

## MCKINSEY EXCELLENCE SCHOLARSHIPS FROM THE GRADUATE INSTITUTE TO CONSULTING

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Why is McKinsey interested in recruiting students from the Graduate Institute?

McKinsey & Company is an international management consulting firm with 92 offices in 53 countries. We are always looking for distinctive people who demonstrate drive and passion and who come from a wide range of backgrounds. This allows us to bring together the best expertise in our teams. Our consultants work primarily at a client's location to help them establish a close and trustful relationship with the client. Often, this requires that they work abroad and with people from various countries, backgrounds and cultures.

For these reasons, McKinsey is very interested in meeting candidates from the Graduate Institute. You come from the top universities around the globe. You are curious, open-minded and want to further develop your analytical skills. You are also used to working with people from countries and cultures other than your own.

Consequently, McKinsey has decided to contribute to the further education of the Graduate Institute's students and encourage them in achieving their career and academic goals. Since 2007, McKinsey has rewarded up to three students every year for their excellent academic and personal achievements.

What can students from the Graduate Institute expect from a career with McKinsey?

Two things stand out that make McKinsey special: *choices* and *growth*. As the largest management consulting firm worldwide, McKinsey possesses unrivalled experience and expertise. The clients we serve range from multinational corporations to small-to-medium-sized companies, as well as non-profit organisations and governments. Thus, our consultants have the opportunity to work on a very wide range of projects. For example, evaluating how to attract new customers and increase the frequency of customer visits for a retail company or how to implement a viable healthcare system for a developing African country.

At the beginning of their careers, junior consultants usually work in a variety of industries on many different topics and in different subject areas. This way they can discover all there is to see in the world of business. As consultants gain experience, they have the opportunity to shape their own career and can specialise in a sector or a function they most enjoy.



Connexion 2009, the Career Forum

Such diversity means that McKinsey provides continuous opportunities for learning, professional progress and personal development. Consultants discover new things every day, both on the job and through a wide range of formal training courses and informal mentoring. These provide consultants with the tools they need to develop and take on new responsibilities and challenges as their careers evolve.

Up to three excellence scholarships covering tuition fees are awarded annually by McKinsey & Company to students enrolled in any degree programme and who display an outstanding record of academic and personal achievement. Recipients must demonstrate clear personal impact and distinctive leadership in their extracurricular activities, have already completed an internship, and possess outstanding communication, collaboration, team-player and problem-solving skills. A notable field experience in a developing country would be an asset.

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### Testimonial from one of last year's recipients, Willem Oosterveld:

"I heard about the scholarship via a communication from the Institute's Career Services. What particularly encouraged me to apply was the fact that McKinsey was looking for candidates who have been successful at the international level, academically and in their professional careers. The scholarship enabled me to complete my dissertation proposal and to accomplish numerous international assignments for my employer. As a result, I am now ready to do a year of full time dissertation research at a major American university."