UNSW Guest Lecture

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Where are your career aspirations?
Consulting 101

• What consultants do
  – Listen > Investigate > Analyze > Recommend > Implement

• Why they choose consulting
  – Platform for future success
  – Work with big name clients
  – Outstanding training
  – Develop your career
  – Acquire great skills
  – Work in teams with other highly talented people

• Why companies hire them
  – Specialized experience not available in-house
  – Assign resources to yield greatest value
  – Objective assessment of business operations and strategy
What is different…

• No desk
• Project work
• Different industries
• Different companies
• Travel
• Team work
Business Consulting professionals focus on strategy and take responsibility for organisational change and business transformation.

- Strategy
- Finance & Performance Management
- Human Performance

What they will do:

- Assist in industry, competitive and company analyses
- Assist in analysis & documentation of as-is capabilities about business processes, people and technology – AND assist in the development of the to-be processes
System Integration Consulting professionals deliver large scale, complex programs that marry processes with technology. They specialise in design, development, integration and delivery of functional industry solutions and processes for our clients. Their responsibilities may include:

- Documenting business requirements
- Performing application design activities
- Conducting gap analyses between business requirements and software
- Assist with build, test and deploy activities
Technology Consulting is responsible for delivering technological innovation including systems integration. They specialise in enterprise architecture and technology solutions, assessing and diagnosing technology environments, designing technology infrastructure (networks, security & platforms) and setting technology strategies. Responsibilities include:

- Participating in technology diagnosis
- Becoming familiar with relevant architecture frameworks
- Contributing to constructing a robust technology solutions, taking user requirements
Application Workstream
Analyze Application Stage

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Using the Methodology

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Examples of work

Projects and the types of work I’ve been involved in…
Tell Me About Accenture

- Global management consulting, technology services and outsourcing company—approx 146,000 people - 49 countries - US$16.65 billion

- **We help clients**
  - Identify and enter new markets
  - Increase revenues in existing markets
  - Improve operational performance
  - Deliver their products and services more effectively and efficiently

- **Services we offer**
  - Business consulting
  - Systems integration
  - Application outsourcing, IT infrastructure outsourcing and business process outsourcing

- **Enable our clients to become high-performance businesses and governments**
Why Accenture?

- **Why you should work here**
  - The work – challenge, impact and variety
  - Leading company with great track record
  - Accelerated skills and career development
  - Enjoyable place to work with highly-talented and diverse colleagues
  - Flexible approach that encourages the right work/life balance
  - Total rewards including competitive compensation

- **Why we are different**
  - Consistent financial results in a challenging economy
  - One of the world’s most recognized brands
  - Committed to being good corporate citizens
  - Multi-workforce model
  - Employees are stakeholders
Our Enduring Core Values

- **Stewardship**  
  - Heritage for future, owner mentality, people forward, multiple stakeholders
- **Client Value Creation**  
  - Value driven, quality and delivery excellence
- **Respect for the Individual**  
  - Approachable, value diversity, appreciative
- **Integrity**  
  - Responsible, inspire trust, openness, no personal agendas
- **Best People**  
  - Best talent, can do attitude, feedback & coaching

**One Global Network**  
- Share knowledge and resources, team work
Consulting Environment

- Creative, collaborative environment
  - Teamwork makes challenges enjoyable

- Access to information and resources
  - Knowledge-sharing is key

- Work at client sites or Accenture offices
  - Stay connected

- Flexible working arrangements
- Communities
- Accenture in the Community
Hardest thing

• No one will ever understand what you do !!

• Steep learning curve – developing new skills and knowledge

• Changing industry & jobs often

• Lifestyle commitment
Best things....

• Exciting & Challenging Environment
• Best people
• Great rewards
• Variety
• Great training
• NEVER Boring
Questions?