

- Introducing A.T. Kearney
- **Introducing A.T. Kearney Management Consulting Club**

From A.T. Kearney Management Consulting Club's Vision and Mission, we've derived our goals, which are aligned with our brand pillars

Vision

To be a base for all university marketing activities

Mission

Identifying and coaching future top management consultants

Goals

Offer a unique opportunity to the students

Increase collaboraiton with academic community

Identify highest potentials for consulting

Increase brand awareness

Brand pillars

Collaborative



Authentic



Forward-thinking



A.T. Kearney Management Consulting Club follows our brand pillars which reflect the values upon which the firm was built and characterize the way we operate today

Collaborative



- Work together with students and academics
- Achieve win-win for everyone involved
- Deliver lectures and workshops
- Provide guidance, coaching and advice

Authentic



- First top management consulting company to launch a management consulting club in Croatia
- Hands-on approach
- Real life experience

Forward-thinking



- Engage proactively to identify our future colleagues
- Position our Brand among future clients
- Offer a unique opportunity to the students and prepare them for a management consulting career

A.T. Kearney MCC will be functioning through collaboration of Students, EFZG and A.T. Kearney

A.T. Kearney Management Consulting Club Students

A.T. Kearney			EFZG
Offering	Expecting		
<ul style="list-style-type: none"> • Objectives • Tasks • Materials 	<ul style="list-style-type: none"> • Dedication • Determination • Deliverables 		<ul style="list-style-type: none"> • Support • Collaboration (monitoring and development of the project)

Lectures
(PMI, Strategic Procurement,
Retail sector in the Region)

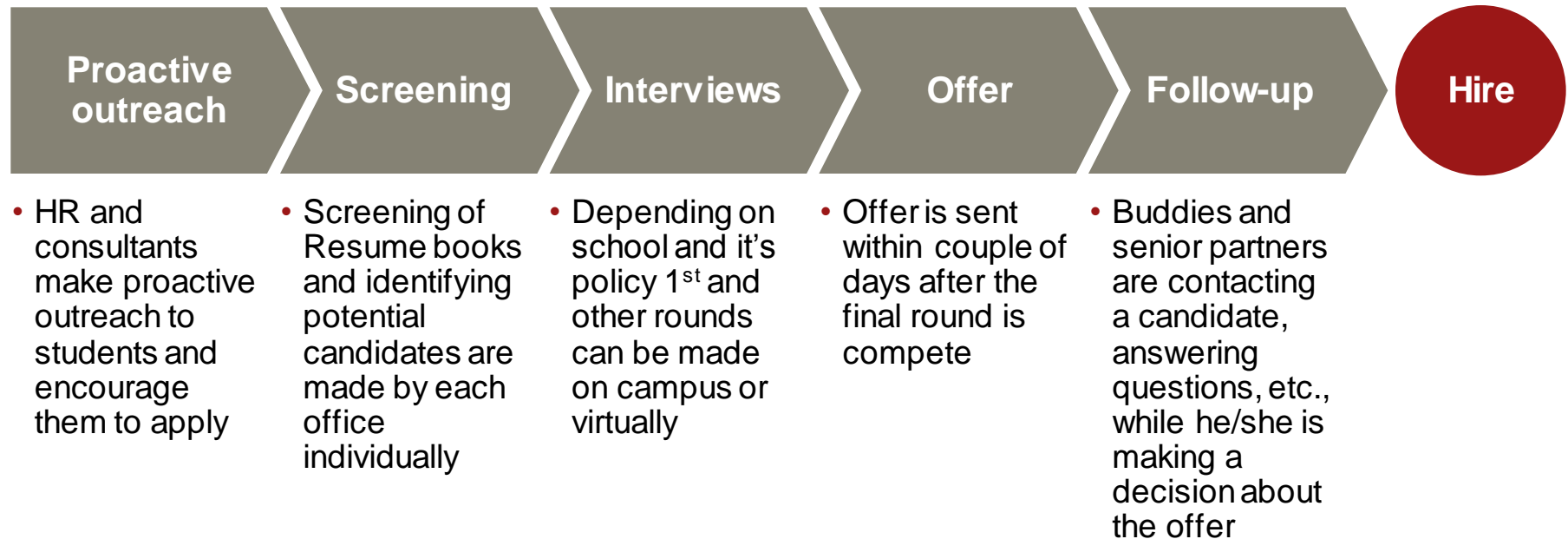
Workshops
(Problem solving, teamwork &
communication, ace the case)

Projects
(student consultants – helping
community, small companies
and crafts...)

Planned project steps and a general timeline for the 2012



Overview of the general recruitment process



We hope that you are going to be the one that goes all the way, and becomes our new colleague

A.T. Kearney