



Prospective Student  
Online Chat Transcript  
Tuck Q&A with Career Clubs  
5/2/2017 12pm ET

## **Club Leadership**

**Oyekola: I will like to know how the leadership of the different clubs are constituted.**

Lucy Zuraw: The leadership of the clubs are typically 3-4 members of the second year class, and are either voted on by the members of the club or decided upon by last year's chairs. In the spring, the clubs will transition in leadership from the second year to first year class to give an opportunity for the classes to work together in leadership. I am a first year and became a chair of the Travel and Hospitality Club and Tuck Volunteers Club about a month ago.

**Nick: How is club leadership decided?**

Molly Burke: Every club has their own process. Typically some combination of applying and voting.

## **Consulting**

**Michael: For Consulting, do you have a recommendation on summer readings prior to school to give us a jumpstart on case prep?**

Chris Trakimas: How to Get a Job in Consulting – Stephen Pidgeon Case Interview Secrets – Victor Cheng Case in Point – Marc Cosentino How to Get Into the Top Consulting Firms: A Sure Fire Case Interview Method – Tim Darling

**Toby: Would you recommend reading those books before arriving on campus? Or don't worry about casing and interview prep until after arriving on campus?**

Chris Trakimas: I would recommend reading/skimming books while you have some free time over the summer but I would not read the parts that get into the case interviews yet. I would also research some of the different firms and what consultants actually do to make sure you know what you are getting into before the fall. I would definitely not start actually practicing casing prep until you get to campus in the fall.

**Kaitlin: I was wondering how many students typically begin their consulting careers as a generalist versus specializing in something like health care, technology, or industry. Do you feel like most students have a sense of what they want to specialize in long -term by the time they graduate or is this something that comes after a few years of working for a consulting firm as a generalist?**

Chris Trakimas: In my class this summer is probably ~70% generalist 30% focused. A lot of the firms want you to get a broad exposure. There are some people who specifically want to focus on Ops, Tech/Digital, IT, Healthcare and there are also firms that specialize in these areas. I am joining BCG as a generalist and have requested a certain industry/function mix for the summer but do not know what I want to specialize in down the road.

**Rachel: What are the consulting companies that come recruit at Tuck? Also, are the classes at Tuck case-focused or lecture focused?**

Chris Trakimas: All of the top firms come to Tuck to recruit for consulting. Also - if there are smaller/niche firms that may not traditionally hire Tuckies, the CDO (career development office) will reach out to them for you and get them in the Tuck pipeline.

**Ricko: Are the clubs doing any consulting projects for companies?**

Lucy Zuraw: There are many consulting project opportunities through Tuck. Three key opportunities are the First Year Project, which is a class your first year where you work with a group of 4 other students to consult for a company (you can pick from choices sourced by the school or source your own project). There are also Community Consulting projects - where you consult with a local non-profit and Global OnSite Consulting - which is over your second year winter break and is a 3 week consulting project at a company.

**Sangita: Does the consulting club focus on activities that would help students prepare for roles such as Corporate Planning in specific verticals or are the activities largely generic in nature?**

Chris Trakimas: The consulting club will have lots of partners coming in from each firm that are specialized in different areas (including Corp Fin). At Tuck the MBB and other firms will have resources on campus every day that you could leverage to connect with people working in specific function areas at the different firms.

**Sanjay: What's the MBB recruiting process like at Tuck? Do they interact with the Consulting club in a helpful way?**

Chris Trakimas: MBB has consultants that are dedicated to recruiting at Tuck and will be on campus almost every day (I did not actually expect how involved all the firms are with Tuckies). The consulting club works very closely with all the firms to ensure resources are available. There is no lack of networking, training, prep events at all the top firms at Tuck.

**Rachel: I would like to know more about the consulting club and how it helps students with their career prep.**

Chris Trakimas: The consulting club here has a very strong program to ensure students succeed at consulting careers. There are tons of resources available optional/mandatory throughout the year. A small example is: First-year recruiting kickoff in early fall, Case interview workshop, Fall treks to visit company offices, Mock case interviews with second year students, Second year career mentor through the Career Development Office, mentorship, etc.

**Aman: My question is for Chris from the Consulting Club: I work with Korn Ferry Hay Group - in our HR Consulting Space. A lot of work revolves around reward and leadership assessments, totaling 5 years, 2 months of experience. What is the typical background representation in consulting club? I am keen to understand how my current experience can be used within the clubs current operations.**

Chris Trakimas: The consulting club is the largest industry club at Tuck so there is a broad mix of backgrounds which makes the interaction within the club very exciting.

**Ceyhun: Does the consulting club heavily work on Strategy consulting? If not, how is the split on Technology/Operations vs Strategy Consulting?**

Chris Trakimas: There are opportunities in all of those areas. A lot of the top strategy firms have generalist models which allow you to take on cases in functional areas (e.g. strategy, tech, ops) and different industry verticals. There are also specific programs if you just want to focus on Ops or Technology consulting.

**Elizabeth: For the finance and/or consulting club, how much overlap do you have with the social impact group? For example, net impact consulting or social impact investing opportunities?**

Chris Trakimas: Tuck has a strong presence in Net Impact and Social Impact investing. We host a conference each year called Business and Society Conference where we had leaders in those fields speak to small groups. There is a group a lot of consultants take part in called "Tuck Community Consulting" which is pro bono consulting work around New England.

**Mridul: How involved is the consulting club for consulting recruitment? How does it support the students?**

Chris Trakimas: Very involved. The Tuck community is all here to support students successfully recruiting for consulting. There are lots of resources that are optional/mandatory. A small sample is: First-year recruiting kickoff in early fall, Case interview workshop, Fall treks to visit company offices, Mock case interviews with second year students, Second year career mentor through the Career Development Office, and mock interviews.

**Kaitlin: I have a question for Chris about the consulting club. Can you share some more information on the locations students travel to for recruiting? Are trips mostly taken to major cities in the Northeast?**

Chris Trakimas: I'm actually heading to Chicago this summer for my internship. My classmates have internships all across the globe. There is a big trek to Boston to visit with ~12 consulting firms in the fall to get a sense for all that they offer. Additionally, there are "city treks" to any city people are interested in recruiting. This year some of the most popular were SF, Chicago, NY, DC, London, etc. but all cities are available where the specific firms have offices.

**Nicholas: Chris, what do you think most contributes to Tuck's consulting placement success, especially with MBB? Is it more self-selection and just the sheer number of people who recruit for consulting?**

Chris Trakimas: Tuck has some of the strongest consulting numbers for any top MBA program. It really has to do with the support that you get from both your classmates, second years and career development resources (CDO). To give you an example, throughout recruiting I had an open door policy with the CDO who was a previous EM at McKinsey, the second years who were successful did tons of practice cases and mock interviews (some schools students pay to get advice, at Tuck everyone helps each other for free), my classmates were all close on campus and so it was easy for us to meet and talk through prep work. Tuck also focuses on team collaboration which is a strong focus for consulting firms.

**Rahul: Do we have access to specific divisions within consulting firms, such as energy division of Bain and McKinsey, or do we have access to boutique consulting firms specializing in energy sector?**

Chris Trakimas: For MBB most people will join as a "generalist" so you would have exposure to all industries. With that being said each firm has a slightly different staffing model and the office you are based out of may have exposure to more Energy cases (e.g. Houston). If there are specific boutique energy consulting firms you are interested in, Tuck would support you getting an interview and networking with them.

**Sheila: For consulting recruitment process, will there be any differences in interview questions between generalist role and specialist role? Will they exam the background or knowledge in a specific area from a candidate?**

Emily Martens: This will likely depend on each firm, and you should confirm the process with a recruiter from each of the firms in which you are interested. However, speaking from my experience, if you wish to apply for a specific practice, you will likely follow the normal on-campus recruiting process, which do not become practice-specific until your final second round interview.

## **Design**

**Saachi: Regarding the design thinking + innovation club, how does it create a real world experience for students? Are there treks to meet design thinking firms?**

Molly Burke: The design thinking club recently participated in a case competition. I'm not too familiar with what they do though. There have not been any specific design thinking treks.

**Sunaina: Is there a career club on design and innovation? If so how does it work with the curriculum and other clubs?**

Molly Burke: There is a design thinking club here.

Chris Trakimas: Yes there is a strong presence on campus around design and innovation. There are courses like "E-think, and Design Thinking" also lots of clubs to support these areas as well. My good friend is part of a team that just made the finals for a design thinking case competition.

## **Education**

**Yuheng: Can you talk about EdTech activities at Tuck?**

Molly Burke: I am not aware of any EdTech specific events but the education club recently went on a career trek to Boston.

## **Energy**

**Chiwei: I'm looking to learn more about the Dartmouth Energy Collaborative. Is there someone that is able to represent the club here and help expand upon how it works between Tuck & Thayer?**

Stephanie Butler: We don't have anyone in the room right now, but you're definitely welcome to reach out to the DEC leadership team; <http://www.Tuck.dartmouth.edu/mba/life-at-Tuck/clubs-and-activities/career>. We're also incredibly excited about the Irving Institute for Energy, which will be a Dartmouth wide resource on Tuck's campus. It will collaborate with pre-existing groups like the Energy Initiative (here at Tuck), and student clubs.

**Chiwei: I know that the Dartmouth Energy Collaborate exists as an interdisciplinary club between Tuck & Thayer. Since it seems like there is no representation here for the club, would it be best to reach out to the contacts on the Tuck website? Interested in learning more about those opportunities.**

Molly Burke: Yes, I think that would be best. I am not familiar with the collaborate.

**Sam: Is there a club related to sustainable energy at Tuck?**

Stephanie Butler: Yes! Energy is a very exciting topic around Dartmouth right now. I would suggest reaching out to the Dartmouth Energy Collaborative and Tuck Sustains leadership teams; <http://www.Tuck.dartmouth.edu/mba/life-at-Tuck/clubs-and-activities/career>. We're also incredibly excited about the Irving Institute for Energy, which will be a Dartmouth wide resource on Tuck's campus. It will collaborate with pre-existing groups like the Energy Initiative (explore this too!), and student clubs.

## **Entertainment, Sports, and Media**

**Kunal: I come from a finance background and looking to move towards a career in Entertainment/Sports. Just wanted to check if Lane McVey would be the right person to get in touch with or if you could advise me to get in touch with a particular professor it would be great. Thanks**

Molly Burke: Lane is great! Also, Rick Maynard.

## **Entrepreneurship**

**Rahul: Do the career clubs provide any help for entrepreneurial opportunities?**

Molly Burke: There is a center for entrepreneurship as well as many classes devoted to it. We also have access to the DEN which is Dartmouth's entrepreneurship center. There is not a specific club for it though.

**Rahul: Do we have incubators or access to incubators in Tuck?**

Molly Burke: The DEN is not an incubator.

**HCS: Is there an entrepreneurship club or business incubator/accelerator on campus?**

Molly Burke: Yes there is an entrepreneurship club. There is no incubator but we have access to the DEN which is Dartmouth's entrepreneurship center.

**HCS: How can I connect to DEN to learn more?**

Molly Burke: <http://www.den.dartmouth.edu/>

**Rachit: In addition to my previous question on CSR club. How could Tuck help me if I am interested in Social entrepreneurship?**

Molly Burke: There is an entrepreneurship club you can join as well as many classes related to entrepreneurship.

**Rahul: Is there a club for entrepreneurship or a center for entrepreneurship?**

Molly Burke: There is both.

## **Finance**

**Kevin: Are most students in the Finance club looking to break into IB/PE? Does the club serve other functions/goals?**

Radim Jaros: Most of the students in the Finance club are interested in going into Investment Banking roles. P/E and VC have a separate club at Tuck.

**Ricko: I am curious to learn about any banking/finance club and how the club helps students prepare for the post grad work.**

Radim Jaros: You can take a look at the presentation we prepared for you, but essentially from the very first week students get on campus the recruiting process starts with an introduction session, where the current second year students provide some initial information on the structure and expectations of the recruiting process and they, along with the CDO (career development office) guide you throughout the whole process.

**Francisco: This question is directed to Radim: can you tell us your day to day life in the finance club?**

Radim Jaros: Basically the finance club meets several times over the course of recruiting season, where the leaders/co-chairs let all the first year members about all the upcoming events, expectations etc. At the same time all the first years have their career mentors and also the co-chairs of the finance club are always available to meet for ad-hoc session if the first year students have any other questions.

**Francisco: How many students typically apply for the finance club and get accepted?**

Radim Jaros: Every student is allowed to join the club, attend the meetings and go to all the networking events on campus. However each student can only attend one trek (because they overlap) and for Investment Banking this is especially important and usually the time when a student has to make up his/her mind whether to pursue a career in this industry post-Tuck. There could of course be exceptions, but those are mostly rare.

**Rahul: Radim, I got to know from Arushi Khurana in a coffee session held in Delhi last year that Finance guys do a lot of travelling to NY in order to network, often missing out on classes owing to the networking. How do you guys balance with the rigorous curriculum and does it take a toll on the grades?**

Radim Jaros: We are expected to go to New York at least a few times, that is true. The networking events during the season are plentiful and definitely demanding (travel time as well as the preparation for all of them), but I think it is definitely doable while still maintaining grades that you want. You just have to plan accordingly and allocate time efficiently.

## **General Information**

**Rahul: I'd like to know from your practical experiences; how many clubs can a single person participate in actively? Is there any one of you who is managing more than 2 clubs simultaneously?**

Molly Burke: You can be in many clubs but probably not very active in more than 2. None of the clubs are really that time consuming though.

**Francisco: Are the clubs just student-based or are there a few teachers contributing ideas etc.?**

Radim Jaros: Clubs are mostly responsibility of students and the CDO. That said, at least in the finance club we occasionally organize a session with certain finance professors to talk about the state of the markets, current deals etc.

**HCS: Is there a way I can contact the co-chairs of each club? I would love to get involved with their activities.**

Lucy Zuraw: The club website lists the co-chairs and e-mail addresses of each club  
<http://www.Tuck.dartmouth.edu/mba/life-at-Tuck/clubs-and-activities/career>.

**Shekhar: Do we have club proceedings, events, etc. available on YouTube or any other portal? I believe that this would enable us to get deeper insights into functions of clubs of interest.**

Molly Burke: No, we do not have youtubes of club events.

**Rahul: Are there any restrictions on number of members for any clubs? Are all clubs open to all students irrespective of their background? Any requirements for becoming a member of a particular club?**

Molly Burke: There are no restrictions, you can join as many as you like there are no fees or requirements.

**Megan: Are there any new clubs that Tuck is looking to create?**

Molly Burke: New clubs are created all the time! It totally depends on what the students here are interested in. You really make the experience your own.

**Ayush: Evidently, there are enormous information club resources available, which are accessible through the internet and/ or Tuck's friendly students/alumni. Paying due respect to time, how would you best recommend developing an 80-20 approach to be efficient in the research process?**

Stephanie Butler: It's all about prioritizing! Choose what's best for YOU and go for it (and try to get some sleep!).

**Megan: Are there any ways to get involved with Tuck clubs prior to admissions?**

Lucy Zuraw: Not officially, but if there are clubs you are interested in learning more about before admissions you should feel free to reach out to a club co-chair to learn more <http://www.Tuck.dartmouth.edu/mba/life-at-Tuck/clubs-and-activities/career!>

**Ayush: As a candidate applying across borders, how crucial for self-clarity and admission purposes do you think a campus visit and being able to interact with clubs would be?**

Molly Burke: Everyone must come to campus to interview. Interacting with clubs wouldn't be a scheduled part of the admissions day but you could reach out to a club of interest and meet with them if you want.

**Ayush: If you had to choose, would you recommend reading online or speaking to students to get insights about club activities?**

Molly Burke: Probably both but speaking to students is great.

## **Health Care**

**Swati: Wanted to know more about the Healthcare club. Can someone please elaborate on a few initiatives?**

Sarah Kohn: We assist with recruiting (mock interviews, resume reviews, cover letter help), plan social events, and also mentor students interested in healthcare. That can mean helping you decide where within healthcare is right for you, or guiding you on which alumni are best to reach out to

**Vivette: I'd love to hear about the primary HC companies in New York City area.**

Sarah Kohn: Pfizer and Bristol Myers are both big recruiters on campus. There are tons of startups and other pharma in the NYC area as well.

**Gautam: I'm coming from the world of technology consulting and interested in pursuing careers in the health/fitness industry. Does the Healthcare Club cater to those interests, or does it more exclusively cater to those interested in pursuing careers with healthcare providers/insurers/pharma?**

Sarah Kohn: The healthcare club primarily focuses on pharma, biotech, insurance, provider side, but there are definitely members with interests across the industry.

**Vivette: Are there core recruiting companies for Tuck? I'm interested in Consulting, Technology, and Healthcare.**

Sarah Kohn: Yes! If you check out the Tuck employment report, the most common recruiters are typically the ones that come on campus. I can speak to healthcare, there are primarily HC consulting, pharma, and biotech companies that recruit on campus every year.

**Afua: In what ways are club experiences enhanced for students whose backgrounds are a match with the club e.g. for someone from healthcare consulting background joining the healthcare consulting club?**

Sarah Kohn: The healthcare club would help prepare you for recruiting (mock interviews, resume reviews, cover letter reviews) and we can also help direct you to the best alumni to speak with given your interest.

**Chris: Can you describe the types of companies the club visited on the Healthcare trek?**

Sarah Kohn: I went on a trek last year to Boston. We visited CVS Digital lab and Genzyme. A second trek went to Biogen, and Iora Health. This year, visits were planned to Athena Health, Genzyme, Bristol Myers Squibb, and Optum. We try to plan trips to companies across the healthcare industry (provider side, payer, biotech, pharma).

## **Human Resources**

**Dominique: I would like to know about the human resources management resources available at Tuck. How does Tuck prepare students who are looking to make a career switch into that field with no previous work experience?**

Lucy Zuraw: There is a general management club which would include HR management opportunities. In addition, we had visiting executives come this year who work in HR management and Human Capital and we have career coaches who would be able to help with questions and opportunities in this area. Generally, Tuck is a great place for those looking to make a career switch - I went from Operations/Tech successfully into Travel/Hospitality with no previous work experience.

**Dominique: Do you know if there is an active Human Resources club on campus?**

Lucy Zuraw: There is not a specific HR / Human Capital Club, but the General Management Club includes people who are interested more specifically in that area!

## **International**

**Wilson: Are Tuck students generally permitted to join clubs at universities while on exchange with partner schools? Do they partner with clubs at Tuck?**

Molly Burke: I am sure you can join clubs when you are abroad. I am not aware of any partnerships right now.

## **Marketing and Communications**

**Pooja: What do you do as part of the Marketing Club?**

Emily Martens: The marketing club serves the greater Tuck community in several ways. In the fall we prepare students for recruiting by hosting case prep/interview workshops with Tuck professors,

reviewing resumes, and role playing interviews with first years. We also nurture the greater Tuck marketing network by connecting first years with alumni mentors, who currently work in a marketing profession, as well as facilitating networking opportunities off-campus (via treks) and on-campus. Lastly, we host the Tuck Marketing Symposium in the fall. The symposium brings industry leaders and alumni to Tuck to promote networking opportunities and industry discussion. I'm especially excited since I'll be chairing the event this year.

**Nick: I'm interested in Marketing with about 6 years' experience in the digital marketing field. I saw you had a few years of experience as well before going off to Tuck - did you find that the Marketing Club added to your experiential learning or was it old-hat?**

Emily Martens: Marketing is a very diverse function that can vary widely depending on industries. As such, I've found the exposure to different types of marketing very eye opening at Tuck. The treks specifically exposed me to other marketing opportunities besides CPG (which was the bulk of my experience). Additionally, the symposium Tuck hosts in the fall brings business leaders to campus to discuss current marketing trends across industries. I'm always learning something new!

**Chiwei: Is there a club or course for public speaking skills/Toastmasters? I want to focus on presentation skills as part of my development at business school.**

Molly Burke: There is a management communications class in the core and a number of electives in public speaking. There are also various opportunities to give speeches but no specific club for it.

## **Networking and Treks**

**Lia: How many networking-type events do the various clubs host throughout the year?**

Emily Martens: The majority of the networking events will take place in the fall during recruiting. The Career Development Office facilitates many of the networking events that take place on campus; however the career treks (organized by career clubs) create many opportunities for off-campus network in various cities. For example, this year I organized a career trek to Seattle to explore opportunities in marketing/tech/general management with several other students. While in Seattle, we organized a happy hour networking event with Tuckies currently living in the area.

**Spencer: This question is directed to Radim. Can you talk a little about the Wall Street trek and the firms you visited (past or planned)?**

Radim Jaros: Over our trek we visited GS, MS, JP, BAML, UBS and CS. This year the T'18s also visited Lazard and Evercore. It is usually a 3 day trek to New York during which you meet bankers from these firms and are able to get to know the different banks, their cultures and they are able to get to know the new class of potential applicants. It is early in the recruiting process, but definitely a great experience.

**Melissa: It seems the clubs provide amazing opportunities for networking and recruiting. Can you discuss whether the clubs have enhanced your learning in the classroom as well?**

Molly Burke: The clubs are mainly focused on recruiting. Some professors hold special seminars to help with interviews but there is really not much overlap.

**Ashley: Can you please provide some additional information regarding the Tech Treks--locations, companies visited, general experience, etc.? Thank you!**

Lucy Zuraw: I went on one of the Tech Treks this year to San Francisco. In the summer, there is an exploratory trek run by the Career Development Office for those interested in the industry which is what

I went on. It was a great experience and we went to over 7 companies in the Bay Area. Later in October and December, groups of students organized Tech Treks to New York, Seattle, and San Francisco / Bay Area for networking and to meet with specific companies they were interested in. Some of the companies visited were Facebook, HP, Microsoft, Twitter, and Mulesoft. If there is another city / company you are interested in, you can work with the Tech Club to help organize a future trek!

**Mark: Are you able to share a little more about what the Marketing & Brand Management Club treks are like? What type of companies are typically included?**

Emily Martens: I'm glad to hear that you're interested in marketing! This past year the marketing club led treks to San Francisco, New York, and Minneapolis, as well as Boston and Seattle (in partnership with the tech club). Our goal for the San Francisco and New York treks, which take place earlier in the year, are to expose students to a variety of marketing roles. For example, this year we visited Facebook, McKinsey Marketing and Sales, Clorox, Colgate-Palmolive, Unilever, and Microsoft, just to name a few. Personally, I highly recommend the San Francisco CIX trek in August! Treks that take place later on in the fall will be more specific to companies that first years are interested in exploring. For example, this year I helped plan treks to Boston and Seattle. We selected companies based on those who had the highest overall interest from first years attending the treks. Hope that helps!

**CJB: Do the different clubs ever coordinate in terms of recruiting, trekking, or career education where there is sensible overlap?**

Molly Burke: Yes! Last year I went on a trek to Minneapolis with the marketing and general management clubs.

**Harvey: Are there other finance recruitment treks other than the Wall Street Trek that Tuck are invited to? London banking trek? Asia?**

Radim Jaros: There is a London banking trek that is organized every year as a collaboration between multiple MBA programs for the US. Unfortunately I can't give you too many details as I did not go on this trek. There was not a banking trek to Asia, but some students end up going to IB in both London and Asia almost each year.

**Veron: In regards to the Consulting Club's trek to Boston - which firms are visited last October?**

Chris Trakimas: In alphabetical order ... Analysis Group, AV&CO, Axia/Accenture, Bain, BCG, CRA, Deloitte, Fidelity, IGS, Innosight, LEK, Liberty, McKinsey, Parthenon. You can see online how many people we sent to each firm.

**Kevin: Is the focus of these clubs generally NYC/SF? How strong are treks and activities in Boston?**

Molly Burke: None of the clubs are regionally focused.

**Yaw: Do the treks organized by each club happen at the same time? If yes, what if there are two treks that I am interested overlap each other? How can I benefit from it?**

Lucy Zuraw: There are times when treks scheduled by clubs will overlap (such as in October over the first-year break). Often, there are multiple treks to the same city - so if you are interested in two different treks, you could go to events run by each. There is also some overlap between Treks - for example the VC Trek had a shared event with the Travel and Hospitality Trek to Napa this year.

**Chiwei: Would you have any insights to the PE/VC club or which firms might have been represented in any treks/networking events? Additionally, I understand that many PE/VC firms seek candidates with IB experiences, do you know if the club is made up of students with that background as well?**

Radim Jaros: Unfortunately, I can't give you many details on the PE/VC club as I was not a member. However the fact is that most of the members if not all do have Investment Banking background. But again, it would be great if you could get in touch with their leadership as I really don't know enough.

**Yaw: Will there be a sharing sessions (where all Tuckies can join if interested) after returning from the treks?**

Lucy Zuraw: There is not a formal event, but definitely encouraged to connect with other students and learn about their experiences! Also, at Tuck new events are also welcome so you could plan an event that would bring together different clubs to discuss their experiences on Treks.

## **Non-Profit**

**Manuel: Does Tuck provide any opportunities for students to work in non-profits? Particularly, in leadership roles? I know a lot of schools provide their students with the opportunity to become members of non-profit boards. Does Tuck provide something similar?**

Molly Burke: Yes, there are many Tuck students on boards of non-profits in the upper valley area. It's a great way to get involved in the community.

## **Other**

**Kunal: Is there any club for operations management? Can you give any examples of which best describes the utilization of these club activities?**

Molly Burke: If you are interested in operations you will probably want to join the general management club. Most career club activities are geared towards helping you prep for interviews.

**Sam: How's the Tuck MBA basketball team?**

Chris Trakimas: I play pickup every Tues/Thurs and we have some people that played in college (as well as first timers) so there is a good mix of teams depending on how strong you are.

**Nick: Obviously career-oriented clubs are a great experience, but any advice on the more 'fun' clubs - such as the Tuck Wine Club?**

Molly Burke: Fun clubs are awesome. It's also very easy to start clubs here at Tuck.

**Connor: Can anyone talk about case competitions and how the clubs support them? I'm mainly interested in consulting and energy. Are the reams open to anyone? And does this help in terms of networking/recruiting?**

Lucy Zuraw: Of course!!

**Pride: I want to pursue an MBA and I am interested in a club that is totally unrelated to what is will be studying. I want to learn to play musical instruments. Are clubs welcoming to that?**

Molly Burke: There is a Tuck Band you can join.

**HCS: I'm interested in learning more about and speaking to members of the Travel & Hospitality Club. I'm the Co-Founder & CEO of Homecoming, the Birthright experience for African-Americans. I would love to talk to club members/leadership to contribute to the club and optimize my startup.**

Lucy Zuraw: Feel free to reach out to the club through the contact information on the website and provided at the end of the chat.

**Chiwei: If I recall correctly, Tuck offers study abroad programs for a semester. Would anyone be able to estimate what percentage of your peers partake in this and when does this typically occur? I imagine sometime in the 2nd year?**

Stephanie Butler: It varies each year, but I'd say around 20 second-years end up doing a term abroad each year. There are a number of schools that we partner with around the world; <http://www.Tuck.dartmouth.edu/mba/academic-experience/exchange-programs>. There are also other ways to expand your global mindset and experiences through TuckGO--please check it out!

**Oyekola: Is there a chess club at Tuck?**

Molly Burke: I don't think so but people play chess around campus fairly often.

Sarah Hein: You can also start your own club: <http://www.Tuck.dartmouth.edu/mba/blog/straight-from-qa-starting-a-student-club>.

**Rahul: I hope we start the chess club in Tuck from our batch onwards, organizing yearly tournaments.**

Sarah Hein: You can! <http://www.Tuck.dartmouth.edu/mba/blog/straight-from-qa-starting-a-student-club>

**Nics: Is there an automobile club? I would love to hear about their experiences/activities!**

Molly Burke: There is! We went to a NASCAR race this fall! I think they also do more serious activities but I haven't participated in those.

**Megan: How do your clubs help students with little to no experience in a professional field?**

Molly Burke: All the clubs provide guidance and advice on an industry and how best to recruit. Another great resource is second years in general. People are always willing to grab a coffee and tell you about their experiences.

**Sheila: Any clubs can help international students acquaint with local cultures in the US, quickly accustom to the networking events and connect to year 2 students and alumni networks?**

Stephanie Butler: There's an International Orientation as soon as you arrive to Hanover. Additionally, there's a dedicated member of the Career Development Office who works with international students throughout the recruiting process.

**Kunal: What kind of opportunities do the students get by joining a club? Is there any student body that looks after each and every club activity?**

Molly Burke: Clubs are a resource for you to use as much or as little as you want. They are not exclusive and anyone can go to any event. We have a student board that oversees funding of clubs.

**Kunal: Can you share an example of any student who has most benefited from these club activities in terms of getting the dream job which they want?**

Molly Burke: A club will not be able to get you a job. They can provide guidance and advice but that is pretty much it.

**Christine: What is the average amount of clubs that Tuckies are involved in? Do most clubs require dues/fees?**

Molly Burke: No, most clubs do not require fees. You can be in as many clubs as you like. Typically, students are very involved in 1-2 clubs and may be more passive members in more.

Emily Martens: The average Tuckie is involved in 2-4 clubs over the year, which keeps us very busy! That being said, many of the club events are open so you don't need to be an official member of a club to attend an event or trek.

**Katelyn: Do students participate in multiple clubs?**

Molly Burke: Definitely! You can be in as many as you want. There are no fees and you can also attend events regardless of membership status.

**Varun: How much time is spent in attending these clubs on a weekly/monthly basis?**

Molly Burke: More during recruiting season but I don't think any of them have a set schedule. You can go to as many or as few meetings as you like.

**Rob: How amenable are professors to missing a class or two for club related activities?**

Molly Burke: They don't like it but everyone is ultimately here to get a job so they usually complain but go with it.

**Manbir: What kind of opportunities are available for somebody interested in FinTech?**

Sarah Kohn: I have a lot of classmates interested in FinTech. There are many opportunities, including the tech trek which visits FinTech companies, the center for digital strategies is hosting a fireside chat with payjoy this week. There is also first year projects you can choose with FinTech companies (for example my classmates worked with Paypal in France).

**Tramaine: I looked at the keynote and it looks like resume workshops and interviews workshops are a component of each of your clubs. Why do you think that is the case? Do most of your club members pursue opportunities where these things still play a crucial role in their ability to gain entry into these sectors?**

Molly Burke: These things play a crucial role in getting any MBA job.

**Loi: Do you have courses/clubs that focus on family business?**

Lucy Zuraw: There is actually a group of students who have worked this year to develop a curriculum for a course/more events on Family Business for next year with Professor Argenti, so stay tuned about that offering at Tuck! If that is something you are interested in, one of the best things about Tuck is that you can get involved in that area and help get events and speakers in family businesses.

**Wilson: Are there interdisciplinary clubs (across several Dartmouth graduate schools)? I.e. are there initiatives/clubs Tuck students can interact students from the other Dartmouth schools?**

Molly Burke: There are entrepreneurship opportunities to work with the Thayer engineering school. There are also FYPs with the medical school and Thayer. There are no clubs dedicated to this but the opportunities exist.

**Christine: Molly, were there any clubs that you joined that were serendipitous-maybe shifted your career focus or b-school experience?**

Molly Burke: At the beginning of the year all the career clubs host kickoffs where second years discuss their internships in various roles. This is an easy way to get lots of exposure to the many options available.

**Sanjay: What's the profile of students and more importantly successful students in the technology club? I'm super interested in tech strategy but have a finance background. Is CS/tech background super prevalent?**

Molly Burke: There are lots of career switchers in every club/industry. I would not worry about your background too much.

**Ashwin: Can someone talk about the change in career preferences given some uncertainty in visa norms for international students?**

Stephanie Butler: While we can't know what the future holds, Dartmouth and Tuck remain committed to all members of our community, regardless of their citizenship and we will continue to promote inclusiveness and diversity. This is central to our mission to educate wise leaders to better the world of business. There is a team here on campus who is dedicated to staying informed of changes and updates made to US immigration policy and how those changes impact international students. The best way to stay up-to-date on the status of study in the US is by visiting the US Department of State Student Visa website. As you navigate the application process, we are happy to answer any questions you have along the way. Once on campus, the Career Development Office can also work with you to offer a better understanding of which industries are more likely to sponsor, whether it could be a good idea to recruit for a global firm with various international offices and flexibility, etc.

**Kapil: What are the requirements for an Indian student? Is GMAT compulsory?**

Stephanie Butler: For all applicants, regardless of demographic, it's required to submit either the GMAT or the GRE.

**Ceyhun: How is the international exposure of clubs in general?**

Molly Burke: There are all types of students in every club. None of the career clubs have a specific international focus though.

**Pooja: Is there a club focused on trading and stock markets?**

Radim Jaros: This would probably be the investment club, but unfortunately I can't talk too much on that (as I was not a member), I apologize.

**Kevin: Are there any clubs that have particularly strong/developed alumni networks?**

Lucy Zuraw: I would say all of the clubs have strong / developed alumni networks. Most clubs will have networking events or career panels where alumnus will come to campus to answer questions for the students. In addition, visiting alumni speakers are at Tuck all the time to share industry knowledge. At Tuck, alumni are huge supporters of the student body and the strength of the Tuck network is one of the reasons I came to Tuck.

**Rob: Are there stats on how often opportunities convert (internships/offers) through club affiliations vs. traditional on campus recruiting? Besides the coaching, are there social aspects to the clubs?**

Sarah Kohn: I don't think there are stats on that. But we do plenty of social get togethers! The healthcare club has done happy hours, hot chocolate study breaks, small group dinners with professors and students.

**Justine: Are there any clubs that focus on analytics or any programs?**

Molly Burke: No but there are classes that do.

**Rahul: Do career leader reports play any role in career coaching provided at Tuck? If yes, is it followed for career transitions, or is it just a tool to know the motivators, and career coaching is completely oblivious to the top careers as per the career leader report?**

Sarah Kohn: Tuck offers a career tool that you can take before school, but it does not play a very big role in deciding where to pursue a career. The most helpful tools available at Tuck are speaking with alumni to learn more about their company/industry/industries. Also speaking with the career coaches here is great. They are able to talk to you about your interests and help guide you toward opportunities you may be attracted to.

**Chiwei: Is there a ski/snowboard club?**

Chris Trakimas: Yes! They plan several big ski trips each year and events. One of the biggest events around this area is Tuck Winter Carnival. A lot of us get season passes as well at a student discount which is nice. There is also a ski race team each week at a smaller mountain close to Tuck. Dartmouth also owns its own ski mountain.

**Chiwei: Let me also add golf club to that as well.**

Molly Burke: Yes there is.

## **Recruiting and Internships**

**Matt: With respect to consulting, is it common at all to see internships with firms in the summer before matriculation? How do the big firms view an applicant who has not yet started school but is interested in gaining experience prior to heading off to start their MBA (post-acceptance)?**

Chris Trakimas: Last summer we had around 61 people intern in consulting over the summer and 84 end up in consulting full time. That should give you an idea of how many people intern. I'm not sure on your later question. I've heard of people taking a summer internship before they start MBA to get industry experience but that is definitely not the norm for consulting. There are some pre-MBA scholarship programs that you can apply to get on MBB radar (Bain: ExperienceBain; Diversity Pre-MBA (April 30 deadline), Boston Consulting Group: MBA Fellows (May 14 deadline), McKinsey: Emerging Scholars (May 18 deadline)).

**Francisco: Do recruiters tend to seek potential employees through the clubs or through specific recruitment days?**

Lucy Zuraw: On-Campus Recruiting at Tuck offers a ton of internship and full-time opportunities for students and are run through the Career Development Office. However, clubs offer a lot of support for interview training, networking, and cover letter / resume help that are other key parts of the process. In addition, clubs can connect you with other students or alumni who have worked at the company you are interested in.

**Jason: It was mentioned that the Marketing Club organized a trip to McKinsey Marketing and Sales. Could you explain the recruitment process for this group within McKinsey? Does it follow the typical consulting recruiting process or are they looking specifically for marketers?**

Emily Martens: This year the marketing club visited McKinsey Marketing and Sales twice—first during the CIX San Francisco trek in August (which I highly recommend) and then during the New York City during our fall break trek. If you wish to apply for the Marketing and Sales practice within McKinsey, you will follow the normal McKinsey on-campus recruiting process, but make sure that the recruiter is aware of your M&S interest. This year those Tuckies applying to M&S went through the normal first-round of

recruiting on campus, but then second interviews were M&S specific at the particular offices. Tuckies going into M&S usually have some sales or marketing experience, but you would be best addressing relevant background questions to a recruiter. I hope that helps!

**Archit: How strong is IB recruiting in Canada at the Big5 on Bay St?**

Radim Jaros: Unfortunately, I do not know of anyone who did / is going to work in IB in Canada.

## **Retail**

**Nicole: I am interested in the Retail Club. Would you be able to speak to some of the work that is done in that club and some of the activities?**

Molly Burke: The retail club is mainly focused on sharing employment opportunities, potential conferences to attend, and how to prep for interviews.

**Nicole: Where are some of the potential conferences?**

Molly Burke: Tuck holds a few and the others are at other business schools

**Ceyhun: Is there a separate luxury goods club or as a part of retail club? Do you have any activities who are not seeking jobs in retail industry but has an interest to it as a hobby?**

Molly Burke: There is no luxury goods club but it is easy to start one! Yes, there are members who are not interested in retail as a career. They mostly use it for guidance on what articles to read etc.

## **Technology**

**Syed: I would like to pursue Product Management post MBA. I see that Technology Club will play a critical role in shaping up the required skills, however Product management requires multiple skill sets. How easy or tough is it for grads to be active members of multiple clubs at Tuck?**

Molly Burke: It is very manageable. You can be as involved as you like and attend any event hosted by any club regardless of membership.

**Ann: I understand there are both the Technology and Finance clubs, however is there also a FinTech club?**

Sarah Kohn: There is no FinTech club, but classmates interested in FinTech join the tech club as well as entrepreneurial club.

## **Travel, Hospitality, and Food**

**Nick: Is there a club for the food industry?**

Lucy Zuraw: The Travel & Hospitality Club includes the food and wine industry. This year the club went on a trek to Napa and will have an event with the Hanover Inn to discuss its food and hotel business. Next year we hope to have more events specifically about food!

**Rachit: Is there a club focused on sustainability or CSR?**

Molly Burke: There is a sustainable agriculture and food club that was just started. There is no CSR club but there is a CSR elective.

**Nics: Can you kindly elaborate on initiatives taken by the Agriculture and food club?**

Molly Burke: It is only about a month old or so but they had a panel discussion with leaders in the field.

## **Tuck Pride**

**Evan: Can anyone speak to the strength of the LGBTQ community at Tuck, and what involvement with Tuck Pride looks like for members of the LGBTQ community, as well as the business school more broadly?**

Stephanie Butler: I'd say that Tuck Pride is quite strong, especially given the small number of people who identify as LGBTQ, and the large number of Tuck Pride members--they find a lot of support in classmates and allies. Tuck Pride is included in all diversity initiatives, and hosts their own events. One of the most compelling things to me is how the support of the Tuck community has actually inspired multiple people to come out while at Tuck. I know that's pretty broad, but I would highly suggest shooting an email to the Tuck Pride leadership team--they would love to talk!

**Evan: I'd love to get in touch with the leadership of the Tuck pride club, but the link on the Tuck website seems to be broken. Do you have any email address for the president / the club more broadly?**

Chris Trakimas: The link is here <http://www.Tuck.dartmouth.edu/mba/life-at-Tuck/clubs-and-activities/cultural-affinity> and has the email contact for club co-chairs.

## **Travel & Hospitality**

**Ellen: The Travel & Hospitality Club looks really neat. Can you tell me more about what club membership looks like? For example, is there a standing meeting each week and then ad hoc events, such as the ones mentioned on the slide?**

Lucy Zuraw: The T&H Club was started this year, so has been an exciting opportunity to build the presence at Tuck. This year, we had a handful of standing meetings as well as ad hoc events including a Napa Wine Trek, Career Panel, Hanover Inn (food + hotel industry) Trek, and a Manchester Airport Trek. Next year, we will have 2-3 events each term including travel treks, local treks in food / brewery / ski resort, and career panels and talks with alumni and professors.

## **Women in Business**

**Megan: Are there currently any professional women's clubs?**

Molly Burke: We have a Women in Business club which is not industry focused. It just focuses on women MBA's in general.

**Megan: I would love to learn more about the Women in Business club.**

Molly Burke: <http://www.Tuckwomeninbusiness.com/>